




# HP PSG CHANNEL PROMOTIONS SUMMARY

## OCTOBER 2010

Name	Description	Web Reference / full details	Dates
<b>Channel Incentive Offers</b>			
<b>HP Rewards</b>	Sell PSG products and services and you'll earn points. These points will be converted to cash & loaded directly onto your HP Rewards Visa Prepaid Visa Card.	<a href="http://www.hp.com.au/partnerportal">www.hp.com.au/partnerportal</a> 	1 Nov 2009 – 31 Oct 2010
<b>Partner Connect 2011</b>	This exciting promotion recognises and rewards top performing channel partner representatives selling PSG products across Asia-Pacific. Your prize...an exclusive, all-expenses paid trip to Taipei, Taiwan! The top Commercial Desktop Channel Sales Rep and the top Commercial Notebook Channel Sales Rep will be invited to attend. The trip will occur in January 2011	<a href="#">Click here for information</a>	1 May – 31 Oct 2010
<b>Hot Desktop and Monitor Bundles</b>	Purchase eligible HP 3000 Pro or 3130 Pro Commercial Desktops and HP monitor bundles at a great price. For full details see the web reference. All products will be featured in the August HP eCatalogue. Offer can only be purchased via your authorised HP Distributor. Sales Promotion Code is # 85579200	<a href="#">Click here to access</a>	1 – 30 Sept 2010
<b>End-User Customer Incentive Offers</b>			
<b>Replace, Recycle, Reward!</b>	When your customers' trade in old Desktops, Notebooks and Workstation products and purchases new, eligible HP Business Desktop, Notebooks and Workstations, HP will pick up their old PC for Green recycling and reward their business with up to \$1500 cash reward.	<a href="http://www.hp.com.au/replace">www.hp.com.au/replace</a> <a href="http://www.hp.com.au/partnerportal">www.hp.com.au/partnerportal</a> 	16 Aug – 31 Oct 2010
<b>HP eCatalogue</b>	Great HP offers on the entire range of PSG products for your SMB customers. Personalise your own version and send it out to your customers.	<a href="http://www.hp.com.au/ecatalogue">www.hp.com.au/ecatalogue</a>	Monthly
<b>HP Carbon Footprint Calculator</b>	If you want to help your customers control costs and reduce their company's environmental impact, take a look at the energy their PCs use. The HP Carbon Footprint Calculator makes it easy. <sup>1</sup> This free, web-based tool empowers you with valuable information to help you make smarter decisions and reach your environmental goals.	<a href="#">Click here to access</a> 	Ongoing
<b>Make IT Happen!</b>	New end-user campaign designed to elevate the HP and Intel brands in the eyes of IT professionals by engaging them in new ways. The site contains videos and product news. New video will be launched each month.	<a href="http://www.we-makeithappen.com.au">www.we-makeithappen.com.au</a>	6 June – 31 Dec 2010

This information is valid for October 2010.

For full details on all of these HP channel promotions and tools, visit the HP Partner Portal at [www.hp.com.au/partnerportal](http://www.hp.com.au/partnerportal) or the web reference listed.

