





Inks
Toners
Large Format Inks
Calculators
Data Storage
Media

# **INKS AND TONERS**

## What is the difference between Inkjet + Laser printing?

### Selling features for Inkjet Printing

- Shoots faster drying ink through tiny nozzles onto a page to form characters.
- Inkjet printers are fast, affordable and quiet.
- Inkjet printers provide high quality graphics and colour printing.
- A printhead is intergrated into the inkjet cartridge so the ink and inkjet technology work together.

#### Market to sell inkjet printers

- Home, small to medium size businesses (SMB), found on the desk in many offices.

### Selling features for Laser printing

- Uses static electricity and heat to bond particles of toner to a page to create characters.

#### Market to sell laser printing

- The entry level is for home + SMB.
- Large corporations allowing for networking,
- eprint (means you can print from anywhere in the world)

HP Inks and Toners come in small, standard and XL, so there is always more then one packaging option. (NEVER LOOSE AN ORDER)

Remember even though the initial outlay is more for HIGHER YIELD cartridges, the COST PER PAGE becomes cheper, the higher the yield.

HP also offer DUAL & TWIN PACKS where there is approximate 15% saving when buying two cartridges





**CMYK** 

- an acronym used to describe cyan, magenta, yellow and black which are the basic colourants used in colour printing. These four colours are used to create all colours in an image, photo printers add additional colours for improved photo quality printing.

# What does the expiry date mean and will it make my HP ink supplies stop working?

Most HP ink supplies do not have ink expiry date, but rather a warrantee end date. This means that the cartridge will still work in the machine but will not be replaced out of that warrantee date





This is the expiry date on the HP ink cartridge packaging



### What are counterfeit print cartridges and why should I care?

#### What is a counterfeit print cartridge?

Counterfeit print cartridges are mainly refilled or remanufactured print cartridges packed in unauthorised or fake reproductions of HP packaging. They are meant to mislead the consumer into believing that they are genuine HP products, which they are not.

#### Why should I care?

Although counterfeit print cartridges may look like genuine HP print cartridges, they don't provide you with the high quality, proven reliability and consistent yields you have come to expect from HP.

The potential risks of using counterfeit print cartridges include poor quality-outs, reduced page yields, print cartridges which fail prematurely or do not work at all, printer damage may require repair, interruption of printing infrastructure and workflow, as well as potential invalidation of hardware warranties.

Poor or inconsistent print quality is a primary indicator of non-original products.

# **LARGE FORMAT INKS AND MEDIA**

Large format printing is designed to handle paper sizes of  $11 \times 17$ " or larger. Large format printers use continous rolls of paper. These printers are designed to produce photo quality posters, blue prints, maps, banners and signs.

This is a very specialized market and HP drive it through a handful of highly qualified specialist dealers.





**HP Code** 

NW239AA



#### **Description**

HP 10bII+ Financial Calculator (Algebraic) - non Programmable

#### **Short Specifications**

All-Purpose Financial Calculator

- and IRR
- Robust set of statistical. algebraic, and trigonometric functions
- Approved for CFP®, FRM and ERM Exams

#### **Catalogue Description**

A smart choice for professionals and students, the fast and powerful HP • Calculate loans, TVM, NPV 10bII+ Financial Calculator makes it easy to solve business, financial, statistical, and math calculations accurately and quickly, at a price that everyone can afford. The easy-to-learn and use design packs plenty of features to make your work less complicated. Perfect for students, the HP 10bII+ is the first calculator in its class with probability distributions functions, a topic required in many introductory statistics classes. Meets exam requirements for many standardized exams.

#### **HP Code**

F2214AA



#### Description

HP 10S - Scientific calculator (Algebraic) - non Programmable

#### **Short Specifications**

Easy to use for science and math students

- 2-line display
- Solar-Powered with battery backup
- Work with fractions, logs, powers and roots

#### **Catalogue Description**

Combine value, higher-math power and sleek convenience into one stylish package and you get the HP 30s. Ideal for General Math, Pre-Algebra, Algebra, Trigonometry, Statistics, Geometry, Biology, Chemistry, Physics, Earth Sciences and more. With a 2-line display, over 250 functions and 10 memory registers, it's great for today's discerning math and science students.





**HP Code** 

F2231AA



#### **Description**

HP 12c Platinum Financial Calculator (Algebraic or RPN)

#### **Short Specifications**

Enhanced for professionals and students

- calculation modes
- Calculate loans, TVM, NPV, IRR, bonds, depreciation and more
- Keystroke programming (up to 399 steps)
- Approved for CFA®, CFP® and ERM and FRM™ exams

#### **Catalogue Description**

Demanding financial professionals enjoy the HP 12c Platinum that is up to • RPN2 and standard algebraic 6 times faster with 4 times the memory of the original HP 12c. Choose efficient RPN1 or algebraic entry-system logic. Take keystroke programming up to 399 steps and utilize over 130 built-in functions. "Undo" and "Backspace" buttons improve ease of use. Calculate TVM, loan payments, interest rates, standard deviation and more. Permitted for use on Certified Financial Planner® (CFP), Chartered Financial Analyst® (CFA), and Global Association of Risk Professionals® Financial Risk Management® (GARP FRM<sup>™</sup>) exam.2

#### **HP Code**

F2234A



#### **Description**

HP 17bII+ Financial Calculator (Algebraic or RPN) - HP Solve

#### **Short Specifications**

The ultimate financial calculator

- •Dynamic menu for easy navigation
- calculation modes
- HP Solve4 Equation saver
- Approved for CFP® certification exam

#### **Catalogue Description**

The simple-to-use HP 17bII+ financial calculator is built for the heaviest workloads of real estate, finance and business professionals. Quickly calculate • RPN2 and standard algebraic loan payments, interest rates and conversions, standard deviation, percent, TVM, NPV, IRR, cash flows, bonds and more. Features 28KB of user memory, over 250 menu-driven functions, RPN1 and algebraic entry-system logic, clock, calendar, HP solve application2, menus prompts and messages. Permitted for use on Certified Financial Planner® (CFP) Certification Exam3



**HP Code** 

F2219AA



#### **Description**

**HP 20b Business Consultant** (Algebraic or RPN) - non Programmable

#### **Short Specifications**

Easy to use and learn

- Large 2-line display
- RPN2 and standard algebraic calculation modes
- Permitted on ERP and FRM™ exams

#### **Catalogue Description**

For business professionals and • Stylish design and ergonomic students, the stylish HP 20b Business Consultant is easy to use and learn, with finance, business, and real estate functions at your fingertips. Get faster answers with the intuitive layout and high-speed processor, and view those big numbers on the large 2-line display. Choose your preferred entry method: time-saving RPN, familiar algebraic or traditional chain algebraic. Permitted on the GARP FRM™ exam1.

#### **HP Code**

NW238AA



#### Description

HP 30b Business Professional Financial Calculator (Algebraic or RPN)

#### **Short Specifications**

Feature-packed and programmable

- Programmable-quickly create custom calculations
- RPN and standard algebraic calculation modes
- Advanced statistics functions
- Powerful math library including trigonometry, hyperbolic and advanced probability functions

#### **Catalogue Description**

Business professionals and students alike will appreciate the versatile, programmable HP 30b Business Professional. With an extensive library of finance, business, real estate, and statistical functions, it's easy to use and learn. The intuitive layout, fast processor, and 2-line alphanumeric display give you quick answers. Add custom calculations for your course curriculum or line of business with convenient programming capability.



**HP Code** 

F2215AA



#### **Description**

HP 35s Scientific Calculator (Alge- HP's ultimate scientific calcubraic or RPN) - Programmable

#### **Short Specifications**

lator

- calculation modes
- Keystroke programming
- 30KB memory plus 800 storage registers
- HP Solve4 Equation saver
- Approved for use on FE and PE exams

#### **Catalogue Description**

Get professional performance from HP's ultimate RPN scientific program-• RPN2 and standard algebraic mable calculator—ideal for engineers, surveyors, college students, scientists and medical professionals. Scientific projects require accuracy, functionality and dependability for success. The HP 35s scientific programmable calculator delivers them—and more—with features that include 30KB user memory, your choice of RPN1 and algebraic entry-system logic, a convenient twoline display, and the time-saving HP Solve2 application.

#### **HP Code**

F2240AA



#### **Description**

HP 300s Scientific Calculator (Algebraic) - non Programmable

#### **Short Specifications**

See the expression as you would on paper

- Textbook Format Display (TFD)
- Standard Algebraic calculation mode
- Solar-Powered with battery backup
- Logical and easy-to-use
- Capable of computing and displaying fractions

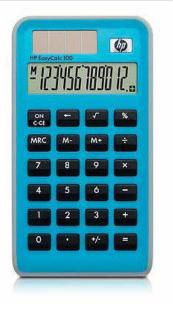
#### **Catalogue Description**

Math and science students will appreciate the logical, accurate, and dependable HP SmartCalc 300s Scientific Calculator. Besides showing the result, the impressive Textbook Format Display (TFD) shows the math expression onscreen, just like it would appear on paper. Use the intuitive navigation pad to move around within an expression to change it and watch the result. With 249 built-in functions, students can solve an abundance of math problems from basic to complex.



**HP Code** 

F2239AA



#### Description

HP Easy Calc 100

#### **Short Specifications**

Quick and easy

- Ideal for basic math calculations in the classroom, home or office
- Solar-powered with battery backup
- Large 12-digit display

#### **Catalogue Description**

This simple calculator is ideal for basic math and everyday calculations. Add, subtract, multiply, and divide, with big comfortable buttons. Just the keys for basic math functions, so it's easy to learn. It's small and easy to carry in a backpack – or your briefcase or purse. It's bright and attractive for classroom, home or office. Energy-wise solar power with a battery backup and it powers off automatically.

#### **HP Code**

F2217AA



#### Description

HP Quick Calc

#### **Short Specifications**

Compact and stylish

- Available in metallic green, pink, silver, and bronze
- Magnetic back for attaching to metal surfaces and white boards

#### **Catalogue Description**

The compact, stylish HP Quick Calc is great for quick calculations on the go. It's simple to use and is available in a variety of colors. And so convenient - its unique design is small enough to carry with you on a keychain or lanyard strap, or you can attach it to a metal surface like a locker, file cabinet, or refrigerator.





**HP Code** 

F2220AA



#### Description

HP Office Calc 100

#### **Short Specifications**

Just right for your desk

- Large 10-digit screen
- Solar-powered with battery back-up
- Sales total and tax functions
- Mark-up and percent keys
- Check, correct and delete

#### **Catalogue Description**

For office or retail, the HP OfficeCalc 100 has all the functions you need for quick and easy calculations at your desk or sales counter. The large 10-digit screen makes your work easy to view. You'll appreciate its stylish design and energy efficiency. And the HP name means it's dependable and accurate.

#### **HP Code**

F2221AA



#### Description

HP Office Calc 200

#### **Short Specifications**

Easy to read

- Large 14-digit screen
- Solar-powered with battery back-up
- Sales total and tax functions
- Mark-up and percent
- Check, correct and delete

#### **Catalogue Description**

For office or retail, the HP OfficeCalc 200 has all the functions you need for quick and easy calculations at your desk or sales counter. The large 14-digit screen makes your work easy to view. You'll appreciate its stylish design and energy efficiency. And the HP name means it's dependable and accurate.





**HP Code** 

F2238AA



#### **Description**

HP Office Calc 300

#### **Short Specifications**

Elegant and smart

- Large 14-digit adjustable-tilt screen
- Solar-powered with battery back-up
- Sales total and tax functions
- to 105 steps)

#### **Catalogue Description**

Beautify your desk or sales counter with the smart and elegant HP OfficeCalc 300. Adjust the tilt of the large 14-digit screen to view your work easily and comfortably. Save time by using the innovative "Check and • Check, correct and delete (up Correct" function and other important features like tax, percent and memory. You get all this in a stylish design that's energy-efficient and enhances your workspace. And backed by the HP name.

#### **HP Code**

F2227AA



#### Description

HP Print Calc 100

#### **Short Specifications**

Compact and portable

- Large 12-digit display
- Sales total and tax functions
- Percent, cost, sell price and margin keys
- Currency conversion

#### **Catalogue Description**

For accounting or office environments, the stylish HP PrintCalc has all the business functions you need plus printing capability. Quickly figure sales tax, margin, currency conversion, grand totals, and much more. The large 12-digit screen makes your work easy to view; the printer makes it easy to keep a permanent record. And it's from HP, the industry leader in financial calculators and printers.





**HP Code** 

F2225AA



#### **Description**

HP 40gs Graphing Calculator (Algebraic)

#### **Short Specifications**

Ideal classroom tool—with **CAS** 

- User-friendly Computer Algebra System (CAS)
- Dynamic menu for easy navigation
- Save and share Aplets with unit-to-unit cable
- HP Solve4 Equation saver
- Approved for most college entrance exams

#### **Catalogue Description**

Your ideal classroom graphing calculator with a user-friendly Computer Algebra System (CAS) features easy readability on a large, split screen display with adjustable contrast. Use familiar algebraic entry-system logic and display answers in symbolic, numeric and graphing views. It's a must for math and science students with 256KB RAM of memory to create and store custom Aplets. Easily share data and connect with PCs using USB and serial ports. Enjoy the reassurance of award-winning HP support.

#### **HP Code**

F2229AA



#### **Description**

HP 50g Graphing Calculator - (Al- Great for engineering and gebraic or RPN) - Programmable

#### **Short Specifications**

advanced math

- View solutions in 2- or 3-D graphics
- SD card5 slot for expanded memory and data transfer
- algebraic calculation modes
- System (CAS)
- Writer

#### **Catalogue Description**

Put HP's ultimate graphing calculator to use. Perfect for surveying, engineering, math and science professionals and students. Make use of a powerful SD card slot1. Work how you like with RPN4, • RPN2, textbook and standard Textbook and algebraic entry-system logic. Enjoy lots of usable space on the • Advanced Computer Algebra largest, high-contrast screen. Utilize USB and serial connectivity3, HP • HP Solve4 and HP Equation- Solve5, structured programming and Computer Algebra System (CAS).



**HP Code** 

NW226AA



#### Description

HP CalcPad 100 USB Numeric pad

#### **Short Specifications**

A great accessory for mobile professionals

- For business and finance mobile professionals
- USB connectivity
- 2-port hub for multiple devices
- Quickly launch useful applications for direct input
- Open HP CalcPad calculator software on your PC

#### **Catalogue Description**

This convenient numeric keypad is a great accessory for mobile professionals who crunch numbers on the road or in the office. Simply attach it to a USB port on your laptop, with no charger or battery required. Launch Word®, Excel®, or HP CalcPad calculator, or clear your PC desktop, with a single button. And the built-in 2-port USB hub extends the number of devices you can connect to your PC.

#### **HP Code**

NW227AA



#### Description

HP CalcPad 200 Calculator and USB Numeric pad

#### **Short Specifications**

Doubles as a numeric keypad

- Use independently as a calculator or attach to USB port to use as a 10-key with your PC
- Launch applications quickly

#### **Catalogue Description**

Ideal for Mobile professionals, this handy calculator doubles as a laptop numeric keypad accessory. Crunch numbers in standalone calculator mode, or simply attach it to a USB port with dedicated Word and Excel on your laptop. You can even send your last calculation to the PC, instead of re-entering it. Launch Word®, Excel®, HP CalcPad calculator, or the PC desktop, with a single button. And the built-in 2-port USB 2.0 hub extends the number of devices you can connect to your PC.



# **DATA STORAGE**

Data storage is used by companies to manage their data securely by backing up their information. This allows companies to manage, store and secure data for network and data centre environment. This is a very specific market and wouldn't be sold in a retail environment. As the technology develops it becomes faster and larger in capacity.

### **Data Storage benfits**

- Cost effective solution
- Reliable and Durable
- High performance

The product line up includes:

- DDS/DAT



- DLT/SDLT



- LTO Ultrium - most popular



- RDX



Data is usually driven through the IT managers.

Should you wish to increase your sales on Data media visit the IT managers with the following questionaire

Questions to ask when selling Data Media.

What systems do you back up on?

What media do these systems use?

Do you prefer any particular brand?

Does price play an important role in your decision?

What quantity do you use?



# **MEDIA**

HP papers are designed with the environment in mind. We source our papers from suppliers that use pulp from renewable forests which are managed responsibly and certified by an independent third-party certification body, such as the Forest Stewardship Council (FSC\*), the Programme for the Endorsement of Forest Certification (PEFC), or the Sustainable Forestry Initiative, Inc. (SFI\*). Look for the forestry certification logo on packaging.

### **HP Inkjet Printer Media**

HP's coated inkjet papers are engineered with swellable or porous coatings that provide the highest quality document reproduction. When you print using HP inks and paper, you get documents that deliver a professional look and feel.

### **HP Laser Printer Media**

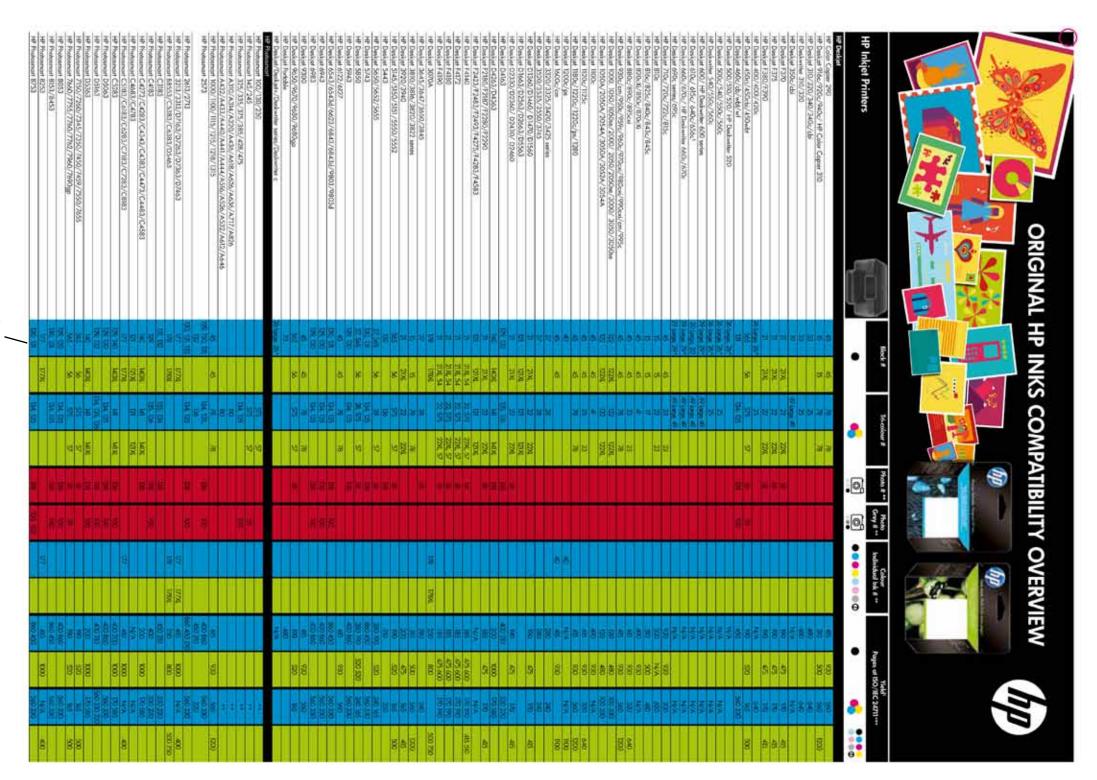
Choosing the right laser paper for different uses makes good sense. It allows you to be economical on your everyday jobs and to highlight your communication to important ones. HP laser papers are engineered to have a super smooth texture and in some cases a special coating for when you want our images to all but leap off the page.

### **HP Photo Paper**

HP's easy to use photo papers resist fading are quick drying and smudge proof and their thickness and weight provide a superior look and feel. With a variety of sizes to choose from, you can get photo quality prints for any projects.







HP Officetet Pilo (7480/17580/17590/17680/17780) HP Officetet 145/h65/r45/r65	HF Officeget DX/350x HF Officeget Pro 1150x HF Officeget Pro 170x/ 1175x HF Officeget Pro 8000/18500 series/ 8500A/ 8500A Flus HF Officeget Pro KS50/KS400/K8400 HF Officeget Pro KS50 series	HP Officejet ISSRS/Ju413 HP Officejet ISSRS/Ju413 HP Officejet ISSRS/Ju413	#P Officept (\$55/g85/g95/V60/A8U  #P Officept H470/b/viets  #P Officept 15800  #P Officept 15800/14650	HP Officeje 6/15  HP Officeje 6/30A Plas. HP Officeje 6/30A Plas. HP Officeje 6/30A Plas. HP Officeje 7/10/7/30/7/403 HP Officeje 7/10/7/30/7/403 HP Officeje 7/10/7/30/7/403	HP Officeard 4500 C550 o/Q/n HP Officeard 5500 (400/400) HP Officeard 5500/4500/450/460 HP Officeard 5500/4500/5500/5605 HP Officeard 5500/5500/5500/5605 HP Officeard 5500/5500/75000 teamers HP Officeard 5500/5500/7000 teamers	HP Officiale 4105/710/725 HP Officiale 4105/4110 HP Officiale 4105/415/4219/4250/4255/6110 HP Officiale 4105/4159	HP Draineas Skjet 1000 serios/1100 series/1200 series HP Draineas skjet 1200 series / 2300 series HP Draineas skjet 2800 series HP Draineas skjet 2800 series HP Draineas skjet 2800 series	HP Color ishjet CP 100 / HP Othoque D1259/D 135/145/1559 HP Color ishjet CP 1700 saviet/ HP Surness IAkad 5000 saviet HP Copylar (M: HP Digital Copier 410	HP CONCERN CORP Printer series HP 2500L/cn Color Printer series HP 2500L/cn cores series	HP Tax 300/900 series HP Tax 3180 HP Tax 3180	H= 15C 2005/2100/2110/2115/2171/2175/2176/2210 H= 15C 2205/2 H= 15C 2407/2510	## 95C 101/103/1035 ## 95C 103/103/1035 ## 95C 103/103/1035 ## 95C 103/103/1035	He PSC 100/1200 webs/1205 He PSC 1700/1213-1215/1217/1219 He PSC 1310	HP Photomore Wireless 1109g3, 5109s 6110 d/e HP Photomore AND 5510/5515/6510 HP Photomore AND 7510 HP Enry 110 aAO	Fir Produment No SMNU (1883)  HE Photomost Ph. B 200b, 810b;  HE Photomost Ph. B 200b, 820b;  HE Photomost Premium C300b, C300b;  HE Photomost Premium C300b, C300b;	HP Physicianical Plus 88353. Bill Physicianical Plus 88353.
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<sup>\*</sup> These HP print cortridges one only molitible in France, Indiand and the UK.

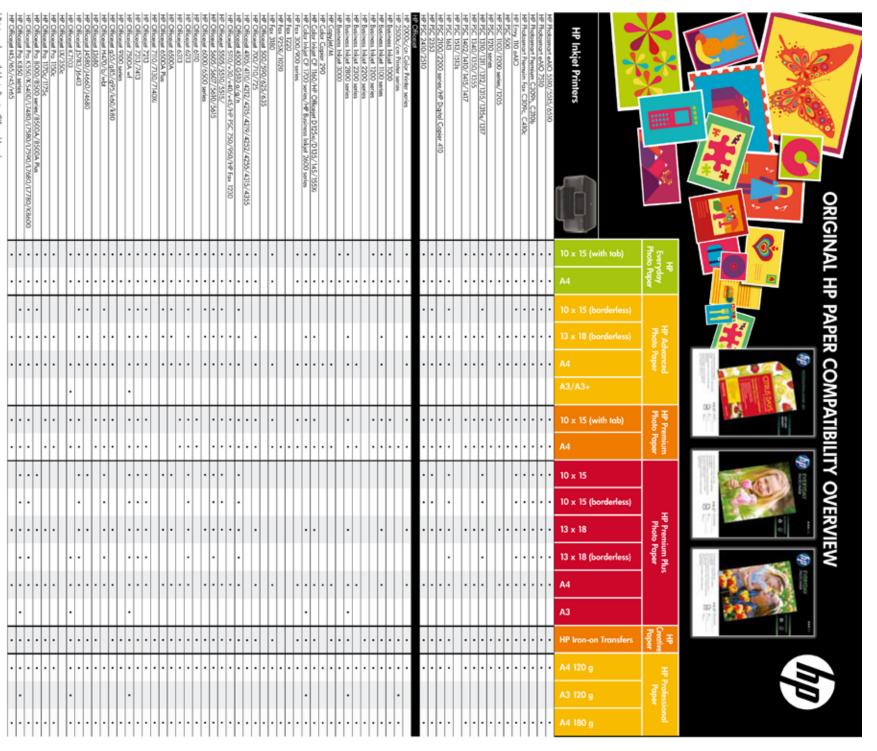
\*\* These HP print cortridges one only molitible in Russin, Kasachstan, Uhraine, Belanes, Egypt, Mondolo, in eat compasticle with CBBOss.

\*\* PRINT ST In Cardinalization are marily for reside in photo charrents.

\*\* Printer only conditible in Russin, CIS and based.

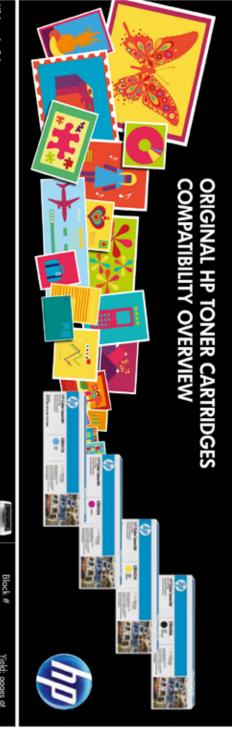
\*\* Chick-SHE gloogs yield: 5501 is replacing CB371HE (page yield: SD0) as of Dec. 1, 2010.



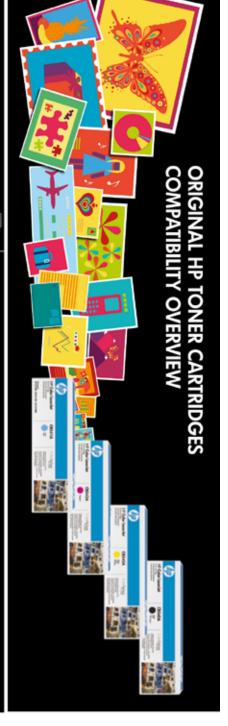


available in Russia, CIS and Israel

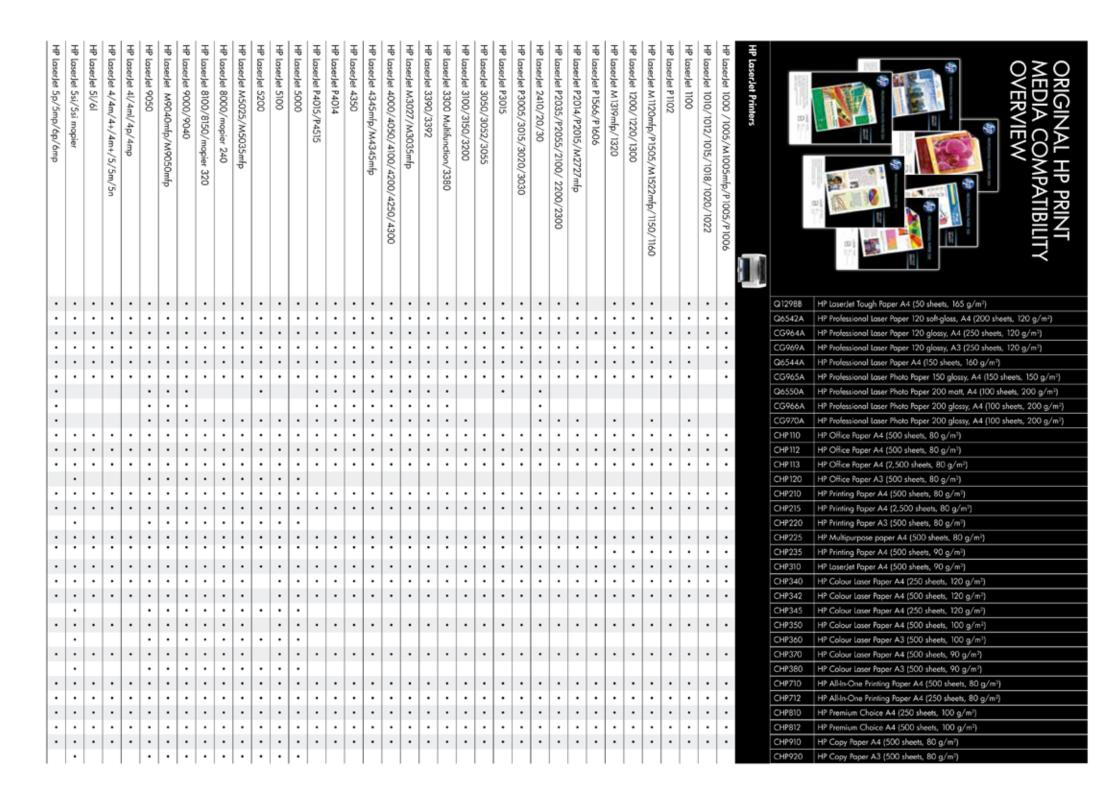
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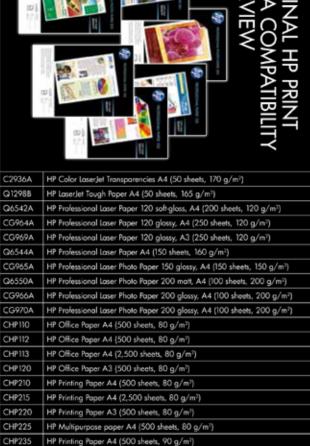


HP Laser let Printers	Black #	Yield: pages at
	•	180/IEC 19/32*
HP (cocylet 1000/1005	C7115A	2 500
HP LaserJet M1005 MFP/M1319f MFP/M3027/M3035 MFP	Q2612A	2,000
HP LaserJet P1005/P1006	CB435A	1,500
HP LaserJet 1010/1012/1015/1018/1020/1022	Q2612A	2,000
HP LaserJet 1100	C4092A	2,500
HP LaserJet P1102	CE285A	1,600
HP LaserJet M1120 MFP	CB436A	2,000
HP LaserJet 1150	Q2624A	2,500
HP LaserJet 1160	Q5949A	2,500
HP LaserJet 1200/1220	C7115A	2,500
HP LaserJet 1300	Q2613A	2,500
HP LoserJet 1320	Q5949A	2,500
HP LaserJet P1566/P1606	CE278A	2,100
HP LaserJet P1505/M1522 MFP	CB436A	2,000
HP LaserJet P2014/P2015	Q7553A	3,000
HP LaserJet P2035/2055	CE505A	7,000
HP LaserJet 2100/2200	C4096A	5,000
HP LaserJet 2300	Q2610A	6,000
HP LaserJet 2410/2420/2430	Q6511A	6,000
HP Locales P2006	07551 A	3,000
HP LaserJet P3015	CE255A	6,000
HP LaserJet 3015/3020/3030	Q2612A	2,000
HP LaserJet M3027/M3035 MFP	Q7551A	6,500
HP LaserJet 3100/3150	C3906A	2,500
HP LaserJet 3200	C4092A	2,500
HP LaserJet 3300 MFP/3380	C7115A	2,500
HP LaserJet 3390/3392	Q5949A	2,500
HP LaserJet 4000/4050	C4127A	6,000
HP LaserJet 4100	C8061A	6,000
HP LaserJet 4200	Q1338A	12,000
HP LaserJet 4250/4350	Q5942A	10,000
HP LaserJet 4300	Q1339A	18,000
HP LaserJet 4345mfp/M4345mfp	Q5945A	18,000
HP LaserJet P4014/P4015/P4515	CC364A	10,000
HP LaserJet 5000/ 5100	C4129X	10,000
HP LaserJet 5200	Q7516A	12,000
HP LaserJet M5025/M5035mfp	Q7570A	15,000
HP LaserJet 8000/mopier 240	C3909A	15,000
HP LaserJet 8100/8150/mopier 320	C4182X	20,000
HP LaserJet 9000/9040/9050/ M9040mfp/M9050mfp	C8543X	30,000
HP LaserJet 4I/4mI/4p/4mp	92274A	3,350
HP LaserJet 4/4m/4+/4m+/5/5m/5n	92298A	6,800
HP LaserJet 5si/5si mopier	C3909A	15,000
HP LaserJet 5p/5mp/6p/6mp	C3903A	4,000



HP Color Joseph Printers	Rlock #	Cwan #	Yellow #	Mooanto #	Imagina Daim #	Yield: pages at
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HP LaserJet Enterprise CM4540 color MFP	CE264A	CF031A	CF032A	CF033A	n.a	see cartridge no.
HP LaserJet Pro CP1025	CE310A (1,200)	CE311A (1,000)	CE312A (1,000)	CE313A (1,000)	CE314A (14,000 black/7,000 color)	see cartridge no.
HP LaserJet Pro CP1525/CM1415	CE320A (2,000)	CE321A (1,300)	CE322A (1,300)	CE323A (1,300)	n.a	see cartridge no.
HP Color laserJet CM1015 MFP/CM1017 MFP	Q6000A (2,500)*	Q6001A (2,000)*	06002A (2,000)*	Q6003A (2,000)*	n.o.	see cartridge no.
HP Color LaserJet CP1215/CP1312 MFP series/CP1515/CP1518	CB540A (2,200)**	CB541A (1,400)**	CB542A (1,400)**	CB543A (1,400)**	n.a.	see cartridge no.
HP Color LaserJet 1500/2500	C9700A (5,000)*	C9701A (4,000)*	C9702A (4,000)*	C9703A (4,000)*	C9704A (20,000 black/5,000 color)	see cartridge no.
HP Color LaserJet 1600/2600n/2605	Q6000A (2,500)*	Q6001A (2,000)*	Q6002A (2,000)*	Q6003A (2,000)*	n.o.	see cartridge no.
HP Color LaserJet CP2025/CM2320 MFP	CC530A (3,500)**	CC531A (2,800)**	CC532A (2,800)**	CC533A (2,800)**	n.o.	see cartridge no.
HP Color LaserJet 2550/2820aio/2840aio	Q3960A (5,000)*	Q3960A Q3971A (2,000)*	Q3962A Q3972A (2,000)*	Q3963A Q3973A (2,000)*	Q3964A (20,000 black/5,000 color)	see cartridge no.
HP Color LaserJet 2700	Q7560A (6,500)*	Q7561A (3,500)*	Q7562A (3,500)*	Q7563A (3,500)*	n.o.	see cartridge no.
HP Color LaserJet 3000	G7560A (6,500)*	(3,500)*	Q7562A (3,500)*	G7563A (3,500)*	Q3964A (20,000 black/5,000 color)	see cartridge no.
HP Color LaserJet 3500/3550	G2670A (6,000)	G2671A (4,000)	G2672A (4,000)	Q2673A (4,000)	n.a.	see cartridge no.
HP Color LaserJet CP3505	Q6470A (6,000)	Q7581A (6,000)	Q7582A (6,000)	(6,000)	n.o.	see cartridge no.
HP Color LaserJet CP3525/CM3530 mlp	CE250A (5,000)	CE251A (7,000)	CE252A (7,000)	CE253A (7,000)	n.a.	see cartridge no.
HP Color LaserJet 3600	G6470A (6,000)	Q6471A (4,000)	Q6472A (4,000)	G6473A (4,000)	n.a.	see cartridge no.
HP Color LaserJet 3700	G2670A (6,000)	G2681A (6,000)	Q2682A (6,000)	G2683A (6,000)	n.o.	see cartridge no.
HP Color LaserJet 3800	Q6470A (6,000)	Q7581A (6,000)	Q7582A (6,000)	(6,000)	n.o.	see cartridge no.
HP Color LaserJet CP4005	CB400A (7,500)	CB401 A (7,500)	CB402A (7,500)	CB403A (7,500)	n.a.	see cartridge no.
HP Color LaserJet 4500/4550	C4191 A (9,000)	C4191 A (9,000)	C4194A (6,000)	C4193A (6,000)	C4195A (25,000 black/6,250 color)	see cartridge no.
HP Color LaserJet CP4025/CP4525	CE260A (8,500)	CE261A (11,000)	CE262A (11,000)	CE263A (11,000)	n.a.	see cartridge no.
HP Color LaserJet 4600/4650	C9720A (9,000)	C9721A (8,000)	C9722A (8,000)	C9723A (8,000)	n.a.	see cartridge no.
HP Color LaserJet 4700	Q5950A (11,000)	(000,000) A (2,000)	Q5952A (10,000)	(10,000) ASS650	n.a.	see cartridge no.
HP Color LaserJet 4730mfp/CM4730 mfp	Q6460A (12,000)	Q6461A (12,000)	Q6462A (12,000)	Q6463A (12,000)	n.a.	see cartridge no.
HP Color LaserJet CP5225	CE740A (7,000)	CE741A (7,300)	CE742A (7,300)	CE743A (7,300)	n.a.	see cartridge no.
HP Color LaserJet 5500/5550	C9730A (13,000)	C9731 A (12,000)	C9732A (12,000)	C9733A (12,000)	n.a.	see cartridge no.
HP Color LaserJet CP5525	CE270A (13,500)	CE271 A (15,000)	CE272A (15,000)	CE273A (15,000)	n.a.	see cartridge no.
HP Color Laser Jet CP6015	CB380A (16,500)	CB381A (21,000)	CB382A (21,000)	CB383A (21,000)	CB384A, CB385A CB386A, CB387A (35,000)	see cartridge no.
HP Color LaserJet CM6030mfp/CM6040mfp	CB390A (19,500)	CB381A (21,000)	CB382A (21,000)	CB383A (21,000)	CB384A, CB385A CB386A, CB387A (35,000)	see cartridge no.
HP Color laserJet 8500/8550	C4149A (17,000)	C4150A (8,500)	C4152A (8,500)	C4151A (8,500)	C4153A (50,000 black/12,500 calor)	see cartridge no.
HP Color laserJet 9500	C8550A (25,000)	C8551 A (25,000)	C8552A (25,000)	C8553A (25,000)	C8560A, C8561A C8562A, C8563A (40,000)	see cartridge no.





HP LaserJet Paper A4 (500 sheets, 90 g/m²)

HP Colour Laser Paper A4 (250 sheets, 120 g/m²) HP Colour Laser Paper A4 (500 sheets, 120 g/m²)

HP Colour Laser Paper A4 (250 sheets, 120 g/m²)

HP Colour Laser Paper A4 (500 sheets, 100 g/m²)

HP Colour Laser Paper A3 (500 sheets, 100 g/m²)

HP Colour Laser Paper A4 (500 sheets, 90 g/m²)

HP Colour Laser Paper A3 (500 sheets, 90 g/m²) HP All-In-One Printing Paper A4 (500 sheets, 80 g/m²) HP All-In-One Printing Paper A4 (250 sheets, 80 g/m²)

HP Premium Choice A4 (250 sheets, 100 g/m²)

HP Premium Choice A4 (500 sheets, 100 g/m<sup>3</sup>) HP Copy Paper A4 (500 sheets, 80 g/m²) CHP920 HP Copy Paper A3 (500 sheets, 80 g/m²)

CHP340

CHP345

CHP350

CHP360

CHP370

CHP380

CHP712

CHP812

HP Color LaserJet Printers																															
HP Color LaserJet Enterprise CM4540 MFP	٠	·				_	•	•	•	٠	•		•	٠		•	•	٠	•	•		•		·		٠	٠	•		•	
HP Color LaserJet Pro CP1025	٠													٠						٠		•		٠		٠	٠	٠	•	•	
HP Color LaserJet Pro CP1525/CM1415	•						•	•	•	•	•		•	•			•	•	•	•		•		٠		٠	•	•	•	•	
HP Color LaserJet CM1015mfp/CM1017mfp	•						•			•			•			٠				•		٠		٠		٠	٠	٠	•	•	
HP Color LaserJet CP1215/CP1515/CP1518	٠						•		•	٠	•		•	٠		٠	•	٠	•	٠		٠		٠		٠	٠	٠	٠	٠	
HP Color LaserJet CM 1312mfp	٠						•	•	•	•	•		•	٠		٠	•	•	•	٠		٠		٠		٠	٠	٠	•	•	
HP Color LaserJet 1500/2500										٠			٠	٠		٠		٠		٠		٠		٠		٠	٠	٠	٠	٠	
HP Color LaserJet 1600/2600n/2605	٠						•		•		•		•				•		•	•		٠		٠		٠	٠	•	•	•	
HP Color LaserJet CP2025/CM2320mfp	٠						•		•	•	•		•	٠			•	•	•	٠		٠		٠		٠	٠	٠	٠	•	
HP Color LaserJet 2550/2820aio/2840aio	٠						•						•	٠					•	٠		٠		٠		٠		٠	٠	٠	
HP Color LaserJet 2700	٠					_																		٠		٠	•	•	•	•	
HP Color LaserJet 3000	•					Ŀ			•				•	•			•		•	•		٠		٠		٠	٠	٠	٠	•	
HP Color loserJet 3500/CP3505	٠																									•		•		•	
HP Color laserJet CP3525	•			-																						٠	٠	•		•	
HP Color LaserJet CM3530 mfp	:	i																								·				•	
HP Color loserJet 3550	٠					_																٠		٠		٠		٠		•	
HP Color laserJet 3600	٠																									•	٠	•	٠	•	
HP Color LaserJet 3700	•																									٠		•		•	
HP Color laserJet 3800	٠	·														٠				٠		٠		٠		٠	٠	٠		٠	
HP Color LoserJet CP4005	٠					_																				•	٠	•		•	
HP Color laserJet 4500/4550	•								•								•		•							٠	•	٠		•	
HP Color LaserJet CP4525	•	·				_																·		·		·		٠			
HP Color laserJet 4600/4650	•																			٠		٠		٠		•	٠	٠			
HP Color laserJet 4700	•						•						•													•	•	•		•	
HP Color LaserJet 4730mfp/CM4730 mfp	٠										٠.						٠.	Ŀ	٠.	·				Ŀ		·		•		•	
HP Color LaserJet CP5225	٠																											•			
HP Color laserJet 5500	•						•																		•	·		•		•	
HP Color laserJet 5550	٠					_						٠				٠				٠		٠		٠	٠	٠	٠	٠		٠	
HP Color LaserJet CP6015	٠					_						٠				٠						٠		٠			٠	٠		•	
HP Color LaserJet CM6030mfp	•												•												٠	٠	•	•		٠	
HP Color LaserJet CM6040mfp	٠																					٠		٠		·		٠		•	
HP Color laserJet 8500/8550	٠					_																٠		٠	٠	٠	٠	٠	٠	٠	٠
HP Color LaserJet 9500	•								•		•		•		•				•		•		•		٠	٠	•	٠		•	٠



# HP PARTNER PROGRAMMES

### **SCRP**

### **Supplies Contract Reseller Programme**

- SCRP is a programme to enable the reseller to address the pay per use contract business by giving Resellers upfront discount pricing on Hardware and Consumables, thereby making them more competitive in the marketplace and enabling thm to capture marketshare.
- This programme encompases hardware and consumables, it is a complete solution and marketed as such. The programme can be entered into once there is guarantee placement of hardware devices and supplies together.

### **Planet Partners**

• This programme has been introduced to combat the refill market space. Once the constomers have used their cartridges, this programme enables them to collect the empty cartridges, place them safely in boxes and return them back to HP for a refund. Once they are returned to HP, they are recycled and HP then make printer parts with the recycled material and assemble the printers.

### Win Back / CSP

### **Exclusively for Compatibles**

• This programme has been introduced to combat the increased marketshare of the compatible market. When an end user is identified by the reseller, HP and the reseller negotiate an attractive offering for that end user to hinder the demand for compatible cartridges, in turn not jeopardising the warranty etc of the HP printer. The discount is given upfront and the Distributor claims the monies from HP at month end.

#### **CBDS**

### **Channel Bid Deal Supplies**

• This is the volume driven programme that is valid for 6 months with a reseller and an end user, and is utilised to secure ongoing business, remaining competitively priced, and an excellent avenue to acquire new business. It contains both Inks and Toners. Based on the contract, HP will allocate discount per line item and this in turn is passed on to the reseller. The discount is given upfront and claimed at month end by the Distributor.

#### **CSP**

### **Corpoate Supplies Programme**

This programme is done from HP direct to the reseller. An end user is identified and together the reseller and end user negotiate for the discount. This enables smaller resellers an opportunity to position themselves with end users and have an attractive offering. The Distributor sells the items to the reseller at normal price and the reseller claims the monies direct from HP.

