



SCORE *Program Benefits*

What's it all about?

There's never enough time to learn about everything but there's always enough time to learn the right things on your way to greater success.

That's what the SCORE program is all about – learning more gives you more chances of earning MONEY, right away. Participation in the SCORE community will also get you ready for the larger goal of HP Technology Services sales certification.

How does it work?

HP Technology Services (TS) has defined seven competency categories which cover the primary areas of opportunity for attaching HP Technology Services to HP enterprise products. In each of these categories, we have identified training and testing materials that will prepare you to work smarter, not harder, attaching HP-branded services to your HP hardware opportunities.

Upon the completion of the training and testing materials associated with each defined competency category, you will receive a SCOREcard every month that tallies where you stand (SCORE competency points, from zero to one hundred, are awarded based on your percentage of correct answers on each associated exam) against these various focus areas.

As you work to improve your knowledge regarding HP Technology Services, you have the ongoing opportunity to gain a higher ranking. The higher your SCORE, the more chances you have to win MONEY in a drawing held quarterly.

You can also build SCORE points by submitting valid claims to the "HP \$core with Services SPIF" on SPIF Central (you gain one SCORE point for each \$100 of SPIF cash awarded).

What's in it for me?

How much money? There will be 3 grand prizes of \$1000 awarded every quarter. If 100 Reseller reps are participating in SCORE and the total points awarded at the time of the first drawing is 40,000 (an average of 400 SCORE points per rep), then your chances of winning \$1,000 could be a little better, or a little worse, than 1 in 33 (based on how far above or below 400 the point value on your SCORECard is).

So you get a chance at earning money in the short-term and you get the chance of earning money as your HP Technology Services business volume increases over time. Moreover, HP Technology Services is planning to tie enrollment in SCORE to the larger goal of partner sales rep services sales certification.

How can I participate?

To participate, please contact your HP Services Sales Specialist directly via phone or e-mail.

SCORE

Services Can Optimize
Reseller Earnings
(SCORE).

Knowledge is power and HP
services sales knowledge can
help you SCORE.