



## HP Elite Partners 2010

### Office Printing Solutions Elite

As a customer, you enjoy an unparalleled choice of HP business partners offering products, solutions and services to meet your needs. Our partners are critical to the HP customer experience, offering everything from same-day procurement convenience to the latest, most sophisticated technologies.

The HP Elite designation is just one more way HP is simplifying client choice. Elite partners understand that each customer is unique. They employ experienced professionals whose dedication and industry knowledge helps them assess your specific business needs and provide tailored solutions to meet them.

With HP Elite partners, you get leading-edge skills and specialized knowledge delivered by a team of experts who are highly recommended by HP and get IT right the first time.

Partners that have earned the HP Office Printing Solutions Elite designation demonstrate a consultative sales approach to solving your business problems and are experts in providing simple to complex printing and

imaging solutions for your unique printing needs, with superior industry qualifications and skills that have been validated by HP.

HP Office Printing Solutions Elite Partners have:

- completed over 76 hours of required printing and imaging sales and technical training.
- committed to maintaining on staff a minimum of two sales representatives and one pre-sales technical representative fully trained on HP printing and imaging products and solutions.
- established a managed print services (MPS) practice and expertise and maintain on staff a dedicated HP MPS sales specialist.
- demonstrated a consultative sales approach to solving customer business problems.

HP IPG Office Printing Solutions Elite partners are highly skilled in selling HP's best-in-class IPG hardware, supplies and solutions to meet your unique printing needs, focusing on improving overall efficiencies in printing and imaging infrastructure optimization, and management and document workflow.

**Office Printing Solutions Elite Partners** are highly recommended by HP.

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**Elite Partner**



**Office Printing Solutions**