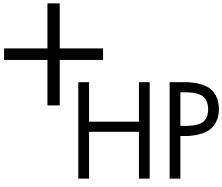


HP Influencer Partner of Record Form

(Applies for Business class track only)



For orders submitted to HP under the PartnerONE Referral Influencer Tool, unless otherwise stated on the purchase order,

(end customer name):

names the Referral Partner listed below as our Referral Partner of Record.

Influencer Partner Name:

HP Outlet ID#:Required!

Address:

City/State/Zip Code:

Telephone #:

Contact Name:

Contact Email Address:

HP Sales Rep Information:

First Name:

Last Name:

Telephone:

New Referral Partner of Record

Replacement Referral Partner of Record

Do you work with multiple HP Business Partners?

Yes

No

We understand that assignment of a Referral Partner of Record is not required to purchase HP products. We also understand that we may choose a different Partner for any subsequent order by listing that Partner on the purchase order or that we may submit a New Referral Partner of Record to supersede this one. This document is meant merely as a convenience to the institution.

This Influencer Partner of Record assignment expires one (1) year from the date signed by the authorized signatory of this form. During this time period, HP may periodically evaluate the effectiveness and validity of this agreement.

This request applies to the following type of purchase order: (please select one)

All purchase orders from the institution

All purchase orders from (Department within Institution):

HP Direct Customer #:

Name of Institution:

Address Number:

Telephone Number:

City/State/ Zip Code:

Signatory E-Mail (Required)

Authorized Signature from Institution (Required)

Name of Signatory & Title: (please type)

Date:

***Involved parties may terminate this Agreement without cause.

*****Understanding fully the risk that this Agreement may be terminated at any time without cause whatsoever, HP shall not under any circumstances be liable by reason of such termination, for damages or otherwise, Whether the loss of present or prospective commissions or lost profits, or for expenditures, investments, opportunities forgone, or for the inability to fulfill Customer contracts, or otherwise. To the extent permitted by applicable law, and in consideration of its entering into this Agreement, Referral Participant waives and relinquishes any rights or claims under franchise, dealership, or other statutes, or at common law, that would or might Arise out of a termination of this Agreement by HP or the customer, or refusal by HP or the customer to renew or extend the term of this Agreement.



WWW.HP.COM
 Hewlett-Packard Company
 Attn: Credit Department
 301 S. Rockrimmon Blvd.
 Colorado Springs, CO 80919

ISR Fax #: 866-480-5513

BUSINESS CREDIT APPLICATION

ISR Ph. #: 800-965-3586 Ext: 15675

HP Bill-To Account #:

INTERNAL USE ONLY
 TSR:

Instructions:

Please complete this application by entering the information requested below. Incomplete applications may cause delays in approval. Please include a valid, signed tax exempt certificate if you do not wish to be charged tax. We limit the collection of information about our customers to what we need to know to qualify them for credit. Hewlett-Packard respects your privacy and is committed to protecting it at all times. Please refer to Hewlett-Packard's Privacy Policy, which can be viewed at the following web address <http://welcome.hp.com/country/us/en/privacy.html>

Section A - Existing Account Information:

If you already have an account with a division of Hewlett-Packard, please enter your HP Bill-To Account # on the top of this application, and verify that the data in SECTION B is correct. If any data other than the Ship-To address is incorrect, please complete a new credit application. If an active account in good standing is confirmed, this may be all that is required to process the application.

Section B - Applicant Information:

BILL TO:

LEGAL COMPANY NAME:

DBA (if applicable):

STREET:

CITY: STATE: ZIP:

PHONE #: FAX #:

SHIP TO: (if more than one, add additional locations in Section E)

SITE NAME:

STREET:

CITY: STATE: ZIP:

SALES TAX #: (Must submit signed certificate to be excluded from taxes)

Note: HP will not ship to P.O Boxes or Freight Forwarders

Although not required for consideration for net 30 terms, applicants that submit financials will improve the likelihood of credit approval and turn around time of their applications, particularly when the amount of credit requested exceeds \$50K. Financial statements must include balance sheet & income statements, and indicate the time period. Unaudited financial statements must be signed and dated by the company's owner/officer. **FINANCIAL STATEMENTS ARE REQUIRED FOR CREDIT REQUESTS OVER \$100K.**

AMOUNT OF ORDER \$ ESTIMATED YEARLY PURCHASES \$

ACCOUNTS PAYABLE CONTACT: PHONE NUMBER & EXTENSION:

ACCOUNTS PAYABLE - EMAIL ADDRESS: ACCOUNTS PAYABLE FAX #:

Section C - Business Information: (check all that apply)

PUBLIC ENTITY TICKER SYMBOL:

PRIVATE ENTITY

CORPORATION PARTNERSHIP PROPRIETORSHIP OTHER: (please specify)

PARENT COMPANY (if applicable): STATE:

TYPE OF BUSINESS OR SIC CODE: DUN & BRADSTREET DUNS #:

NUMBER OF EMPLOYEES: YEAR STARTED IN BUSINESS:

FEDERAL ID#:

Section D - Bank and Trade Reference Information:

BANK NAME: CITY & STATE:

PHONE #: FAX #:

ACCOUNT NUMBER(S): OFFICER'S NAME:

TRADE REFERENCE NAME: PHONE #:

FAX #: CONTACT NAME:

ACCOUNT NUMBER(S):

TRADE REFERENCE NAME: PHONE #:

FAX #: CONTACT NAME:

ACCOUNT NUMBER(S):

TRADE REFERENCE NAME: PHONE #:

FAX #: CONTACT NAME:

ACCOUNT NUMBER(S):

Section E - Additional Data (additional Ship-To locations, etc.)

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Section F - Personal Data (Owner, Partner, Officer - Guarantor):

If you are in business less than one year or have minimal commercial credit history, providing the personal data of the principal owner, partner or officer of the company will improve the probability of being approved, as well as the turn around time of your application. If you are in business less than one year, have provided personal data, and your order is greater than \$10,000, it is required that a personal guaranty agreement be completed. Not completing the personal data section and guaranty (for credit greater than \$10,000) may result in your application for net 30 terms being denied, and requiring payment in advance or by credit card. By completing the personal data section, applicant authorizes HP to run a consumer credit report in connection with this application for business credit.

| | | | |
|--------------------|----------------|------------------------------|--------------------|
| FIRST NAME: | MIDDLE NAME: | LAST NAME: | SOCIAL SECURITY #: |
| STREET: | | CITY: | STATE: ZIP: |
| HOME PHONE NUMBER: | DATE OF BIRTH: | EMAIL ADDRESS OF INDIVIDUAL: | |

Section G - TERMS AND CONDITIONS:

MUST BE COMPLETED IN ORDER TO CONSIDER OPEN ACCOUNT TRADE CREDIT TERMS

THIS CREDIT APPLICATION AGREEMENT (HEREINAFTER "APPLICATION" OR "AGREEMENT") IS SUBMITTED BY THE ABOVE-NAMED APPLICANT (HEREINAFTER "APPLICANT"), TO HEWLETT PACKARD COMPANY (HEREINAFTER "HP"), TO OBTAIN TRADE CREDIT. THE APPLICANT ACKNOWLEDGES THAT CREDIT EXTENDED HEREUNDER SHALL BE USED SOLELY FOR BUSINESS PURPOSES. IN MAKING THIS APPLICATION, APPLICANT AGREES AND UNDERSTANDS THAT ALL ACCOUNTS ARE PAYABLE ON OR BEFORE 30 DAYS FROM DATE OF INVOICE. APPLICANT ALSO AGREES TO PAY LATE CHARGES ON ALL AMOUNTS THAT ARE PAST DUE AT THE HIGHEST RATE ALLOWED BY LAW. IF APPLICANT SHOULD DEFAULT ON ANY PAYMENT, HP RESERVES THE RIGHT TO DECLARE ALL INVOICE AMOUNTS DUE AND PAYABLE WITHOUT NOTICE TO APPLICANT. APPLICANT AGREES TO ADHERE TO HEWLETT-PACKARD'S STANDARD TERMS AND CONDITIONS OF SALE AND SERVICE, WHICH CAN BE FOUND ON THE FOLLOWING URL: <http://h71016.www7.hp.com/HTML/infodesk/tscs.asp>

THIS AGREEMENT SHALL BECOME EFFECTIVE UPON ACCEPTANCE BY HP. APPLICANT AGREES TO PROVIDE HP WITH UPDATED CREDIT INFORMATION ON REQUEST AND WHERE REQUIRED, TO PROVIDE AN ANNUAL FINANCIAL STATEMENT TO HP AS A CONDITION FOR THE CONTINUED EXTENSION OF CREDIT. THIS AGREEMENT IS NOT TRANSFERABLE OR ASSIGNABLE WITHOUT THE PRIOR WRITTEN CONSENT OF HP.

APPLICANT AUTHORIZES APPLICANT'S BANK TO RELEASE ANY INFORMATION NECESSARY TO ASSIST HP IN ESTABLISHING A LINE OF CREDIT. APPLICANT ALSO EXPRESSLY AUTHORIZES HP AND ITS AFFILIATES TO OBTAIN CREDIT REPORTS ON THE APPLICANT BUSINESS FOR USE IN EVALUATING SUCH APPLICATION. APPLICANT UNDERSTANDS THAT A CONSUMER CREDIT REPORT MAY BE REQUESTED IN CONNECTION WITH THIS APPLICATION, AND SUBSEQUENT CONSUMER REPORTS IN CONNECTION WITH THE REVIEW OF EXISTING OR FUTURE EXTENSIONS OF CREDIT. IF THE AMOUNT OF CREDIT REQUESTED EXCEEDS \$10,000, AND APPLICANT HAS SUBMITTED PERSONAL DATA TO QUALIFY FOR CREDIT, ALSO COMPLETE THE ACCOMPANYING PERSONAL GUARANTY AGREEMENT.

APPLICANT AND APPLICANT'S AUTHORIZED REPRESENTATIVE REPRESENT AND WARRANT THAT THE INFORMATION PROVIDED IN THIS APPLICATION AND IN ANY AND ALL ADDITIONAL DOCUMENTS, FINANCIAL STATEMENTS OR OTHER INFORMATION FURNISHED BY APPLICANT TO HP IS TRUE, CORRECT IN ALL MATERIAL RESPECTS AND CONTAINS ALL INFORMATION NECESSARY SO THAT THIS APPLICATION IS NOT MATERIALLY MISLEADING. APPLICANT ACKNOWLEDGES THAT HP IS RELYING ON THE ACCURACY OF THE INFORMATION PROVIDED. APPLICANT UNDERSTANDS THAT HP MAY REPORT THE PAYMENT HISTORY OF APPLICANT TO CREDIT REPORTING AGENCIES. IN THE EVENT HP SHOULD COMMENCE ANY ACTION OR ACTIONS, OR OTHERWISE SEEK TO ENFORCE THIS AGREEMENT AGAINST APPLICANT OR ANY GUARANTOR, APPLICANT AGREES TO PAY REASONABLE COLLECTION AND ATTORNEY'S FEES AND COURT AND OTHER EXPENSES INCURRED BY HP, WHETHER OR NOT SUIT IS FILED.

THIS AGREEMENT SHALL BE GOVERNED BY AND CONSTRUED IN ACCORDANCE WITH THE LAWS OF THE STATE OF CALIFORNIA WITHOUT REGARD TO CONFLICT OF LAWS PRINCIPLES. VENUE FOR ANY LEGAL ACTION IN CONNECTION WITH THIS APPLICATION SHALL BE THE STATE OF CALIFORNIA, COUNTY OF SANTA CLARA. WHEN REFERENCE IS MADE TO APPLICANT, THE SINGULAR SHALL INCLUDE THE PLURAL AND THE MASCULINE SHALL INCLUDE THE FEMININE.

PLEASE RETAIN A COPY OF THIS APPLICATION FOR YOUR RECORDS. IF YOUR APPLICATION FOR BUSINESS CREDIT IS DENIED, YOU HAVE THE RIGHT TO A WRITTEN STATEMENT OF THE REASONS FOR THE DENIAL. TO OBTAIN THIS STATEMENT, PLEASE SEND YOUR REQUEST IN WRITING TO; HEWLETT-PACKARD COMPANY, ATTENTION CREDIT DEPT., 301 S ROCKRIMMON BLVD, COLORADO SPRINGS, CO 80919 WITHIN 60 DAYS FROM THE DATE YOU ARE NOTIFIED OF OUR DECISION. A WRITTEN STATEMENT WITH THE REASON FOR DENIAL WILL BE SENT WITHIN 30 DAYS OF RECEIVING THE REQUEST. THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT (ECOA) PROHIBITS CREDITORS FROM DISCRIMINATING AGAINST CREDIT APPLICANTS ON THE BASIS OF RACE, COLOR, RELIGION, NATIONAL ORIGIN, SEX, MARITAL STATUS, AGE (PROVIDED THE APPLICANT HAS THE CAPACITY TO ENTER INTO A BINDING CONTRACT); BECAUSE ALL OR PART OF THE APPLICANT'S INCOME BEING DERIVED FROM PUBLIC ASSISTANCE; OR BECAUSE THE APPLICANT HAS IN GOOD FAITH EXERCISED ANY RIGHT UNDER THE CONSUMER CREDIT PROTECTION ACT. THE FEDERAL AGENCY THAT ADMINISTERS COMPLIANCE WITH THIS LAW IS THE FEDERAL TRADE COMMISSION, EQUAL CREDIT OPPORTUNITY, WASHINGTON, D.C. 20580.

I HEREBY CERTIFY THAT I AM AUTHORIZED TO SUBMIT THIS APPLICATION ON BEHALF OF APPLICANT, I HAVE READ THE TERMS AND CONDITIONS DESCRIBED ABOVE AND APPLICANT AGREES TO SUCH TERMS AND CONDITIONS.

NOTE: IF YOU HAVE SUPPLIED PERSONAL DATA IN CONNECTION WITH OBTAINING A CONSUMER CREDIT REPORT. THE INDIVIDUAL AGREEING TO THE TERMS AND CONDITIONS MUST BE THE INDIVIDUAL SUBMITTING THE PERSONAL DATA. IF THEY ARE NOT, HP WILL BE SENDING AN EMAIL TO THAT INDIVIDUAL, REQUESTING AGREEMENT TO HP'S TERMS AND CONDITIONS, AND AUTHORIZATION TO OBTAIN A CONSUMER CREDIT REPORT. UNTIL THIS AGREEMENT IS RECEIVED, THIS APPLICATION WILL NOT BE PROCESSED.

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|--|
| PRINTED NAME & TITLE OF AUTHORIZED REPRESENTATIVE: |
| FAX #: |

| | |
|---|-------|
| SIGNATURE OF AUTHORIZED REPRESENTATIVE: | DATE: |
| EMAIL ADDRESS OF AUTHORIZED REPRESENTATIVE: | |



i n v e n t

To implement the Paperless Purchase Order process on **HP's** website, www.hp.com, I hereby agree to all the terms and conditions as stated on my secure extranet site and will be responsible for all orders placed thereon.

Company Name _____

Authorized Signature _____

Print Name _____

Title _____

Date _____

Web Account No. _____

Hewlett-Packard Company
SMB Direct
301 Rockrimmon Blvd. South
Colorado Springs, CO 80919-2398

Tom Valentine
800-248-3707 Ext 21620
877-586-1378 Fax
Thomas.Valentine@HP.com