

ISS Blade Enclosure Promotion

Exclusive Promotion

Dec 1, 2011 to April 30, 2012



Promotional ID # 87553391

Valid in Canada ONLY



Terms and Conditions

ISS Blade Enclosure Promotion

Overview

HP Canada is offering a blades enclosure promotion on select ISS blades SKUs
See page 3 for SKU Details

Timeframe

This promotion is valid from Dec1, 2011 – April 30, 2012 inclusive or while quantities last.

Valid in Canada only.

Terms and conditions

1. Offer good only when all the products listed in the table, in the identified quantities, are sold by an HP Canada Authorized Partners between the specified dates of the promotion.
2. The promotion runs from Dec 1, 2011 to April 30, 2012 inclusive, and may be extended and/or terminated by HP at its sole discretion.
3. No substitutions or changes are allowed. HP is not responsible for products and service options that do not ship within the promotion period; sales invoiced outside the promotion period are not eligible for the promotion even when those sales are delayed due to product availability and that back end claims are required (follow the process outlined in the standard T's and C's enclosed)
4. Claims made by the CSP must include the HP product number and serial numbers of the purchased eligible bundles. The CSP ships the bundle products and claims to HP the Net Dealer Price "NDP" (CSP cost or CAN1) of the free item(s).
5. Exclusions:
 - Combining Other HP offers – Promotion pricing cannot be used in addition to HP special pricing such as Big Deals, Quickbid, or Public Sector and NMSO Pricing.
 - This promotion is not Authorized Service Delivery Partner Program eligible.
6. By participating in this promotion a partner shall indemnify and hold harmless HP from any claims, demands, damages, expenses and costs (including reasonable legal fees brought by third parties) arising from or in connection with Partner's participation in the promotion and Partner shall waive claims for damages under any other cause of action it may have whether in contract, at common law, under statute of any legal theory, against HP, which may arise out of or in connection with, either directly or indirectly, participation in this promotion.
7. Eligible products ordered before or after the specified promotional period are not eligible to receive the promotional pricing from distribution. Backorders will be accepted only when an order is received and processed at distribution within the timeframe of the promotion and product is backordered due to availability. In these instances, HP will allow up to a maximum of 10 business days after the promotional end date to receive and ship the backordered products.



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Product Eligibility & Offer – MUST PURCHASE ALL SKUs at the quantity listed on one invoice to receive rebate amount

Promotion offer

Buy 4 select BL460/465c G7 Blades, get one Free c7000 enclosure with 16 ICE Licenses FREE

Promotional ID # TBD

Timeframe

This promotion is valid from Dec 1, 2011 – April 30, 2012 inclusive or while quantities last.

Valid in Canada only.

Blade Servers			
QTY	SKU	Description	
4	603569-B21	HP BL460c G7 E5640 6G 1P Svr	
4	603251-B21	HP BL460c G7 X5670 12G 1P Svr	
4	637390-B21	HP BL460c G7 X5675 12G 1P Svr	
4	518854-B21	HP BL465c G7 6136 8C 1P 8G Svr	
4	518851-B21	HP BL465c G7 6172 12C 1P 8G Svr	
4	518859-B21	HP BL465c G7 6174 12C 1P 8G Svr	

Free Enclosure			
QTY	SKU	Description	
1	507015-B21	HP BLc7000 1 Phase Power with 16 ICE license	\$ 15,438.72

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Channel Service Provider Rebate Claim Process Standard Terms and Conditions Effective May 2004 (Revised November 2010)

Overview

This document describes the Promotional Deal process for 'back-end' rebate claims. The information in this document relates to programs or promotions that utilize the SPAR File Upload Tool for submitting claims, as well as the terms and conditions related to these claims. By participating in Hewlett-Packard (Canada) Co.'s ("HP") Promotional Deal program, Channel Service Provider (CSP) agrees to be bound by all Promotional Deal terms and conditions including these Rebates & Claims Terms and Conditions. CSP partners MUST inform the inquiring reseller that the product they are purchasing is under promotion and cannot be combined with other pricing or offers from HP.

Product eligibility

Purchases and sales of product that are outside of Canadian CSP authorization agreement(s) ARE NOT ELIGIBLE for rebates or other claims and may be subject to additional action taken under these agreement(s).

Submitting claims (Revised Nov 1, 2010)

Rebate claims must be submitted through HP's approved PDAR process or by uploading a completed claim form within 60 calendar days of shipping the eligible product(s). Incomplete or inaccurate information will result in delay or denial of a claim. CSPs are responsible for the accuracy of the data provided. HP assumes no obligation or liability whatsoever for rebate payments on late, missing, misdirected, incomplete or inaccurate data, irrespective of cause.

A template of the upload claim form can be found on the Big Deals Website which can be accessed through the HP Partner Portal (www.hp.com/partners/ca). Once you log into the HP Partner Portal, click on Prices, then Big Deals which can be found under Special Pricing and Rebates. Click on Link to Spar which will directly lead to the SPAR File Upload Tool.

From the HP SPAR File Upload Tool site, download the latest version of the New Claim Template and review the Template Definitions. The Template definitions must be read in detail in order to aid with a successful upload. Input the required information into the template and save your file in a Text (tab delimited) format. The .txt file may then be uploaded into the HP Rebate System.

Every upload into the system will receive a confirmation email. The confirmation e-mail will contain an attachment that contains Claim ID's. If a confirmation e-mail has not been received within 48 hours of the claim upload, it is the responsibility of the CSPs to contact Partner Support Centre at 1-800-668-7670, to get assistance to fix the upload file, as HP has not received the claim.

The HP Rebate System will only process claims that have a Claim ID number. HP has no obligation to accept or process any claim forms sent directly to an analyst via e-mail or to the canrebate mailbox.

Payment and resubmissions

Upon approval of a claim by HP, payment will be credited to the CSPs open Accounts Receivable account within 30 days after receipt of a complete claim. HP's systems are the systems of record for determining rebate amounts. The final decision to allow or refuse any or all portions of a claim rests solely with HP.

Denied claims or items may be resubmitted within 30 calendar days of receipt of reconciliation statement, with appropriate new supporting information and following the 'submitting claims' details described above.

No early deductions, agreement to terms

CSPs will not take any debit memo deductions, as per the terms in its CSP agreement, but will wait for HP to complete the claim to provide a credit or a rejection notice.

By submitting claims referencing a program or promotion, the CSP agrees to the administration and the terms and condition details of that program or promotion, and, as applicable, the terms and conditions of the HP authorization agreement governing Channel Services Partners* (CSPs) purchase and re-sale of HP products.

Additional program requirements (Revised Nov 1, 2007)

CSPs must validate that their systems are capturing all serial numbers for all HP serialized products. A list of HP serialized products is updated regularly on the Big Deal Website, under "Serial Number Requirement List for HP Rebate claims". Serial numbers must be provided for these products to be eligible for rebates.

Program audits

As validation for each claim submitted, HP will utilize CSP point-of-sale system-generated reports including eligible SKUs, invoice date, quantity sold, invoice price, serial number(s) of the eligible HP product(s) sold, reseller name & reseller invoice number. In case of discrepancies or incomplete data, HP will request copies of invoices showing proof of purchase of the eligible SKUs including invoice date, invoice price and the serial number of the eligible HP products sold.

If there is a discrepancy between the CSP invoice and the CSP point-of-sale system-generated report, the point-of-sale system-generated report will be utilized.

HP reserves the right to audit any claims made. CSP agrees to retain all claim related purchase and sales records for up to 48 months after its payment and to assist in an audit upon HP's request. If an audit uncovers erroneous submission(s), HP will pro-actively recover the erroneous amount(s) paid.

Submission of misleading, false or fraudulent information for rebate claims may be a violation of Federal and/or Provincial law and may subject the CSP to termination of Program participation, and HP channel partner relationship (authorization), forfeiture of any funds accrued but not yet paid out under HP's partner program(s) as well as civil liability and/or criminal prosecution.

CSPs shall indemnify and hold harmless HP from any claims, demands, damages, expenses and costs (including reasonable legal fees) brought by third parties arising from or in connection with rebate claims and shall waive claims for damages under any other cause of action it may have whether in contract, at common law, under statute of any legal theory, against HP, which may arise out of or in connection with, either directly or indirectly, HP rebate claims.

*Channel Services Partners (CSPs) refers to HP Canada commercial CSPs.