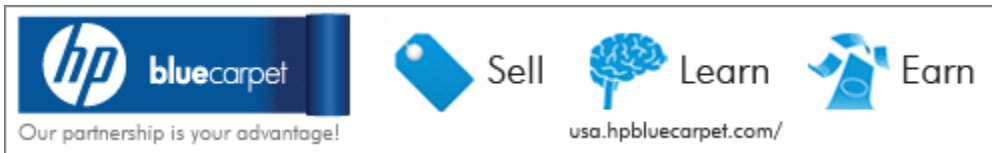


Blue Carpet



The Blue Carpet program is HP's industry-leading sales incentive and training program. Designed to help motivate sales teams, the Blue Carpet program rewards partners and their sales representatives whenever selected HP products (individual or in bundles) are sold.

HP also understands that in order to be successful at selling HP products, sales representatives must learn about them first. Through the Blue Carpet program, sales representatives are rewarded for learning about HP products through online sales training modules. For details, visit the Blue Carpet website at usa.hpbluecarpet.com.

Sell and earn

Once registered in the program, sales representatives are rewarded for their skills in selling HP products. A monthly list is accessible on the Blue Carpet website that details eligible products and their corresponding rewards. Every time sales representatives sell an eligible product, they will earn the specified rewards.

HP Attach

Sales representatives can earn even more rewards every time they attach additional products and services to an existing sale.

Special promotions

HP makes selling fun with special partner sales rep focused promotions that feature specific HP products, training, and solutions. Promotion timeframes and details are updated regularly and are always accessible through the Blue Carpet website.

Learn and earn

Sales representatives can increase their knowledge of HP culture, products, and solutions by taking online training modules (webinars). Modules are available 24/7 and sales representatives will earn rewards for every module they complete successfully. (Rewards vary depending on the training module and the score achieved on the associated test.)

Sales representatives have many training module titles to choose from with new modules being added regularly. A sampling of training modules includes:

Product categories	Channel programs
<ul style="list-style-type: none">• Server and Storage Solutions	<ul style="list-style-type: none">• Engagement Programs
<ul style="list-style-type: none">• Printing and Imaging Solutions	<ul style="list-style-type: none">• Alliance Programs
<ul style="list-style-type: none">• Mobility & Security Solutions	
<ul style="list-style-type: none">• Networking Solutions (HP Networking)	

Sales representative rewards

HP understands that not all sales representatives will find the same reward exciting or motivating. That's why we designed our Blue Carpet program with the flexibility to offer rewards that will truly inspire and delight. Currently we have the VISA option and will introduce more options later in the year.

- Reloadable HP-branded Visa card

Register to receive rewards

In order to participate in the Blue Carpet program, your company must have a valid HP Partner Agreement in place with HP and be registered. Sales representatives must go online to register themselves on the Blue Carpet website. Your company Location ID and Dealer/Owner/Manager approval is required. Participation in the Blue Carpet program is restricted to partner sales representatives.

Customer service

Customer service is available during business hours at the HP Blue Carpet Customer Service line 877-780-9191. Customer Service is also available by email at support@hpbluecarpet.com.