



Fact Sheet

HP Managed Print Specialist Resell Program

The HP Managed Print Specialist Resell program enables HP channel partners to cost-effectively enter or grow their Managed Print Services (MPS) business by leveraging HP bundled pricing and investment in cloud-based MPS tool sets.

The program, which is part of the HP PartnerOne Program, allows resellers to own the customer contract, earning top-line revenue and maintaining account control in the MPS sales motion while gaining access to HP maintained cloud-based pricing and proposal tools, HP Services, fleet analysis and real-time reporting capabilities.

It also includes sales support, training, marketing and cobranding opportunities where partners can promote their company brand and MPS offering alongside the HP brand and history of MPS leadership.

This complements the existing HP Managed Print Specialist Agent and Advanced Specialist programs.

The HP Managed Print Specialist Resell program includes a consistent and premium set of services from both a pricing and service-level standpoint, including:

- HP Express Decision Portal, a cloud-based application that connects all parties—including customers, partners and HP support—together in one intuitive, easy-to-use portal for services, supplies and maintenance. This platform provides partners with proposal and quote generation for cost-per-page pricing, client invoicing and reporting, device monitoring, and account and contract management.

Additionally, a prepopulated and continuously updating set of multivendor printers within the Express Decision Portal shows quick feedback for service options, and allows partners to submit additional devices to confirm coverage through HP. Features in the customer area include service requests, analytical dashboards and usage reports.

- The HP Bundled Page is an all-inclusive bundle of pricing and services for resell to the customer, with an “all in” click (or cost-per-page) price for supplies, maintenance and break/fix services as well as the associated delivery and labor with post-sales support. This set of multivendor services and consumables at wholesale rates enables partners to improve profit margins while reducing the cost structure risks of investing in broad new infrastructure and service resources.

Program details for HP channel partners are available at www.hp.com/partners/mpspecialist.

Availability

The Managed Print Specialist Resell program will be available in the United States in summer 2013. Worldwide expansion and integration with existing programs will begin later in 2013.

© 2013 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.