

Brochure

A clear path forward



Discover the benefits of working
with an HP PartnerOne Partner





The unmatched range of the HP portfolio combined with the skills of an authorized HP PartnerOne Partner give you personalized products and solutions that you won't find anywhere else in the market.

In today's increasingly technology-driven marketplace, it's critical to keep up with the latest innovations and solutions to make the most of your investments and keep your business moving forward. So whether you're new to working with an HP PartnerOne Partner—or have worked with one for years—you'll find the support, guidance and inspiration you need to prepare your business for the future.

This brochure was created to show you how the dedication and expertise of an HP PartnerOne Partner will help you make the most of your business IT.

At a glance

The value of an HP PartnerOne Partner

- Industry-leading, specialized skills
- Tailored solutions using a wide range of technology
- Highly personalized and one-on-one support



Specialized skills



Innovative solutions



Personalized support



Specialized skills

HP PartnerOne Partners are continually enhancing the know-how and skills that allow them to successfully navigate the ever-changing technology landscape and provide you with personalized business solutions.

Rely on the extensive expertise of an HP PartnerOne Partner:

- **HP certification:** All HP PartnerOne Partners receive HP certification
- **Specializations:** More than 20 specialization fields are available for partners to hone their skills—including printing, storage, virtualization, cloud and more
- **Training:** Regular training on the latest technology trends and innovations keep partners up to date
- **Growth strategies:** Customers receive personalized assistance in developing long-term growth strategies
- **Industry knowledge:** Partners have in-depth knowledge of industry-specific solutions
- **Business challenges:** From entrepreneurs and small organizations to large corporations, partners have experience in a wide range of business challenges
- **Extension of HP:** Service Delivery by HP-qualified partner engineers with access to HP parts and HP intellectual property and using innovative HP automated support technologies



Innovative solutions

When you work with an HP PartnerOne Partner, you're getting the expertise of the world's leading technology brand and access to its forward-thinking innovations. These partners can provide you with the very best HP products, solutions and services that span the IT solution lifecycle.

Benefit from the innovation delivered by HP and an HP PartnerOne Partner:

- **Industry leader:** The trust and experience of the world's leading technology brand
- **Global and local:** Global reach of HP with the local focus of a nearby partner
- **Flexibility:** Seamless and adaptable solutions for all your technology needs, whether in the office, on the go or at home
- **IT trends:** Strong focus on the latest IT trends such as business mobility, cloud computing, data security and big data
- **Extensive solutions:** Delivery of a wide range of technology solutions—from computing and printing to storage and more
- **IT lifecycle:** Selling and delivering HP services that span the IT solution lifecycle



Personalized support

Although HP PartnerOne Partners work with a global leader, the support they provide to you is highly personalized, focusing on your specific needs. More than just giving you support, they look at the relationship as a partnership—one built on creating new opportunities.

Discover enhanced support that you'll receive only from an authorized HP PartnerOne Partner:

- **Customer training:** Personalized customer training on the latest technologies and IT trends
- **Dedicated service:** Technology recommendations tailored to your business environment
- **Pricing flexibility:** Pricing and leasing options to fit your business needs and budget
- **Evaluations:** Ongoing assessment of your needs to recommend the solutions that fit you best
- **HP experience:** Knowledge of the complete portfolio of HP's products and solutions
- **Continuous service:** Pre- and post-sales support
- **Exclusive deals:** Access to special HP promotions



HP PartnerOne Partners are an extension of HP, its products and its resources—capable of delivering the very best solutions and innovations to your business.

Get unmatched service and support

All HP PartnerOne Partners must meet stringent requirements and have obtained certifications to become authorized resellers. But the training doesn't stop there.

As partners continue to invest in their relationship with HP, they move up the membership ladder, from entry-level Business Partner status to Silver, Gold and Platinum. HP PartnerOne Partners can choose the specializations they want, yet can still get access to the full HP portfolio. These opportunities enhance their knowledge and expand their offerings, further setting them apart from the competition—and ensuring you get the best expertise and most innovative solutions.

What's the next step for your business?

If you don't have an HP PartnerOne Partner yet, you can find one based on location, specialization and experience through our global partner locator. With more than 200,000 partners worldwide, there's always one close to you, ready to help you deploy the latest IT innovations and solutions.

Find your HP Partner: hp.com/go/locator

