HP QUICK HITS  October 2017

CONTACT THE HP SALES TEAM AT D&H FOR:

**HP product sales support** – Product specifications and alternative model information; competitive pricing requests, custom business growth plans, SmartBuy skus and Config-To-Order builds, etc.

**HP Partner First program support** – NBO deal registration assistance, Big Deal special pricing, instant rebates, SPIFs, etc.

**Inventory Support** – special order needs, inventory stock requests, ETAs, etc.

hpspecialist@dandh.com

*All rebates and promos are valid for this month only unless specified otherwise.
New D&H Accounts:

**Earn $50 on your first Elite purchase through D&H!**

*(minimum purchase amount of $750)*

Discountable SmartBuys

You can now place SmartBuy units on Big Deals!
This is an excellent way to lock in a low price over an extended period of time.

*Eligible Skus:*

- *Chromebook*
- *Stream*
- *Desktop and Notebooks - 200,300,400, 600 series and up*
- *Thin Clients*
- *Mobility (hybrids)*

**Some product categories may be ineligible for Big Deal discounts; please contact your HP end user rep for more details.**

Authorized Partners can initiate a SmartBuy Big Deal by contacting Partner Support at 844-305-6881. HP will connect you with the end-user field rep to discuss the opportunity and determine if a Big Deal is necessary.

Not an HP Partner? Sign up: [http://partner.hp.com](http://partner.hp.com)

Contact the D&H HPI Team today:

**Senior Director, HPI & HPE**

Greg King - [gking@dandh.com](mailto:gking@dandh.com) - 800-877-1200, Ext. 7934

**HPI Business Development Manager**

Eva Leese - [eleese@dandh.com](mailto:eleese@dandh.com) - 800-877-1200, Ext. 7531

**HPI Small and Medium Business Solutions Sales Team**

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Matt Frankford - [mfrankford@dandh.com](mailto:mfrankford@dandh.com) - 800-877-1200, Ext. 7342

**HP Business Development Manager, Education**

Brandon Schwab - [bschwab@dandh.com](mailto:bschwab@dandh.com) - 800-877-1200, Ext. 6821

**HP Care Pack Warranty**

Dessirae Jones - [djones@dandh.com](mailto:djones@dandh.com) - 800-877-1200, Ext. 7320

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**Why partner with HP?**

- Gain instant recognition and trust.
- Reduce the number of vendors you need by learning how to offer innovative, integrated HP products.
- Get comprehensive sales and technical training.

Sign up here: Partner.hp.com
**Q4 ‘17 SmartBuy Volume Discount Promotion a.k.a. “Tiered Pricing”**

SmartBuy only. Displays, Options and CarePacks are eligible. Discounts per End-user deal on same sku. Combinable with other SmartBuy promos. Upfront from Distribution. Chromebook/Stream EDU are NOT eligible. Chromebook for work and Commercial Stream ARE eligible.

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
<th>Qty 5-499</th>
</tr>
</thead>
<tbody>
<tr>
<td>Desks, Notebooks</td>
<td>200 to 400 series (5U, 6U, DG)</td>
<td>2%</td>
</tr>
<tr>
<td>Desks, Notebooks</td>
<td>600 series up (7F,AN,EZ,FD,8J,FF,GA)</td>
<td>4%</td>
</tr>
<tr>
<td>Workstations</td>
<td>Desktop and Mobile Workstations (5X, TA)</td>
<td>4%</td>
</tr>
<tr>
<td>Thin Clients</td>
<td>All Thin Clients (2C, UV)</td>
<td>4%</td>
</tr>
<tr>
<td>Displays</td>
<td>Displays, Performance Displays (BO, TB)</td>
<td>4%</td>
</tr>
<tr>
<td>Options</td>
<td>All Personal Systems Options (MP,9F,9H,9T,6X,8N)</td>
<td>4%</td>
</tr>
<tr>
<td>CarePacks</td>
<td>HP CarePacks (MG, CY)</td>
<td>4%</td>
</tr>
</tbody>
</table>

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**PSG Approved NBO Quick Reference Guide**

<table>
<thead>
<tr>
<th>NBO Deal Type and Eligible Product Lines</th>
<th>NBO Benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSG Desktops (7F, 5U, GA, DG)</td>
<td>3% LIST Upfront</td>
</tr>
<tr>
<td>PSG Notebooks (AN, EZ, 8J, FD)</td>
<td>3% LIST Upfront</td>
</tr>
<tr>
<td>PSG Desktop Workstations (5X)</td>
<td>3% LIST Upfront</td>
</tr>
<tr>
<td>PSG Mobile Workstations (TA)</td>
<td>3% LIST Upfront</td>
</tr>
<tr>
<td>PSG Thin Clients (2C, UV)</td>
<td>3% LIST Upfront</td>
</tr>
<tr>
<td>PSG Monitors (BO, TB)</td>
<td>3% LIST Upfront</td>
</tr>
<tr>
<td>PSG NB &amp; DT Options (MP, 9F, 9H, 9T, 6X, 8N)</td>
<td>3% LIST Upfront</td>
</tr>
</tbody>
</table>

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**Let D&H be your source for HP Commercial CTO Machines!**

Contact Dave, x7949 dpiccirillo@dandh.com for more information or configuration assistance.

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HP Partners, save 3% off list price on HP Commercial hardware when you use the NBO* Program!

Contact Kyle, x6815, kseybert@dandh.com for more information.

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* New Business Opportunity

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Not yet an HP partner?
Find out more and sign up here:

http://partner.hp.com
2017/2018 Notebook Portfolio Positioning

**HP EliteBook**
- Perform your very best in business
- Industry leading security
- Easy to deploy manageability
- Uncompromised reliability
- Aggressive design

**1000 Series / Folio**
- Executive & Mobile Professionals
- World’s thinnest & lightest Business Class Notebooks
- Unique accessories

**700/800 Series**
- Knowledge Workers and Mobile Professionals
- Mainstream UltraSlim Notebooks (12.5”, 14.0” and 15.6”) for Enterprise
- Perfect Office Ecosystem with HP UltraSlim Dock, and HP EliteDisplay S & E Series

**HP ProBook**
- The smart choice for any business
- Proven performance at a value
- Configurability

**600 Series**
- Domain Specialists and Task Workers, as a Desktop Replacement
- The Most Configurable Legacy Notebook
- Enhanced productivity with HP UltraSlim Docking, HP Pro Display, Wireless Headset

**400 Series**
- Knowledge Workers and Task Workers
- Stylish Notebook targeted for the SMB
- Support for USB docking

**200 Series**
- Task Workers
- Classic style, simplicity and basic features for business use
## HP Commercial

### NA Commercial Desktop Portfolio

<table>
<thead>
<tr>
<th>Model</th>
<th>Features</th>
<th>Platforms</th>
<th>Lifecycles</th>
<th>Security</th>
<th>Management</th>
<th>Test Process</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chromebox</td>
<td>Boost productivity and make team collaboration simple with an affordable and easy to manage HP Chromebox.</td>
<td>Intel</td>
<td>12-month lifecycle</td>
<td>Chrome OS</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>200 Series MT, DM, AIO</td>
<td>Affordable entry-level desktops and All-in-Ones at a budget-friendly price.</td>
<td>Intel® and AMD Options</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>400 Series MT, SFF, DM, AIO</td>
<td>Meet the everyday needs of your growing business with a smart financial investment in an expandable desktop PC.</td>
<td>Intel</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>600 Series TWR, SFF, DM, AIO</td>
<td>A mainstream business PC that’s the perfect combination of performance, expandability, and affordability.</td>
<td>Intel</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>705 Series MT, SFF, DM</td>
<td>Enterprise PC with excellent performance, higher manageability and security to support your business at an outstanding value.</td>
<td>AMD</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>800 Series TWR, SFF, DM, AIO</td>
<td>Engineered for high-performance needs with impressive designs, durable chassis, and HP’s broadest range of DT form factors.</td>
<td>Intel</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Slice</td>
<td>The soul of a powerful PC. Inside a beautiful modular body, HP Elite Slice is like no desktop you’ve ever seen.</td>
<td>Intel</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

*Sure Start with protection of BIOS configuration and policy*
Direct Mount Compatibility for HP Displays

01 Select Your Display

HP Value
V194
V223
V244h
V273a
VH22
VH24

HP EliteDisplays
E202
E222
E220c
E232
E240
E240c
E242
E272q

HP ZDisplays
HC240
HC270
Z22n
Z23n
Z24n
Z24nf
Z27n
Z32x

HP ProDisplays
P203
P222c
P223
P223a
P232
P240va

Available Aug 7th
Available Sept 17th
Available Nov 6th

HP Quick Release
EM870AA/AT

Updated 07/10/2017
* Supports all DT Mini, DT Chromebox and most Thin Clients
* Supports Z2 Mini with NZD0AA/AT

02 Select Direct Mount

HP PC Mounting Bracket
for Monitors

03 Select Hardware

Thin Client

EliteDisplay
+ PC Mounting Bracket
+ Hardware Thin Client shown

Chromebox

ProDisplay
+ Quick Release
+ Hardware Chromebox shown

Desktop Mini

New EliteDisplay
+ B300 PC Mounting Bracket
+ Hardware Desktop Mini shown

Enjoy
K-12 Customers Only

**HP Stream 11 Pro G3**
- **STF $189**
  - X9V65UT#ABA
  - 11.6” HD
  - Celeron N3350
  - 4GB, 64GB SSD
  - Win 10 Pro 64
- **$5 SPIF**

**HP ProBook x360 11 G1 EE**
- **STF $299**
  - 1JD30UT#ABA
  - 11.6” HD Touch
  - Celeron N3350
  - 4GB, 64GB SSD
  - Pen, 1 Webcam
  - Win 10 Pro 64
- **$5 SPIF**
- **STF $349**
  - 1FY90UT#ABA
  - 11.6” HD Touch
  - Celeron N3350
  - 4GB, 64GB SSD
  - No Pen, 2 Webcams
  - Win 10 Pro 64
- **$5 SPIF**
- **STF $419**
  - 1BS68UT#ABA
  - 11.6” HD Touch
  - Celeron N3350
  - 4GB, 128GB SSD
  - No Pen, 2 Webcams
  - Win 10 Pro 64
- **$5 SPIF**
- **STF $479**
  - 1BS69UT#ABA
  - 11.6” HD Touch
  - Pentium N4200
  - 4GB, 128GB SSD
  - No Pen, 2 Webcams
  - Win 10 Pro 64
- **$5 SPIF**

**HP ProBook 11 EE G2**
- **STF $399**
  - V2WS2UT#ABA
  - 11.6” HD
  - Celeron 3855U
  - 4GB, 500GB HDD, W10 Pro D67 64
  - 6 Cell Batt
- **STF $439**
  - X1X59UT#ABA
  - 11.6” HD Touch
  - Celeron 3855U
  - 4GB, 500GB HDD
  - W10 Pro 64
  - 3 Cell Batt
- **$5 SPIF**
- **STF $399**
  - V2W54UT#ABA
  - 11.6” HD
  - Celeron 3855U
  - 4GB, 128GB SSD
  - W10 Pro D67 64
  - 6 Cell Batt
- **STF $449**
  - V2W53UT#ABA
  - 11.6” HD Touch
  - Celeron 3855U
  - 4GB, 500GB HDD
  - W10 Pro D67 64
  - 6 Cell Batt
- **$5 SPIF**
- **STF $479**
  - X1X63UT#ABA
  - 11.6” HD Touch
  - Celeron 3855U
  - 4GB, 128GB SSD
  - W10 Pro 64
  - 3 Cell Batt
- **$5 SPIF**

**e-LOE** [http://aka.ms/shapethefuture](http://aka.ms/shapethefuture)
- No volume requirements (note: at least 1 device must be entered into the tool)
- Previous manual LOE process will no longer be used
- Only the customer may request an eLOE
- The customer will have the ability to look into the tool and download a copy of their LOE
- Expiration dates cannot be changed—this function is not customizable, LOEs expire after 12 months
Have an HP Big Deal?

Before requesting pricing from D&H, please make sure to check that the D&H Location ID is listed on the Big Deal!

**D&H HPI LocID: 10282596**

If not, please request to have the correct D&H Location ID added to the Big Deal by contacting the HP rep named on the Big Deal.

You may also contact this rep if you wish to have your company added to a Big Deal.

If you need a quote in a hurry, and D&H is not listed, please follow the steps below to obtain the xls copy of the Big Deal and send it to us:

1. Log into the HP Partner Portal (http://partner.hp.com)
2. Click on Products
3. Click on Pricing Tools
4. Scroll down to Special Price Communication
5. Click on ‘Go’ which is next to ‘HP Inc’
6. Insert the Big Deal # into the Deal Number box and click submit
7. Click on the Deal Number after search results appear
8. Click on XLS as highlighted to the right

**Important:** This quote is not marked as won so remaining quantities are not displayed.

Export ALL line items (xls or txt), or just the product translation (xls or txt)

Export header and all line items (xls or txt)
Important Links and Phone numbers

Register HP Care Pack Services visit:
HP Care Pack Registration Questions?
Phone – 800-407-6210 By email – srg@hp.com

Care Pack Support: Onshore support is standard with every PC Care Pack purchased and registered. With onshore support you receive assistance from knowledgeable US based technical experts – Dial 844-732-9070 to speak to a representative

Warranty Product Support: 800-334-5144

Elite Support phone number: 866-625-1175

Check your Warranty Status at: http://h20566.www2.hp.com/hpsc/wc/public/home

For Blue Carpet Training modules for PPS Services and PPS Services SPIF’s visit: www.hpbluecarpet.com

Risk Free Rebate offer redemption link To claim any eligible Risk Free Care Packs go to:
www.hp.com/go/riskfreerebate

Partner First Services Specialist Request and Delivery Authorization request
Email the HP BCO team at pmbxboauthoriztionteam@hp.com with a request for Partner First Services Specialist membership and delivery authorization. Include your HQ Location ID, and copy your Partner Business Manager (PBM), and the Partner First Services Specialist inbox ppsserviceoneams@hp.com

HP Care Pack and Commercial HP Services disclaimers:
Service levels and response times for HP Care Packs may vary depending on your geographic location. Service starts on date of hardware purchase. Restrictions and limitations apply.
HP services are governed by the applicable HP terms and conditions of service provided or indicated to Customer at the time of purchase. Customer may have additional statutory rights according to applicable local laws, and such rights are not in any way affected by the HP terms and conditions of service or the HP Limited Warranty provided with your HP Product.

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HP Specialty

HP Z240/440 Workstations

Family: Z240 Small Form Factor
Model: 1HL48UT#ABA
Processor: Intel Core i5-6500 Quad-core (4 Core)
Memory: 8GB DDR4 SDRAM
Storage: 256 GB SSD
Graphics: NVIDIA Quadro K420 2GB
Optical: DVD Writer
Operating System: Windows® 10 Pro downgradable to Windows® 7 Pro

Affordable performance and flexibility, re-defined.

3 Years Next Business Day Onsite Warranty

***Tech Support is based out of Albuquerque, New Mexico. ***

$53 rebate!

HP Z240 SFF Workstation

L9K23UT

Intel Core i7-6700 Quad-core 3.40 GHz
8 GB RAM - 1 TB HDD - DVD-Writer
Windows 7 Professional 64-bit (English) – 0,1 RAID Levels – Display Port - 13 Total USB Ports

$62 rebate!

HP Z240 Tower Workstation

2VN31UT

Intel Xeon E3-1240 v6 Quad-core (4 Core) 3.70 GHz - 8 GB DDR4 SDRAM - 2 TB HDD - NVIDIA Quadro P600 2 GB Graphics - Windows 10 Pro 64-bit - Mini-tower – Black- 1 Processor Support - 64 GB RAM Support - DVD-Writer - Serial ATA/600 Controller - 0, 1 RAID Levels - DisplayPort - DVI - 14 x Total USB Ports - 400W

Affordable performance and flexibility, re-defined.

$114 rebate!
HP Specialty

Mobile Workstations

V1H61UT
HP ZBook 15u G3 15.6" LED Mobile Workstation
- Intel Core i7-6500U 2.50 GHz
- 8 GB RAM
- 1 TB HDD
- AMD FirePro M4190M 2GB
- Windows 7 Professional 64-bit
- 1920 x 1080 16:9 Display - 3 USB

$123 Rebate!

V2W10UT
HP ZBook 15 G3 15.6" LED Mobile Workstation
- Intel Core i7-6700HQ 2.60 GHz
- 16 GB RAM
- 512 GB SSD
- NVIDIA Quadro M1000M
- Windows 7 Professional 64-bit (English)
- 1920 x 1080 16:9 Display - 3 Total USB

$89 Rebate!

Z-Series Displays

J3G07A8
HP Business Z27s 27" IPS UHD Monitor
- 3840 x 2160 - 300 Nit
- 5,000,000:1 - 4K UHD
- HDMI - DisplayPort - USB - 92 W - Black - TCO Certified Displays, China Energy Label (CEL), ENERGY STAR, CECP, REACH, EPEAT Gold

$132 Rebate!

K1U77A8
HP Business Z34c 34" LED LCD Monitor
- Adjustable Display Angle
- 3440 x 1440 - 350 Nit
- 10,000,000:1 - HDMI - DisplayPort - 150 W - Black - ENERGY STAR, RoHS, TCO Certified

$106 Rebate!

D7P94A8
HP Business Z30i 30" LED LCD Monitor
- Adjustable Display Angle
- 2560 x 1600 - 350 Nit
- 1,000:1 - WQXGA - DisplayPort - VGA
- HDMI - 125 W - Black - TCO Certified Edge Displays, EPEAT Gold, ENERGY STAR

$141 Rebate!
HP Consumer

HP 15.6” Notebook
15BS074NR

15.6” LCD Notebook - Intel Core i3 (6th Gen) i3-6006U Dual-core (2 Core) 2 GHz
8 GB DDR4 SDRAM - 1 TB HDD - Windows 10 Home 64-bit
DVD-Writer - Intel HD Graphics 520 DDR4 SDRAM - IEEE 802.11b/g/n
Gigabit Ethernet - Network (RJ-45) - HDMI - 2 x USB 3.1 Ports

BIG Specs – Small Price! ERP: $534.71

HP Pavilion 15.6" Touchscreen LCD 2 in 1 Notebook
15BR010NR

Intel Core i5 (7th Gen) i5-7200U Dual-core (2 Core) 2.50 GHz - 8 GB DDR4 SDRAM - 1 TB HDD - Windows 10 Home 64-bit - 1920 x 1080 - In-plane Switching (IPS) Technology - Convertible
Intel HD Graphics 620 with 4.07 GB DDR4 SDRAM - Bluetooth - Front Camera/Webcam - IEEE 802.11b/g/n/ac - HDMI - 2 x USB 3.1 Ports - USB Type-C

HP Home 27sv 27" LED LCD Monitor
27SV

1920 x 1080 – 16:9 – 7 ms- 16.7 Million Colors - 250 Nit - 10,000,000:1 - Full HD - Speakers - DVI - HDMI - VGA - 40 W - Black - REACH, ENERGY STAR 6.0, EPEAT Silver, TÜV, WEEE, Vietnam MEPS, Australia/New Zealand MEPS, SmartWay, CECP, China Energy Label (CEL)