

# Order Processing Guideline



**Deal #:** 46491569    **Version #:** 8    **OPG #:**    **Quote Distribution Date:** 25/03/25

**Deal Description :** MELANOX - רכישה שוטפת

Volume Channel Deal

CEM

**Dates :**                      **Ship/Sellout From :** 29/10/24                      **Deal Lead :** OMER SCHNAPP  
    **Ship/Sellout To :** 31/05/25                      **Sales Rep :** OMER SCHNAPP  
    **Order From :** 29/10/24                      **DM :** ZACHI ORENSTEIN  
    **Order To :** 31/05/25                      **BDM :** OANA-MARIA CHIRIAC

**End User:** 532160843                      **Sales Rep E-mail :** omer.schnapp@hp.com

MELLANOX TECHNOLOGIES, LTD.

Country Code      IL

Price List Code      IL

Price Term      Duty Free

Currency      US \$

MC Code      72

Exclusivity      N

Complex Deal      N

Agent/Sales Incentive      N

**RFP # :** DSSP/MELLANOX  
TECHNOLOGIES  
LTD. - IL

**Base Discount**      0%

Cash Payment Days      30

## Reseller A

1-10M99-19285

DORCOM COMPUTERS LTD    IL

## Reseller B

1-10M99-19285

DORCOM COMPUTERS LTD    IL

71641025

HP OP - EMEA Volume    IL

## Bundle Offerings

Discounts are additional to Purchase agreement

Product Number	Opt	Description	PL	Qty	Ord Min Qty	Rslr A Min Qty	Rslr A Max Qty	Rslr B Min Qty	Rslr B Max Qty	Ln Max Qty	Std Disc %	List Prc US \$	Offering US \$	Offer Type	Begin Date	End Date	Service Days
57K33AV		HP Z4G5+2XmDPtoDP ID53335062	5X	100	0												*
Config ID : 53420913 53032625		Source Config ID :									0	4,159.65	2,051.00	BD Net	20/03/25	31/05/25	*
57K33AV		HP Z4 TWR G5 1125W EPA90 RCTO BU	5X	1													*
57M61AV		HP Linux-ready	5X	1													*
4YQ39AV		OS Localization	5X	1													*

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4YQ39AV	ABT	Israel - Hebrew localization	5X	1													*
6M6W7AV		Intel Xeon W3-2435 8C 165W CPU	5X	1													*
57M94AV		32GB (2x16GB) DDR5 4800 DIMM ECC REG Mem	5X	1													*
9T7U4AV		NVIDIA RTX A400 4GB 4mDP GFX	5X	1													*
2PA21AV		HP miniDP-to-DP Adapter (2-pack)	5X	1													*
57K96AV		OS Load to M.2	5X	1													*
57L08AV		Z Turbo 512GB PCIe 2280 OPAL2 TLC M.2SSD	5X	1													*
57N04AV		HP USB 320K KB	5X	1													*
57N04AV	ABT	Israel - Hebrew localization	5X	1													*
57M64AV		HP WRD 320M Mouse	5X	1													*
57M67AV		No Included ODD	5X	1													*
6Q1F4AV		Type-A SprSpd USB 5Gbps FrntIOv2EntryMod	5X	1													*
57K40AV		HP Z4 G5 Fan/Frnt Crd Guide Kit	5X	1													*
57K89AV		HP Z4 G5 Mem Cooling Solution	5X	1													*
57L30AV		Z4 Country Kit	5X	1													*
57L30AV	ABT	Israel - Hebrew localization	5X	1													*
63G17AV		C13 1.83m stkr HF DT PWRCORD	5X	1													*
63G17AV	ABT	Israel - Hebrew localization	5X	1													*
6Y5A1AV		1/1/1 Warranty	5X	1													*
6Y5A1AV	ABB	Europe - English localization	5X	1													*
57M63AV		Single Unit (TWR) Packaging	5X	1													*
57K78AV		HP 2.5GbE Flex Port	5X	1													*
7M3Q0AV		1/1/1 TWR LBL	5X	1													*
AY129AV		HP Chassis Tag Service Variant 2	9R	1													*
AY130AV		HP Packaging Tag Service	9R	1													*
766U5AV		HP Chassis Tagging SN +MAC1+MAC2+PKID SVC	9R	1													*

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766U7AV		HP Packaging Tag SN +MAC1+UUID+PKID SVC	9R	1													*
U61CCE		HP 3y Onsite HE WS HW Supp	BJ	1													*
ZD081AA		HP standard delivery (Door/Dock) WS	16	1													*
57K33AV		HP Z4 G5 +mDPtoDP ID53335062	5X	50	0												*
Config ID : 53420868		Source Config ID :									0	4,154.65	4,154.65	BD Net	20/03/25	31/05/25	*
57K33AV		HP Z4 TWR G5 1125W EPA90 RCTO BU	5X	1													*
57M61AV		HP Linux-ready	5X	1													*
4YQ39AV		OS Localization	5X	1													*
4YQ39AV	ABT	Israel - Hebrew localization	5X	1													*
6M6W7AV		Intel Xeon W3-2435 8C 165W CPU	5X	1													*
57M94AV		32GB (2x16GB) DDR5 4800 DIMM ECC REG Mem	5X	1													*
9T7U4AV		NVIDIA RTX A400 4GB 4mDP GFX	5X	1													*
2PA20AV		HP miniDP-to-DP Adapter	5X	1													*
57K96AV		OS Load to M.2	5X	1													*
57L08AV		Z Turbo 512GB PCIe 2280 OPAL2 TLC M.2SSD	5X	1													*
57N04AV		HP USB 320K KB	5X	1													*
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57M64AV		HP WRD 320M Mouse	5X	1													*
57M67AV		No Included ODD	5X	1													*
6Q1F4AV		Type-A SprSpd USB 5Gbps FrntIOv2EntryMod	5X	1													*
57K40AV		HP Z4 G5 Fan/Frnt Crd Guide Kit	5X	1													*
57K89AV		HP Z4 G5 Mem Cooling Solution	5X	1													*
57L30AV		Z4 Country Kit	5X	1													*
57L30AV	ABT	Israel - Hebrew localization	5X	1													*

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Product Number	Opt	Description	PL	Qty	Ord Min Qty	Rslr A Min Qty	Rslr A Max Qty	Rslr B Min Qty	Rslr B Max Qty	Ln Max Qty	Std Disc %	List Prc US \$	Offering US \$	Offer Type	Begin Date	End Date	Service Days
63G17AV		C13 1.83m stkr HF DT PWRCORD	5X	1													*
63G17AV	ABT	Israel - Hebrew localization	5X	1													*
6Y5A1AV		1/1/1 Warranty	5X	1													*
6Y5A1AV	ABB	Europe - English localization	5X	1													*
57M63AV		Single Unit (TWR) Packaging	5X	1													*
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7M3Q0AV		1/1/1 TWR LBL	5X	1													*
AY129AV		HP Chassis Tag Service Variant 2	9R	1													*
AY130AV		HP Packaging Tag Service	9R	1													*
766U5AV		HP Chassis Tagging SN +MAC1+MAC2+PKID SVC	9R	1													*
766U7AV		HP Packaging Tag SN +MAC1+UUID+PKID SVC	9R	1													*
U61CCE		HP 3y Onsite HE WS HW Supp	BJ	1													*
ZD081AA		HP standard delivery (Door/Dock) WS	16	1													*

## Ship Schedule

Line Number	Product Number	Opt	Qty	Load Type	10/24	11/24	12/24	1/25	2/25	3/25	4/25	5/25	6/25	7/25	8/25	9/25	10/25	11/25	12/25
30	57K33AV		100	Even	0	0	0	0	0	34	33	33	0	0	0	0	0	0	0
31	57K33AV		50	Even	0	0	0	0	0	17	17	16	0	0	0	0	0	0	0

## **Terms and Conditions**

If a Customer, is specified in this quotation:

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner End-User Special Negotiated Discount Program Terms

Or

if a Customer is not specified in this quotation

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner Product Promotion and Channel Partner Discount Terms. The HP Partner Product Promotion and Channel Partner Discount Terms that can be found on the Partner Portal apply to commercial Promotions only.

These Terms can be found on the HP Partner Portal.

"Customer" has the meaning defined in your HP Partner Agreement.

Other Notes:

This document is a CUSTOMER QUOTE if the title indicates 'HP Quote'. Otherwise, the document is an ORDER PROCESSING GUIDELINE (OPG)..

### **CUSTOMER QUOTE**

ALL TERMS of this present authorization to quote (price, product, quantities, shipment schedule) are valid for a maximum of thirty (30) days after the latest creation date.

### **ORDER PROCESSING GUIDELINE (OPG)**

The OPG is a document detailing deals and promotions for which HP grants either an additional discount or a fixed price based on a special pricing APPROVAL.

An OPG is defined for a given:

- Partner who purchases directly from HP only
- End User Customer at a specific location in case of special pricing approval
- Discount mode (upfront only / rebate only)
- Set of Validity conditions (split into 4 different validity periods: order entry/HP shipment schedule/sell-out/claim entry)
- Product(s) offer
- Pricing offer
- Volume per product / bundle (this is the maximum quantity allowed for the whole OPG and not for each Partner).

Each OPG is assigned with a unique identifier.

HP defines for each OPG the associated discount mode in order to inform the Partners who purchase directly from HP about the discount application:

- **UPFRONT MODE:** The discount / special price is applicable only at order entry.  
[Examples: M72, MA9U: Region -Country Special Discount / M07: Promotion Discount / M77: Region Commercial Discount]
- **REBATE MODE:** The discount / special price is applicable only by claiming for a credit (based on sell-out date).  
[Examples: M72R, MA9R: Region - Country Deal / M09: Promotional Discount / M77R: Region Commercial Discount]
- **MIXED MODE:** The discount / special price is applicable either in upfront or in rebate, never both for the same Product Number (PN).  
[Examples: M72G: Global Accounts / M72M: Region Special discount / MA9: Country Special Discount / M77E: Region Commercial Discount]

### **TERMINOLOGY:**

(These definitions are provided for clarification purposes only.)

Reseller A = Tier 1 Partner: Reseller who buys directly from HP [Logistic Service Partner (LSP) / Direct Buying Sales and Service Partner (SSP)]

Reseller B = Tier 2 Partner: Reseller who buys from Reseller A and sells directly to the End User Customer [Indirect Sales and Service Partner (SSP)] or to another reseller [Channel Development Partner (CDP) or Indirect Sales and Service Partner (SSP)]

Order Entry period: Period during which order can be placed to HP against an OPG (relevant for Upfront)

Shipment Schedule period:	Period of shipment from HP (relevant for Upfront)
Sell-out period:	Period of shipment to the End User Customer (relevant for Rebate)
Claim Entry:	Period in which HP will allow the Partner who purchases directly from HP to claim rebates (MAX: 30 days after sell-out period)
<b>Indicators:</b>	
Country Code:	Indicates deal is led from this country.
List Price:	Indicates list price on which deal is based.
Net Deal Price:	Indicates contractual discount to get from HP standard list price to the deal price.
MC Code:	Miscellaneous Charge code for internal discount accounting purposes.
Global:	"Y" indicates it is a global deal.
* :	Indicates this line is new, or modified with this current version of the quote.
<b>Offering Types:</b>	
<u>Product Line (PL):</u>	Offering which applies to all HP product numbers within the PL.
<u>Product Family/Series/Model:</u>	<p>Offering which applies to all HP product numbers within an HP Product Family (Fam), Product Series (Ser) or Product Model (Mod). Product Lines are broken down into Families, which are broken down into Series, which in turn are broken down into Model. Therefore levels from the highest to the lowest are: PL, Family, Series, Model and Product Number. This classification is referred to as HP Pricing Product Hierarchy. The Pricing Product Hierarchy is available on the online partner portal under Tools &amp; Download. It is updated on a weekly basis.</p> <p><i>Note: When a product is covered by several offering line items, the price and volume (quantity) conditions that apply to the product are the one of the line item defined for the lowest level of product hierarchy. (e.g.: if a product number is covered by a Product Family line item and a Product Number line item, then the conditions of the Product Number line item apply.)</i></p>
<u>Product Number (PN):</u>	Offering which applies to the designated product number only.
<u>Bundle (BD):</u>	Offering which applies to the designated bundle of products only when purchased together as a group.

Engagement (EG): Offering which applies to a service arrangement.

In the Offering sections, Begin and End date columns refer to Sell-out period for Rebate and Shipment Schedule period for Upfront.

% Off HP List / Extra discount: Authorized additional discount percentage i.e. discount off list price in addition to contractual discount.

BD Net Price / Reseller price: Deal Net Price offered on the Product Number.

\* For PPS Supplies Upfront OPGs: Authorized additional Volume discount percentage (EOQ) i.e. discount off list price in addition to contractual discount, based on the purchased volume.

Please see Volume Discount Structure / EOQ concept document available in the Smart Portal tool (Home -> Sales Administration -> Status -> OPM) to find out the exact Volume discount and calculation guidelines applicable to you.

For additional information see:

*Order Fulfillment Standard Operational Process Guide for LSP /Direct Buying SSP.*

*HP BRAND PROTECTION AND GRAY MARKET WHITE PAPER.*

*End User Verification Partner Process Description.*