



HP Services and Support for HP PageWide XL series Channel Partners

Grow your business with confidence



Highlights

- HP Start Right Package
- Two free support training seats
- Additional support trainings
- Channel Spare Parts Kits
- Channel Parts Contracts
- Maintenance Kits
- Dedicated HP Channel Service Manager
- Access to HP PageWide XL experts
- Technical knowledge base
- Priority spare parts shipping

HP Services and Support provide the comprehensive backing you need to enter the color production market with HP, build your profitable service business and deliver outstanding support to your HP PageWide XL series customers. Boost your market edge with predictable costs, simplified processes, and direct access to HP expert knowledge.

Start smart with HP

With the HP Start Right Package, you can market your new service offerings and support your customers, right from day one. The kit includes:

- Two complimentary support training slots for your field service engineers
- Start right kits targeted to cover up to 70% of parts replacement
- Enrollment in focused HP Channel Support Program

Secure your profits

PageWide XL makes it easy to manage your service business.

- All in Parts contract provides repair parts and maintenance kits at a fixed monthly cost
- Predictable service with Maintenance Kits to ensure customer's uninterrupted production

Rely confidently on HP

Get the support you need to grow your business:

- Dedicated HP Competency Center factory trained engineers
- Direct access to HP PageWide XL series technical experts, and to comprehensive technical knowledge and assets
- Dedicated program for continuous support performance evaluation and improvement


HP PageWide XL series services portfolio for Channel partners

Why choose HP for services?

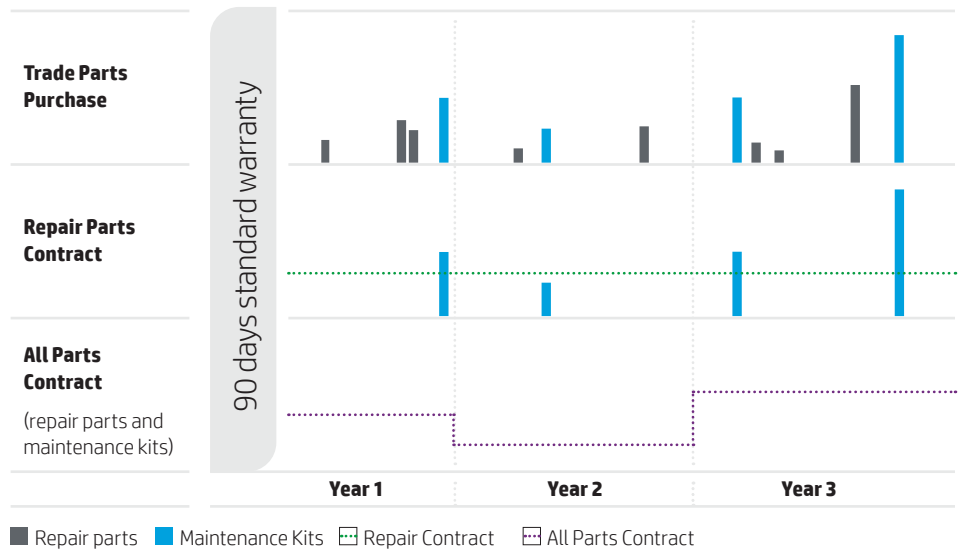
Complete solutions. With an unrivaled portfolio of products, services, and end-to-end solutions, HP can work with you to identify and address you and your customers' specific needs today and into the future.

Expertise. HP is recognized as the number one global leader in imaging and printing. Access to HP R&D engineers and massive knowledge base of experience that makes HP the ideal partner to assist you in elevating your customers' printing and imaging

Financial strength. HP has the resources to provide financing and procurement options that are right for your customers.

Partner services	Description
Training and Support 	HP provides you with comprehensive PageWide XL training and support. HP's Competency Center delivers high level technical support and in-depth training that will enable you to efficiently install, and maintain PageWide XL products.
HP Start Right Kit 	The HP Start Right kit provides you with training and parts that will enable you to meet your customer's critical service requirements including same day on-site response.
Maintenance Kits 	PageWide XL maintenance kits allows you to deliver predicable service to your customer. When the PageWide XL requires maintenance an alert will be displayed. The PageWide XL continues to printer when a maintenance alert occurs. Maintenance alerts allows you the scheduling flexibly that will maximize your customer's up time and scheduling flexibility for your service business.
All in Parts contracts 	HP's All in Parts contract keeps your service costs predictable. All in Parts provides repair parts and PM kits at a fixed monthly cost. The All in Parts contract program allows you to plan your PageWide XL service business based on consistent costs.
Parts Delivery 	All PageWide XL parts are available from HP's Global Channel Services Network (GCSN). This extensive network provides next business shipment in most geographies.


Example of parts cost impact on Channel Partners' business in 3 years



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