

# South Africa Lords Cricket Incentive



## HP Print - Lords Cricket Incentive

### Partner Incentive Overview

The HP Print - Lords Cricket Incentive ("Incentive") is an incentive for HP Resellers to reward the top achievers in the South Africa region. From 1st November 2024 to 15th April 2025, we will measure how partners maximize the ramp-up of selected HP Products. HP will measure the sellout results by partner combining \$ volume threshold and YoY growth.

### Incentive Details

This Incentive is only open for HP Amplify Power partners active in the sales of the HP Printing Portfolio. The Incentive Period to qualify for the prize is from 1st November 2024 to 15th April 2025, both inclusive. The winners will be those HP Resellers who have achieved the minimum sellout threshold (\$50,000) and the highest growth percentage of eligible HP Printing Products during the Incentive Period. HP will communicate by email a frequent leaderboard informing the participating Resellers of their positioning. The prize is a 3-night trip to the UK, including tickets to Day 1 and Day 2 of the Cricket Championship game between South Africa and Australia, also included is the cost of the UK VISA.

### What exactly is going to be measured

Minimum threshold of \$50,000 to qualify for the prize. Resellers will have to achieve a minimum sellout threshold in the sales of the HP Products below.

### 10% YoY Growth on the sales of the HP Printing Portfolio which is defined for each Partner.

The qualifying Printing Product Lines for product mix measurement are:

- **A3:** G8, GS & MC, IT
- **A4:** 8A, C5, E0, L6, MA, PQ
- **Volume Laser:** E4, 2Q, L9, LG

- **Home Printers:** 7T, DU, GC, 2N, 5M
- **Scanner:** 4x

**Sales will be validated by HP. Achievement will be measured through the regular reporting supplied to HP by authorized HP Distributors and through the data available in HP systems.**

### **Terms & Conditions**

This HP Print - Lords Cricket Incentive scheme ("Incentive" or "Incentive Scheme") is open to all HP Authorized Partners with an active HP Partner Agreement with (Buying) Reseller Authorization Addendum and holding a Power or Power CDRs on Print Hardware status in the HP Amplify Partner Program (HP Resellers or Retailers), that are active in the sales of the HP Printing Portfolio and who agreed to participate in the Incentive Scheme subject to these terms and conditions. Participants must register and accept these T&Cs on the dedicated partner portal to be communicated by email. Participation constitutes full and unconditional acceptance of these terms and conditions.

### **TIMING**

The Incentive Scheme runs from 1st November 2024 to 15th April 2025 included (the "Incentive Period").

### **PERSONAL DATA**

Any personal data which you may provide when you participate in this Incentive Scheme will be used by HP and its subcontractors for the purposes of this Incentive Scheme only. Unless expressly agreed otherwise, any personal data disclosed to HP may be used by HP in accordance with the HP Partner Agreement.

### **COMPLIANCE WITH LOCAL TAX AND LAWS**

This Incentive Scheme is a non-tax-paid program. Prizes may be considered a taxable benefit to the winners. Winners (or their employee to whom the benefit is given as the case may be) will be directly responsible for accounting for and paying to their local tax offices any tax liability and NI contributions arising on their prize. Corporate Rewards and HP will not have any National Insurance or tax liability arising from this Incentive Scheme. This Incentive Scheme shall not be construed to define participant's buying or selling prices, which participant is entirely free to determine.

### **HOW TO WIN**

In order to win and subject to the remainder of these terms and conditions, participants must be ranked one of the top resellers in the country/sub-region under this Incentive Scheme according to the formula defined above. In the event that a participant returns

participating products to HP after the Incentive Period, their value shall be deducted from the calculation of the participant's achievement. The winners will be announced by HP in writing by the last week of April 2025. Winners must then notify their HP Account Manager of the names and contact information of an employee representative to go on the top achiever's trip and confirm the identity of that employee to HP, no later than 1 week after the winners have been announced. In the event of unavailability of a nominated employee to attend the trip for any reason, HP reserves the right, at its discretion, (i) to allow the participation of another employee of the same winner, or (ii) to pass the prize to the next eligible participant, or (iii) to cancel the applicable seat on the trip. Any employee leaving a participating Reseller partner or giving their termination notice before the end of the Incentive Period will be disqualified from attendance on the top achiever's trip. HP has the right to change the trip destination, timeline or to cancel the trip in the event that there are not enough achievers, or in the event of the prizes not being available due to circumstances beyond HP's control. No cash alternative is available.

### **TOP ACHIEVERS TRIP**

The prize is a three-night stay in the UK, tickets to Day 1 and Day 2 of the Cricket Championship game between South Africa and Australia, economy class flights, accommodation, and organized events, meals, and activities for one partner representative of each of the winners. Spouses/family members/other relevant ones are not allowed to join the trip. Only 1 Ticket is available for qualifying resellers. The trip excludes: all other costs including health and luggage insurance, and spending money, which will be the winner's responsibility.

### **GENERAL**

HP reserves the right to amend, modify, cancel, or withdraw this Incentive Scheme at any time without prior notice. HP reserves the right to audit all participating organizations to ensure that the terms and conditions of the Incentive Scheme have been met and to request additional relevant information. HP reserves the right to confirm the identification of attendees. HP will request participant resellers' feedback on the success of the initiative. By agreeing to participation in the Incentive Scheme, resellers agree to supply the feedback if requested. The decisions of HP or its subcontractors in respect of any and all aspects of the initiative described herein, including in the unlikely event of any dispute, will be final and binding. HP cannot guarantee the performance of any third party and to the extent permitted by law shall not be liable for any act or default by a third party. Participants in this Incentive Scheme agree that HP will have no liability whatsoever for any injuries, losses, costs, damage, or disappointment of any kind resulting in whole or in part, directly or indirectly from acceptance, misuse, or use of a prize, or from participation in this Incentive Scheme except that nothing in this clause shall limit HP's liability in respect of death or personal

injury arising out of its own negligence or arising out of fraud. These Terms and Conditions are governed by the laws of Switzerland. All other terms of the HP Partner agreement remain applicable. This incentive is limited to your Territory, as defined in your HP Partner agreement. Promoter is HP Europe B.V., Amsterdam, Meyrin Branch, with offices at 150, Route du Nant d'Avril, 1217 Meyrin, Geneva, Switzerland ("HP").