

# HP Partner First levels



- Partner First Portal
- HP Partner Newslash
- Education & Certification
- HP Contact
- Discount Tool access
- Special Pricing / Quotes
- Partner Locator ([www.hp.com/ch](http://www.hp.com/ch))
- Bonus & Compensation
- Marketing investments from HP
- Combined Co-Marketing activities with HP
- New Business Opportunity (Partner for Growth)
- HP Executive Sponsor

**partner.hp.com/sbso**

- ✓
- ✓
- Tele Account Manager
- ✓
- ✓

**partner.hp.com**

- ✓
- ✓
- Partner Business Manager\*
- ✓
- ✓
- ✓
- basic
- ✓
- ✓
- ✓

**partner.hp.com**

- ✓
- ✓
- Partner Business Manager
- ✓
- ✓
- ✓
- extended
- ✓
- ✓
- ✓

**partner.hp.com**

- ✓
- ✓
- Partner Business Manager
- ✓
- ✓
- ✓
- strategic
- ✓
- ✓
- ✓

**either threshold**

- \$ 150'000
- \$ 50'000
- \$ 300'000

**either threshold**

- \$ 750'000
- \$ 120'000
- \$ 1'200'000

**either threshold**

- \$ 8'000'000
- \$ 1'500'000
- \$ 7'000'000

## Thresholds HP Schweiz GmbH

- Computing
- Printing
- Supplies

\*selected/restricted