



# HP Smart Buy Promotion – Business Monitors

## June 2009 – RESELLER

### Summary

The HP SmartBuy promotion offers aggressive pricing on expertly pre-configured, HP-recommended business solutions including notebooks, desktops, workstations, servers, monitors and accessories. SmartBuy products are ideal for organizations looking for the best value on HP products while not committing to minimum volume requirements. The promotional pricing for these Smart Buy products is upfront, there are no rebates, claims or minimum volume requirements. This upfront pricing reduces administration while still allowing HP Resellers to deliver aggressive pricing on HP products. Reseller discounts have been increased on selected SKUs increasing flexibility in setting margins. As well Partner ONE spiffs or Better Together incentives are available on selected SKUs.

### Timeframe

This promotion is on going, promotional SKUs will be refreshed periodically to provide latest technology offerings.



Product no.	Product description	Cdn. IP	Current Channel Margin*	Expected EOL	Blue Carpet SPIF
<b>15"</b>					
PX848A8#ABA	Promo L1506 15" LCD flat panel, carbonite, analog only, optional speaker bar	\$169	12%	Dec 31, 2009	\$5
<b>17"</b>					
GS917A8#ABA	Promo L1710 17" LCD flat panel, silver, analog only, optional speaker bar	\$239	12%	Dec 31, 2009	\$5
GF904A8#ABA	Promo L1750 17" LCD flat panel, silver, analog/digital, optional speaker bar	\$229	12%	Oct 31, 2009	\$5
GE178A8#ABA	Promo L1745 17" LCD flat panel, carbon, analog/digital, optional speaker bar	\$269	12%	Dec 31, 2009	\$5
<b>19"</b>					
GP536A8#ABA	Promo L1908w 19" w LCD flat panel, carbonite, analog only, optional speaker bar	\$269	12%	July 31, 2009	\$10
KA214A8#ABA	Promo L1908wm 19" w LCD flat panel, carbonite, analog/ digital, w/ integrated speakers	\$289	12%	July 31, 2009	\$10
KD286A8#ABA	Promo L1945w 19" w LCD flat panel, silver, analog/ digital, opt'l speaker bar	\$279	12%	Oct 31, 2009	\$10
GS918A8#ABA	Promo L1910 19" LCD flat panel, silver, analog only, optional speaker bar	\$229	12%	Dec 31, 2009	\$5
KR145A8#ABA	Promo L1950g 19" LCD flat panel, silver, analog/digital, optional speaker bar, EPEAT Gold	\$314	12%	Oct 31, 2009	\$10
RA373A8#ABA	Promo LP1965 19" LCD flat panel, carbonite, analog/digital, optional speaker bar	\$354	12%	Dec 31, 2009	\$10
<b>20+"</b>					
RD125A8#ABA	Promo L2045w 20" wide LCD flat panel, carbonite, analog/digital	\$304	12%	Dec 31, 2009	\$10
EF227A8#ABA	Promo LP2065 20" LCD flat panel, silver, analog/digital	\$529	12%	Feb 28, 2010	\$20
GX007A8#ABA	Promo L2208w 22" wide LCD flat panel, carbonite, analog	\$349	12%	July 31, 2009	\$10
FL472A8#ABA	Promo L2245wg 22" wide LCD flat panel, carbonite, analog/digital, EPEAT Gold	\$379	12%	Oct 31, 2009	\$5
KE289A8#ABA	Promo LP2275w 22" LCD flat panel, silver, analog/digital	\$459	12%	June 30, 2010	\$20
KT931A8#ABA	Promo L2445w 24" LCD flat panel, silver, analog/digital	\$469	12%	Oct 31, 2009	\$15
KD911A8#ABA	Promo LP2475w 24" LCD flat panel, silver, analog/digital	\$729	12%	June 30, 2010	\$20
GV546A8#ABA	Promo HP DreamColor LP2480zx 24" LCD flat panel, carbonite, analog/digital	\$2,999	15%	June 30, 2010	\$40
<b>30+"</b>					
EZ320A8#ABA	Promo LP3065 30" LCD flat panel, carbonite, analog/digital	\$1,699	12%	Feb 28, 2010	\$25
NH322A8#ABA	Promo LD4200 42" LCD flat panel, black, analog/digital for Digital Signage (NEW)	\$1,699	12%	Mar 30, 2010	\$25

\* Discount is the total margin available to the channel including both distributor and reseller margin. Discount subject to change without notice.

**Terms and conditions - please see second page for complete terms and conditions**



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### Terms and conditions

- These SmartBuy products are available to all HP resellers.
- BC SPIF is 100% of the total Blue Carpet SPIF for the Partner company; rep SPIF's may vary depending on each Partner's Blue Carpet agreement. Please visit [www.hpbluecarpet.com](http://www.hpbluecarpet.com) for specific rep SPIF values. \*Option sales must be combined with the sale of eligible Blue Carpet "Base SKUs" to qualify for the Options SPIF. "Base SKUs include but are not limited to all of the Smart Buy unit skus listed above." SPIF values are subject to change. For current SPIF values, please refer directly to the Blue Carpet web site.
- This promotion cannot be combined with any other promotional offer from HP unless specifically noted in the offer.
- This promotion cannot be combined with any other special pricing from HP including Big Deals, Framework, Quickbid, Public Sector or NMSO.
- BigDeal customers are welcome to purchase SmartBuy models at standard SmartBuy pricing, SmartBuy products cannot be added to BigDeals.
- Both ABA (English) and ABC (French Canadian) models are included in this promotion unless otherwise noted.
- SmartBuy notebooks, desktops, workstations, servers and monitors are similar to non-SmartBuy models except in specification configuration.
- SmartBuy accessories are identical to the standard accessories except SmartBuy accessories generally offer lower pricing and better availability.
- These SmartBuy promotional models are subject to availability and to alteration or cancellation by HP at any time without notice.
- In the case of product constraints or product discontinuances, HP may impose quantity limits per order or reseller.
- SmartBuy products noted while quantities last (WQL) are so for supply constraints or discontinuance reasons.
- Models listed are valid in Canada only. Standard product returns and DOA policies apply.
- Partner ONE Spiffs and Better Together incentives are on selected skus only and subject to change without notice.
- Discontinue dates listed are estimated and can change, lifecycle extensions will not be granted for individual accounts.
- 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 participation in the promotion 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, participation in this promotion.
- HP reserves the right to modify, change or cancel any and/or all aspects of this offer at any time without prior notice.