



Why HP MVC?

1. Single point of contact

Only HP offers hardware, hardware upgrades, support, training, printer networking, supplies, and optimisation tools – literally everything you need. We have the knowledge and expertise to make sure everything works seamlessly, and the ability to make recommendations based on your changing needs.

2. Anti-counterfeit program

No other company offers anything like it. With HP MVC, you are protected from counterfeit products, safeguarding not only your investments but also your reputation.

3. Added value services

HP has the optimisation and benchmarking tools to enable you to improve printing efficiency and effectiveness through a technique called "fleet design". By analysing the output requirements of each workgroup, the most appropriate printer hardware and solutions can be recommended – resulting in significant cost savings.

4. Printer upgrades

Other companies may be able to service your printers, but do they know when it makes sense to upgrade? With 2 out of every 3 printers in the world being HP, we provide the most comprehensive range of printing solutions in the industry and can provide the right advice, at the right time.

5. Assured availability

HP supplies are by definition original so there is never a supply problem and product availability is always assured. Re-manufacturers rely on returns for supply; "no returns" means "no supply" – leaving you waiting.

6. Region-based contracts

Only HP offers regional contracts with a single point of negotiation, so if your organisation has regional presence, you can enjoy additional savings by leveraging your regional buying power. For additional information, please contact your HP MVC representative.

7. Personal safety

HP print cartridges conform to the highest safety and health standards. As a result, you enjoy peace-of-mind knowing that you've done all you can to protect your most valuable assets, your people, from toxic substances as well as other potential hazards that may be found in non-HP toner powder.

8. Managed MVC resellers

Through our infrastructure of managed MVC resellers, HP can track the supplies usage of each of our esteemed MVC customers, thus ensuring that you are rewarded for your usage loyalty through preferential treatment and access to special promotional offers.

9. Return & Recycling

HP designs our printing supplies with recycling in mind and has developed the HP Planet Partners™ programme to support this effort. In fact, HP recycles 95% of the materials used in print cartridges and disposes of the remaining 5% in an environmentally responsible manner. To find out more, please visit www.hp.com/recycle.

10. Widest range of printing supplies

HP's wide range of products including media, ink cartridges, LaserJet print cartridges, information storage devices such as DVD writers, large format printing paper, warranty support pack and services means that you have the ultimate in availability, inter-operability and choice.

To learn more, visit www.hp.com/apac/printingsupplies.
For more information on how HP can help you manage your print environment, visit www.outputmanagement.hp.com.

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HP Most Valued Customer Program

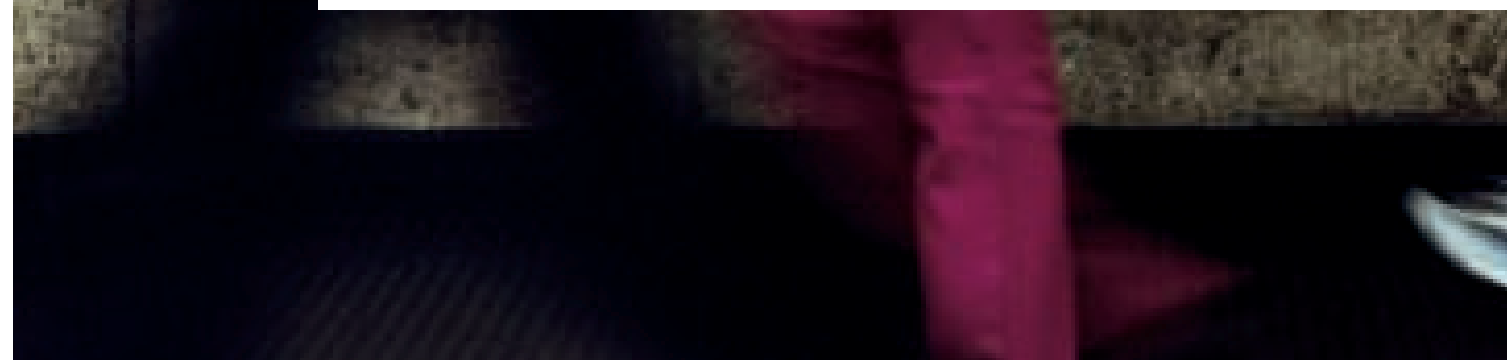
Designed around you.
More options. More agility.





In today's volatile business environment, competitive pressures are driving businesses to continuously look for innovative ways to maximise their resources and focus on their bottom line. At HP, we believe that one way of doing this is for you to demand more from your technology and to make your IT investments work harder.

HP now offers more options for you to optimise your Return on IT and breathe more agility into your business. Designed around your enterprise needs, the HP Most Valued Customer Program provides you with flexible printing solutions to enable you to focus on your core business while we help you get the most from your IT investments. Just choose the solution that best fits your needs.



The Most Valued Customer (MVC) Program is our way of recognising you as a preferred corporate customer. It's a printing supplies partnership that provides you with preferential terms, priority services and exclusive benefits.*



Price protection

In light of unpredictable currency exchange rates, the Fixed Local Currency Price (FLCP) protection offers risk reduction against currency fluctuations on the purchase of supplies. The protection is good for purchases over a whole year. Furthermore, the price guaranteed in a purchase agreement will be in your local currency. In doing this, HP takes over the risk of price increases should your local currency devalue against the US dollar. This protection is also extended to cover HP list and net price increases during the period of the agreement up to a certain percentage.

Better pricing

When you commit to a large consumption of supplies over the contract period, HP will offer special prices in addition to the above price protection – the FLCP.

Loyalty rewards

As one of our most valued corporate customers, loyalty rebates are paid upon reaching the milestone marks of the 6th and 12th months into the contract – as long as you meet or exceed the pro-rated agreed consumption levels. Loyalty rebate percentages are fixed and they cover a 12-month agreement duration. Loyalty rewards are renewable at the time of renewing the annual agreement.

With HP MVC, you can be assured of the best.

HP LaserJet print cartridges

HP LaserJet printing supplies are always the right choice because you're guaranteed superior print quality every time. You also know you're getting the best total cost of ownership because we factor in qualities like reliability. With our exceptional warranty and toner fraud programmes, you can be assured of true HP quality and reliability. You can also recycle your empty print cartridges with the HP Planet Partners™ return and recycling programme and play your part for the environment.

HP inkjet print cartridges

HP's inkjet print cartridges are self-cleaning and non-corrosive, and they are guaranteed never to leak, spill or clog. This means you obtain greater total value and, in the long run, save on labour costs and benefit from improved productivity. Through HP's highly engineered ink, inkjet printheads and wide variety of compatible media, HP is committed to integrated inkjet printing solutions that produce low-cost, high-quality colour output quickly and efficiently.

HP LaserJet and inkjet papers and transparencies

HP offers a wide range of paper options for reliable everyday printing on HP printers, copiers, fax machines and other office equipment. Backed by our tradition of quality and reliability, every HP paper and transparency is the result of extensive research to ensure that you're getting the best possible quality every time.



HP storage media

HP provides a comprehensive array of reliable storage media solutions for every need including CDs; high-performance Ultrium, Super DLT, DLT, DDS/DAT, AIT and Travan data cartridges; rewriteable and permanent write-once magneto-optical disks for optical jukeboxes and drives; as well as DVDs for high-quality digital video. Every media is developed and tested above industry standards for higher performance and reliability. This means successful backups every time, plus the assurance that whenever you want to retrieve your data, it will be there.

HP services

HP Carepacks cost-effectively upgrade and/or extend the warranty on your product, and post-warranty Carepacks are available even when your warranty has expired. They also provide support for selected software environments. A wide range of service options are available to meet your business uptime needs.

* Choice of benefits that MVC customers receive remains at the sole discretion of HP.