

HP BUSINESS PARTNER Registration Process Guide

HP Deutschland GmbH



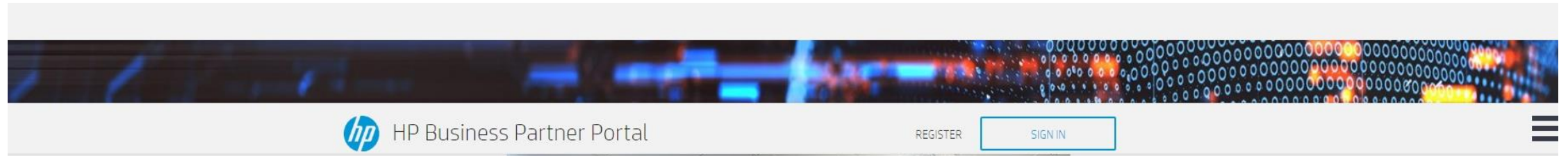
Zur HP Business Partner Registrierung:

<https://partner.hp.com/web/upp-sbso/login>

Bitte beachten Sie: Mit Ihrer Registrierung in das HP Business Partner Programm schließen Sie KEINEN Vertrag mit HP oder einem dritten Partner. Es geht lediglich darum, Ihre Daten in das System von HP zu bekommen, damit wir Ihnen die Vorteile des Programms zukommen lassen können. Dafür müssen Sie bitte lediglich unsere Allgemeinen Geschäftsbedingungen akzeptieren



Step 1: Auf "Register" Klicken



Sales support

Closer to you

Dedicated partner support
Get access to a local support team who can answer your questions. Use the Partner website to access sales and product materials.



Better Pricing

Works for you

Personalized quotations
Earn additional discounts on specific deals and get access to special promotions.



Reward

Sales Incentives

Personalized quotations
As an HP Business Partner, you can participate in a special incentive loyalty program.



Step 2: Eingabe einer validen E-Mail Adresse

To start your registration please enter your email

GO



Step 3: Sprache, Land, Telefon-Nummer für die Email Validierung


hp Business Partner Registration



1 
Email Validation

2 
Company Data

3 
Contact Data




4 
Terms & Conditions

5 
Business Survey

Thank for your interest into the HP Business Partner Program

HP Business Partners have exclusive access to a variety of resources, best-in-class tools, and benefits designed to support your sales efforts. Complete your registration now in just a few easy steps, by submitting your contact/company details and agreeing to the Program Terms & Conditions. Our teams will be reviewing the information you will provide, and you will be receiving e-mail notifications on the progress of your application.

Thank you for choosing HP as your partner for success.
Start your registration process by submitting the details below:

Language 	Country of Business 
Email Address <input type="text"/>	Code  Phone <input type="text"/>
<input type="button" value="Submit"/>	

Step 4: Prüfen Sie ihr Mail Postfach & bestätigen Sie die E-Mail Adresse

hp Business Partner Registration



1

Email Validation

Thank you!

We have sent you the invitation to your email address. To continue the registration process, please use the link in the invite.

[Resend invitation](#)

2

Company Data

Language English	Country of Business Germany	
Email Address	Code +49-DE	Phone 0177777777

3

Contact Data

4

Terms & Conditions

5

Business Survey

6

Distributors on behalf



Step 5: So sieht die Email aus – falls sie keine erhalten, prüfen sie ihren SPAM Ordner



HP Business Partner Program

Onboarding into HP Business Partner Program |
Invitation



Thank you for taking the initiative and submitting your information for registration on Aug 27 2024.

We are excited to invite you to join the HP Business Partner Program!

We are looking forward to working together to foster growth and increase opportunities.

To start your company's registration, please follow this [link](#) or click on the button below.

[\(START\)](#)

Best regards,

The Business Partner Sales teams



Step 6: Eingabe Ihrer Firmendaten

hp Business Partner Registration



1

Email Validation

2

Company Data

3

Contact Data

4

Terms & Conditions

5

Business Survey

6

Distributors on behalf

Company	N/A
Partner ID	Internal
Email	
Enrollment ID	207576

Onboarding Overall Progress

20%

Please provide or update your company details. Make sure that the format of the data provided is the correct one.

<input type="text" value="Company legal name *"/>	<input type="text" value="VAT ID *"/>
<input type="text" value="Company trading name *"/>	<input type="text" value="Address2"/>
<input type="text" value="Address1 *"/>	<input type="text" value="Postal Code *"/>
<input type="text" value="Address3"/>	<input type="text" value="Country *
Germany"/>
<input type="text" value="City *"/>	<input type="text" value="Email *"/>
<input type="text" value="Code
+49-DE Phone"/>	<input type="text" value="Company Website *"/>

Reselect Company

Continue



Step 7: weitere Infos zu ihrem Unternehmen

1

Email Validation

2

Company Data

3

Contact Data

4

Terms & Conditions

5

Business Survey

6


Distributors on behalf

[Registration Guide](#)
[Troubleshoot Guide](#)

Company	N/A
Partner ID	Internal
Email	
Enrollment ID	207576

Onboarding Overall Progress

40%



Please provide or update your contact details. Make sure that the format of the data provided is the correct one.

User Details

<input type="text" value="First Name"/>	<input type="text" value="Last Name"/>
<input type="text" value="Job Role *"/>	<input type="text" value="Job Level *"/>
<input type="text" value="Code +49-DE Work Phone Number"/>	<input type="text" value="Code +49-DE Mobile Phone Number 0177777777"/>

Can HP contact you with additional offers, support, updates and news?

Email * Yes No

Phone * Yes No

General Manager details

This individual must be a signatory authority and have the ability to represent your company in all legal, regulatory and compliance matters.

I am the General Manager

<input type="text" value="First Name"/>	<input type="text" value="Last Name"/>
<input type="text" value="Corporate email"/>	
<input type="text" value="Job Title"/>	<input type="text" value="Job Function *"/>
<input type="text" value="Code +49-DE Fixed Phone Number"/>	<input type="text" value="Code +49-DE Mobile Phone Number"/>

Continue



Step 8: Die üblichen AGBs

1

Email Validation

2

Company Data

3

Contact Data

4

Terms & Conditions

5

Business Survey

6

Distributors on behalf

[Registration Guide](#)
[Troubleshoot Guide](#)

Company	N/A
Partner ID	Internal
Email	
Enrollment ID	207576

Onboarding Overall Progress

60%

To become an HP Business Partner, you need to read and accept the below Terms and Conditions.

Need more time? You can continue the registration and an email with the T&C and the link where to accept them will be sent to your e-mail address. Please be aware that the registration will not be processed until you accept the T&C's.

BUSINESS PARTNER TERMS –

FY 24

Effective date: 1 November 2023

1. General

1.1. **Terms.** These Terms govern your access to Business Partner status and benefits.

1.2. **Validity.** These Terms are valid for the applicable HP fiscal year, subject to change or termination described in section 6 below. Each HP fiscal year, new terms replace the expired terms of the previous fiscal year.

1.3. **Agreement.** You must actively accept the Terms on the HP Business Partner Portal. The Terms are with HP Deutschland GmbH, Herrenberger Str. 140, 71034 Böblingen. . Other policies, procedures and terms, including but not limited to the HP Partner Code of Conduct, HP Partner End-User Special Negotiated Discount Program Terms, and HP Partner Product Promotion and Channel Partner Discount Terms, are posted and updated on the HP Partner Portal and constitute Addenda to this Agreement.

2. Objective

2.1. HP's objective is to engage with, and provide support and benefits to, resellers of HP products and services who are not members of HP Amplify and meet high levels of competency and commitment to customers.

Please check this box to indicate you have read and agree to our User Agreement and Privacy Policy. I represent & warrant that I am authorized to bind the Company to these terms.

Continue



Step 9: Kurzes Unternehmensprofil

1

Email Validation

2

Company Data

3

Contact Data

4

Terms & Conditions

5

Business Survey

6

Distributors on behalf

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[Troubleshoot Guide](#)

Company	N/A
Partner ID	Internal
Email	
Enrollment ID	207576

Please, provide your company business profile

Number of employees *	Territory Coverage *
Total revenue (\$) *	

Channel Business Model

- Value Added Reseller
Provides value added solutions involving configuration, integration and support of Hardware products/services usually with marketing and sales assistance.
- Traditional Dealer
IT dedicated hybrid reseller with a combination of storefront, inbound and outbound sales forces, who sells to small and medium size companies and resells standard products (PCs, portables, peripherals, package SW and basic networks).
- System Integrator
Large system house: supplies custom solutions involving the integration of hardware, custom or standard software and project management expertise.
- Independent Software Vendor
Solution provider who does not sell hardware, but may create and/or support software. Offers major capabilities in training, consulting and support.
- E-seller (Commercial)
Internet-only reseller. Sells to end users solely over the internet.
- Refiller
Reseller who is predominantly involved in the supply of stationary products
- Contact Stationer
Supplies-only refiller and/or re-manufacturer.

Do you have a physical Shop/Showroom?

Onboarding Overall Progress

80%



Step 10: weitere Infos zu Ihrem Unternehmen

Do you have a physical Shop/Showroom?

Yes No

Vertical Markets

Primary*

Secondary*

Share of Wallet with HP (%)

Share of Wallet with HP (%)

0

Customer Type*

0%

Type specific percentage and be sure all boxes add up to 100%.

Large Accounts (1000+)

Small Business/Small Office (1+)

Education

Mid Market (100+)

Public Segment

Mass Market

Total annual revenue mix*

0%

Type specific percentage and be sure all boxes add up to 100%.

Hardware PC

Service

Other

Hardware Print

Software

Ink and Toner

Current Distributors

Current Distributors

Current Vendors

Current Vendors

Continue



Step 11: Auswahl ihrer bevorzugter Distributoren – für Projektanfragen



1 ✓
Email Validation

2 ✓
Company Data

3 ✓
Contact Data

4 ✓
Terms & Conditions

5 ✓
Business Survey

6 ⌚
Distributors on behalf

Company	N/A
Partner ID	Internal
Email	
Enrollment ID	207576

Onboarding Overall Progress
100%

Please select the distributors that can request Special pricing on your behalf. With this option you do not have to contact HP to get a quotation. The distributor can provide the quotation directly.

Distributors

Continue

Bitte alle Distributoren auswählen welche Ihre Projektanfragen bearbeiten sollen.

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[Troubleshoot Guide](#)



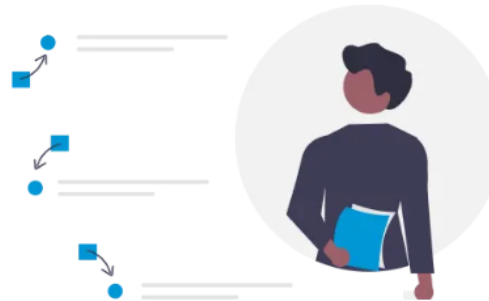
Step 12: Geschafft! Ihre Registrierung ist fertig. Wir kümmern uns um den Rest.



- 1 ✓
Email Validation
- 2 ✓
Company Data
- 3 ✓
Contact Data
- 4 ✓
Terms & Conditions
- 5 ✓
Business Survey
- 6 ✓
Distributors on behalf

Dear Partner,
Thank you for completing the application process for the HP Business Partner Program.
Your request ID is 207576.

Please be aware that your application is now under review and we will inform you about the status.



Bitte merken Sie sich Ihre request ID für etwaige Rückfragen!

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[Troubleshoot Guide](#)