



Hewlett-Packard India Sales Pvt. Ltd.  
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www.hp.com

**Dated:** 8/2/2016

**To,**  
**The Director Of Agriculture**  
**Assam, Khanapara, Guwahati-22**

**Subject:** HP Supplies MVC Proposal.

### **HP MVC PROGRAM**

We thank you for being a valuable customer of Hewlett Packard and believing in its products and services. We now wish to inform you of the Most Valuable Customer (MVC) Program extended by HP to its Most Valuable Corporate/ Govt. Customers.

The MVC Program is operated through a network of HP India's RSR's to enable thorough serviceability of the MVC accounts. Based on the location and serviceability, each of the MVC account is linked with an RSR for procurement, delivery & billing of MVC orders.

To add credence to the MVC Program, a tripartite MOU (Memorandum of Understanding or Agreement) is signed between HP India, MVC Account and the RSR. The MOU enlist the details of products, scheme, pricing and validity as offered to the MVC Account and acts as the contract document in effecting the enlisted program benefits to the MVC Account. The entire MVC Program is backed by HP's innovative & responsive initiatives and is monitored through a system of MVC program management.

#### **Please find below the few key benefits of this program:**

1. Under this program we are having a fixed rate for the cartridges used by your organization for a period of 1 year and the rates are better and specially worked out for your esteemed organization.
2. HP Offers Price Protection to the MVC account up to 5% on the contract price and takes into account the downward Price Revisions through a revised rate list.
3. Under this program you will be rest assured that all the materials supplied by our Authorized Partner will be Original HP Supplies.
4. For Empty Cartridges, HP will be providing Planet Partner Reward Bin for depositing empty cartridges. These cartridges are collected by HP & disposed in an environment friendly way.



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5. Under this program you will be aligned with our authorized business partner **Registered Supplies Reseller (RSR)** who will keep stocks on your behalf and give you timely delivery against the order placed time to time.

We would like to bring to your notice and request you to pls. always use HP Original Cartridges & Toners to ensure optimum output from the Printers and for quality prints.

### Key Benefits of using HP ORIGINALS:

- Great Cost Savings
- Increased Productivity
- Professional Quality Prints
- Environmental Responsibility

Please find below the HP consumables offered rates:

SKU	PL	Description	HP List Price	Offered Rates (Excluding VAT 5%)	Offered Rates (Including VAT 5%)	Disc. % Offered on LP
CC388AC	5T	HP CC388AC Blk Contr LJ Toner Cartridge (LJ 1008/1007 single Toner)	4578	3072	3226	33%
CC388AD	5T	HP LJ P1007/P1008 Black Crtg Dual Pack (LJ 1008/1007 Two Toner Together High Saving for organization)	7325	5713	5999	22%
CE278AC	5T	HP CE278AC Blk Contract LJ Toner Crtg (single Toner)	5865	4302	4517	27%
CE278AF	5T	HP 78A Black Dual Pk LJ Toner Cartridge ( Two Toner Together High Saving for organization)	9385	7320	7686	22%

The details of the scheme that constitutes this MVC Program is mentioned below:

**The "MVC" Program is categorized and operated as FLCP (Fixed Local Currency Pricing):** Fixed Local Currency Pricing (FLCP) is one of the schemes in MVC Program

### The FLCP Pricing Scheme:

1. Assures the MVC Account a Fixed Local Currency Pricing of HP's Original Supplies Products based on the List Price.



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2. Provides the price stability to the MVC account for a fixed period as spelt out in the MOU.
3. Offers price protection to the MVC account up to 5% on the contract price.
4. Takes into account the downward price revisions through a revised rate list.

### **Products Covered:**

HP Inkjet Cartridge  
HP Toner Cartridge

### **Eligibility:**

(Eligibility criteria for enrolling of customers on to this scheme under the MVC program is based on location & target as given below):

1. Category Annual Sales Target (Rs.)
2. Price Protection Up to 5%
3. Any change in the eligibility criteria will be notified to all concerned. However, the targets are fixed as part of MOU and any revision of the same will require prior approval from HP India.

### **PLANET PARTNERS REWARDS PROGRAM OBJECTIVE:**

The HP Planet Partners Rewards Program objective is to reward your customers for returning used original HP print cartridges to support HP's recycling initiative. This will lead to

- Environment friendly destruction of toners
- Contribution from the organization towards Green IT
- Contribution from the organization towards the society at large
- By asking the empty toners back from the various departments, the chances of misuse of the same are reduced significantly.

### **PICK UP @ ZERO COST**

- We pick up the toners from the customers place at our cost and destroy them in an environment friendly way.

### **TARGET CUSTOMERS**

- This Reward Program is ONLY for selected MVC Customers appointed by HP.

### **BENEFITS OF THE PROGRAM**

- Customers get rewarded and get to save money when they dispose used print cartridges in a socially and environmentally responsible manner
- Customers will earn points which are redeemable for Edenred Vouchers



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- These vouchers can be used to purchase HP products from authorized and affiliated HP resellers and channel partners
- Customers get a Green Certificate for each collection that they request for (available on request).

### **PROCESS OF GETTING REGISTERED**

- Email Invite is being sent to the customer from HP to join the program.
- Customers Register themselves by filling up the Registration Forms
- Post the completion of Registration form, a Confirmation e-mail will be sent to the customers giving out the User ID & Password details
- Customers are required to visit <http://www.planet-partner-reward.com/> and login by the User ID & Password shared over the Confirmation Mail
- Once Logged In, Customers can access the following:
  - Program Details
  - Request for the collection of Cartridges
  - Point Tabulation
  - Request for Redemptions
  - Contact the customer Support Centre.

### **POINTS EARNING AND EXPIRY**

- Points Update: Points collected during the current month will reflect on the 1st day of the subsequent month
- Each Point is worth Rs 2.5
- Points Expiry: Points will be expired after 6 month from the date of point allocation.  
E.g: Points earned in March will expire in October

Return Range (Qty)	1N	5T
	Points per Ink	Points per Toner
0-19	0	0
20-49	4	30
50-199	5	35
200-499	6	40
500 and above	7	45



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For Example if a Customer orders the following collections:

Date	Product	Transaction ID	Quantity	Points
10-Dec-15	Toners	SS-IN-15-000001234	40	1200
10-Dec-15	Inks	SS-IN-15-000001234	15	0
22-Dec-15	Toners	SS-IN-15-000001235	10	0
22-Dec-15	Inks	SS-IN-15-000001235	20	80
2-Jan-16	Toners	SS-IN-15-000001236	20	600
2-Jan-16	Inks	SS-IN-15-000001236	20	80

100 toners in January= Points earned is  $35*100= 3500$

100 toners in February= Points earned is  $35*100= 3500$

100 toners in March= Points earned is  $35*100= 3500$

Total Points earned= 10500

Total Amount Earned=  $10500*2.5= 26250$

- The Vouchers are only available in the denomination of Rs 500
- Damaged Toners and Inks along with Non HP & Counterfeit Cartridges will not be valid for these points.

**Once we get the confirmation of your interest to be part of the Planet Partners Rewards program, we will send you a customized invite for the same. You can register ONLY through the customized invite. Please revert back with a confirmation from your side for registration process.**

Hope the above is in line with your requirement, for any further clarification, kindly revert to the undersigned.

Assuring you of our best attention and prompt services at all times.

**Sincerely Yours,  
For Hewlett-Packard India Sales Pvt. Ltd.**

**Koushik Jana  
ASM-North East  
PPS - Supplies  
+91 9854063826  
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**To,**  
**The Director of Agriculture**  
**Assam, Khanapara, Guwahati-22**

**Dated:** 8/2/2016

**Subject:** New Partner list for the MVC Rate contract

Dear Sir,

We first thank you for having HP Printer Install Base in your esteemed organization and believing in our products & services. We, **M/S. Hewlett-Packard India Sales Pvt. Ltd.** are established and reputed manufacturers of Imaging and Printing devices like Printers, Scanners, Plotters, Consumables, etc. Registered Office at Salarpuria Arena, Hosur Main Road, Adugadi, Bangalore do hereby authorizing the below partners for supply of HP Consumables (Ink Cartridges & Toners) to your esteemed organization under signed MVC Rate contract .

**Authorized partner List:**

1. **Balaji Computers (Guwahati)** having there office at Purbi Complex (1st Floor), A.T.Road, Near Pan Bazar over Bridge, Guwahati-781001, Assam.
2. **Commercial Sales Corporation (Lower Assam and Central Assam)** having there office at S. S Road Tiptop Gali, Samad Market, Lakhtokia, Near Hotel Gajraj, Guwahati-781001, Assam.
3. **D R Trading (Barrak Vally)** having there office at opp. Irani hotel, Mawlonghat, Shillong – 793002, Meghalaya.
4. **Times Technologies (Upper Assam)** having there office at Singhi Mansion Gar Ali, Opp Punjab & Sind Bank, Jorhat – 785001, Assam.

**As we have discussed it will be always better to keep only one partner for entire Assam for better control and follow-up.**

For further any clarifications, please feel free to get in touch with the undersigned.

Sincerely Yours,

For Hewlett-Packard India Sales Pvt. Ltd

Koushik Jana

ASM-North East Region

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Date: January 22 2016

To whom so ever It May Concern

This letter affirms that the **below mentioned entities are not HP authorized or registered supplies resellers.** These entities are known to use forged HP authorization certificates/letters to hold themselves as HP authorized Partners. They are said to operate from various addresses, however the one that has come to our knowledge is as indicated below.

**M/s Compulinks** - Sanjivani Housing Society, Jawaher Nagar, Santa Cruz (East), Mumbai- 400055.  
**M/s Bahuchar Traders** - Wipata House, 52 Bomanji lane, near Citi bank, Fort, Mumbai-400001.  
**M/s Fountain Stationers** - Wipata House, 52 Bomanji lone, near Citi bank, Fort, Mumbai- 400001.  
**M/s Champion Info System** - 13/21 office# 29,3rd floor Mapla House, Mohd.Sakoor Marg off. Mody Street fort Mumbai-400001.  
**M/s Unique E nter prise** - C/74-75-76-77 Vimal Super Market (Apna Bazar), ST workshop Road Mehsana-384002.  
**M/s Corporate Solutions** - 179, Baba Farid Puri, West Patel Nagar, New Delhi – 110008  
**M/s LT Cartridges**, GR1, Shree ji House, 75 Mint Road Fort, CST, Mumbai-400 001  
**M/s Vali Enterprises** - Mumbai  
**M/s Prime Computer** - Shop No-2, 33 Janma bhoomi Marg, Fort Mumbai - 400 001  
**M/s Ultimate Solutions** - 13/21, Mapla House, 3rd Floor (29), Mohmod Sakoor Marg, Off Mody Street, Fort Mumbai-400000  
**M/s Lihansh Corporation** - No. 271, Munison Mansion, Chickpet Main Road, Bangalore-560053  
**M/s Pustak Kendra**- 56, Gwyne Road, Aminabad, Lucknow  
**M/s Kagaz Udyog** - Kagaz Udyog, 63/C, Radha Bazaar Street, Kolkata 700001  
**M/s SS Udyog – 11**, Braboune Road, Kolkata - 700001  
**M/s Royal Office Automation** – No. 10, Shop No. 4, Aziz Mulk 2nd Street, Near Neela Bhavan Hotel, Thousand Lights, Chennai.  
**M/s Royal Computers** - No. 10, Shop No. 4, Aziz Mulk 2nd Street, Near Neela Bhavan Hotel, Thousand Lights, Chennai.  
**M/s Balaji Enterprises** - 30F, Vasudeo Mansion, Kawasji Patel Street, Opp. Yazdani Bakery, Fort. Mumbai.  
**M/s Jalaram Computer** - 2/3, Royapettah High Road, Royapettah, Chennai.  
**M/s Jyoti Business Centre** - 25/A Maruti Lane, Rustom Sidhwa Marg,, Near Fire Brigade Station, Fort, Mumbai.  
**M/s Vision Computers** - 3, Sagar Plaza, Near Athwa Arcade, Athwa Gate, Surat.  
**M/s Rajal Computers** - Janam Bhumi Marg, RPI House, Gala No-10, First Floor, Fort Mumbai-1.  
**M/s Royal Print Technology** - Nadia Shah Sukhiya Street, Gala No-11, Ground floor, Fort Mumbai.  
**M/s Aarthi Infotech** - Old No. 8, New No. 23, Nambi Trade Centre, Narasighapuram Road, Mount, Road, Chennai – 600 002.  
**M/s Ankur Computonix** - 1st Floor, Opp. Fire Brigade, Adda Market, Asansol, West Bengal.  
**M/S Dakash Enterprise/Maratha office Automation** -Shop no 12/F,GR Floor, Fort Hornby View Marg, Greater Mumbai, Taluka Mumbai-400001.  
**M/S Dakash Enterprise/Maratha office Automation**- Shop no4, Anand Building, Omkareswar Mandir, 249 Shniwar Peth. Taluka Pune-411030  
**M/s Eastern Technology Group**- Opp. Doordarshan Kendra, AIDC RG Baruah Road, Guwahati – 781 024

We would, therefore, like to alert you against dealing with such entities in the belief that these are HP authorized vendors for your requirements of HP Ink Cartridges and/or HP toners.

This certificate is issued in the larger interest of the users of HP printing supplies due to the complaints received by us from various customers who have dealt with the above mentioned entities.

Should you need further clarification, please do not hesitate to contact the undersigned.

Country MVC Manager

Email: [joseph.john@hp.com](mailto:joseph.john@hp.com)