



Help Me Choose an HP DesignJet or HP PageWide XL Device Questionnaire

for Customers Who Currently Own Large Format Printers

Provide this information to your HP Large Format Partner Business Manager or HP Large Format Printing Specialist. This information is vital to helping your customer make the correct buying decision.

- What make(s) and model(s) wide format printer/scanner(s)/MFP(s) do you own?
- Do you own or lease the device(s)?
- If you purchase a new HP DesignJet, HP PageWide XL printer/Scanner/MFP, do you prefer to purchase, lease, or pay as managed print services?
- What are the main software applications that you will use to create files for printing (i.e. Autodesk, Adobe PDF, Solidworks, esri, Corel, etc.)?
- How many prints do you produce, or are you anticipating to produce per week?
- What size prints do you produce (C, D, E or custom)?
- How much of your large format printing is color?
- How much of your large format printing is monochrome?
- Do you print heavily during certain times? If so, how much do you print and how quickly do you need these documents produced?
- Do you outsource any of your large format printing?
- What types of documents do you outsource (i.e. banners, imagery, laminated prints, foam core mounts)?
- How often do you outsource?
- Estimated cost of outsourcing large format prints?
- How many users will need to access the device(s)?
- What types of media do you want to print on? (i.e. bond paper, photo paper, vinyl, vellum, Tyvek, etc.)
- Do you require finishing options (i.e. cutters, folders, stackers, laminators)?
- Do you scan large format documents?
- If so, how many per week?
- Do you scan in-house or outsource?
- What types of documents do you scan?
- How will users connect to the DesignJet? (USB Cable, Network, Wireless)
- What Operating System(s) (OS) do you run? (Windows XP, Vista, 7, 8, 10, Mac)
- Does your IT environment require any additional security such as CAC cards, Secure Disk Erase, Disk Encryption, etc.?
- Will you require training on how to use the printer/scanner/MFP? Please describe what type of training is expected.
- Will you require special services such as 24/7 monitoring for uptime?



Help Me Choose an HP DesignJet or HP PageWide XL Device Questionnaire

for Customers Who DO NOT Own Large Format Printers

Provide this information to your HP Large Format Partner Business Manager or HP Large Format Printing Specialist. This information is vital to helping your customer make the correct buying decision.

- How many prints do you outsource per week?
- What sizes are the prints?
- On average how much do you pay per month for this service?
- Do you outsource any large format scanning? (If yes, how many per week)
- What types of material(s) does your print service provider print on? (i.e. Bond, Coated, Photo Paper, Tyvek, Vinyl)
- If you purchase a new HP DesignJet, HP PageWide XL printer/Scanner/MFP, do you prefer to purchase, lease, or pay as managed print services?
- What are the main software applications that you will use to create files for printing (i.e. Autodesk, Adobe PDF, Solidworks, esri, Corel, etc.)?
- What other types of prints would you like to be able to produce in-house?
- Do you print heavily during certain times? If so, how much do you print and how quickly do you need these documents produced?
- Do you require finishing options (i.e. cutters, folders, stackers, laminators)?
- How many users will need to access the device(s)?
- How will users connect to the DesignJet? (USB Cable, Network, Wireless)
- What Operating System(s) (OS) do you run? (Windows XP, Vista, 7, 8, 10, Mac)
- Does your IT environment require any additional security such as CAC cards, Secure Disk Erase, Disk Encryption, etc.?
- Will you require training on how to use the printer/scanner/MFP? Please describe what type of training is expected.
- Will you require special services such as 24/7 monitoring for uptime?



HP DesignJet & PageWide XL Quick Resource Guide

Low Volume Technical	HP DesignJet T120 CQ891A#B1K	HP DesignJet T520 24" - CQ890A#B1K 24" - CQ890A#BCB (GSA TAA) 36" - CQ893A#B1K 36" - CQ893A#BCB (GSA TAA)	HP DesignJet T730 F9A29A#B1K F9A29A#BCB (GSA TAA) T5D66A#B1K w/rugged case	HP DesignJet T830MFP F9A30A#B1K F9A30A#BCB (GSA TAA) T5D67A#B1K w/ rugged case	HP DesignJet T790 PS CR648A#B1K CR648B#BCB (GSA TAA)	HP DesignJet T795 CR649C#B1K	
Med Volume Technical	HP DesignJet T930 L2Y21A#B1K L2Y22A#B1K w/ PS L2Y22B#BCB w/ PS (GSA TAA)	HP DesignJet T1530 PS L2Y24A#B1K L2Y24B#BCB (GSA TAA)	HP DesignJet T1300 PS CR652A#B1K CR652B#BCB (GSA TAA)	HP DesignJet Z5200PS CQ113A#B1K CQ113A#BCB (GSA TAA)	HP DesignJet Z5400 PS E1L21A#B1K E1L21B#BCB (GSA TAA)	HP DesignJet T7200 F2L46A#B1K F2L46B#BCB GSA TAA	HP DesignJet Z6200 CQ109A#B1K CQ109B#BCB (GSA TAA)
Med Volume Technical MFP	HP DesignJet T2530 MFP L2Y25A#B1K L2Y26A#B1K w/ PS L2Y26B#BCB w/ PS (GSA TAA)	HP DesignJet T3500 MFP B9E24B#B1K - 3 Yr. B9E24B#BCB (GSA TAA)	HP DesignJet T1300 PS SD Pro MFP L3S81A#B1K	HP DesignJet Z5400 PS HD Pro MFP L3S82A#B1K L3S82B#BCB (GSA TAA)	HP DesignJet SD Pro Scanner G6H50B#B1K (GSA TAA)	HP DesignJet HD Pro Scanner G6H51B#B1K (GSA TAA)	
Low - Med Volume Graphics	HP DesignJet Z2600 PS Q6675D#B1K	HP DesignJet Z3200 PS 24" - Q6720B#B1K 24" - Q6720B#BCB (GSA TAA) 44" - Q6721B#B1K 44" - Q6721B#BCB (GSA TAA)	HP DesignJet Z5200PS CQ113A#B1K CQ113A#BCB (GSA TAA)	HP DesignJet Z5400 PS HP DesignJet Z5600 PS E1L21A#B1K E1L21B#BCB (GSA TAA) T0B51A#B1K	HP DesignJet Z6200 CQ109A#B1K CQ109B#BCB (GSA TAA)	HP DesignJet Z6600 F2S71A#B1K	HP DesignJet Z6800 F2S72A#B1K F2S72B#BCB (GSA TAA)
Production Technical Printers & MFP	HP PageWide XL 4500 CZ313B#BCB (GSA TAA) - 3 Yr. CZ313C#B1K - 3 Yr.	HP PageWide XL 4500 MFP CZ312B#BCB (GSA TAA) - 3 Yr CZ312C#B1K - 3 Yr.					

Questions to ask potential customers (Get answers to these questions before you ask for guidance from the DesignJet specialist)

- Do you currently have a wide format printer (If yes, what make and model.) ?
- What are the main software applications that you will print from (i.e. Autodesk, Adobe PDF, Solidworks, esri, Corel, etc.)?
- How many prints do you produce or are you anticipating to produce per week (You may also get this answer in square feet printed)?
- What is the largest size print you will need to produce?
- How many users will need to print?
- Do they require finishing options (i.e. cutters, folders, stackers, laminators)?
- Do you scan large format documents? If so, how many per week? Do you need color scanning? What types of documents do you scan?
- How will users connect to the DesignJet? (USB Cable, Network, Wireless)
- What Operating System(s) (OS) do you run? (Windows XP, Vista, 7, 8, Mac)
- Does your IT environment require any additional security such as CAC cards, Secure Disk Erase, Disk Encryption, etc.?
- Will you require user training?
- Will you require special services such as 24/7 monitoring for uptime?

Pre-Sales Support
 Order print samples for your customers at
 All Things DesignJet
 All Things PageWide XL
 HP Partner Portal
 Toll Free Reseller Support

(800) 334-5144
<http://www.hp.com/go/lfprintsamples>
www.hp.com/go/DesignJet
www.hp.com/go/pagewidexl
www.hp.com/go/partners/us
 (800) 544-9976 (Must have outlet ID #)

GSA Trade Complaint
 Encrypted Hard Drive
 API NetGard CAC
 Adobe PostScript 3 On-Board
 Add Adobe PostScript 3 (Option)

Help me choose the correct HP DesignJet Model



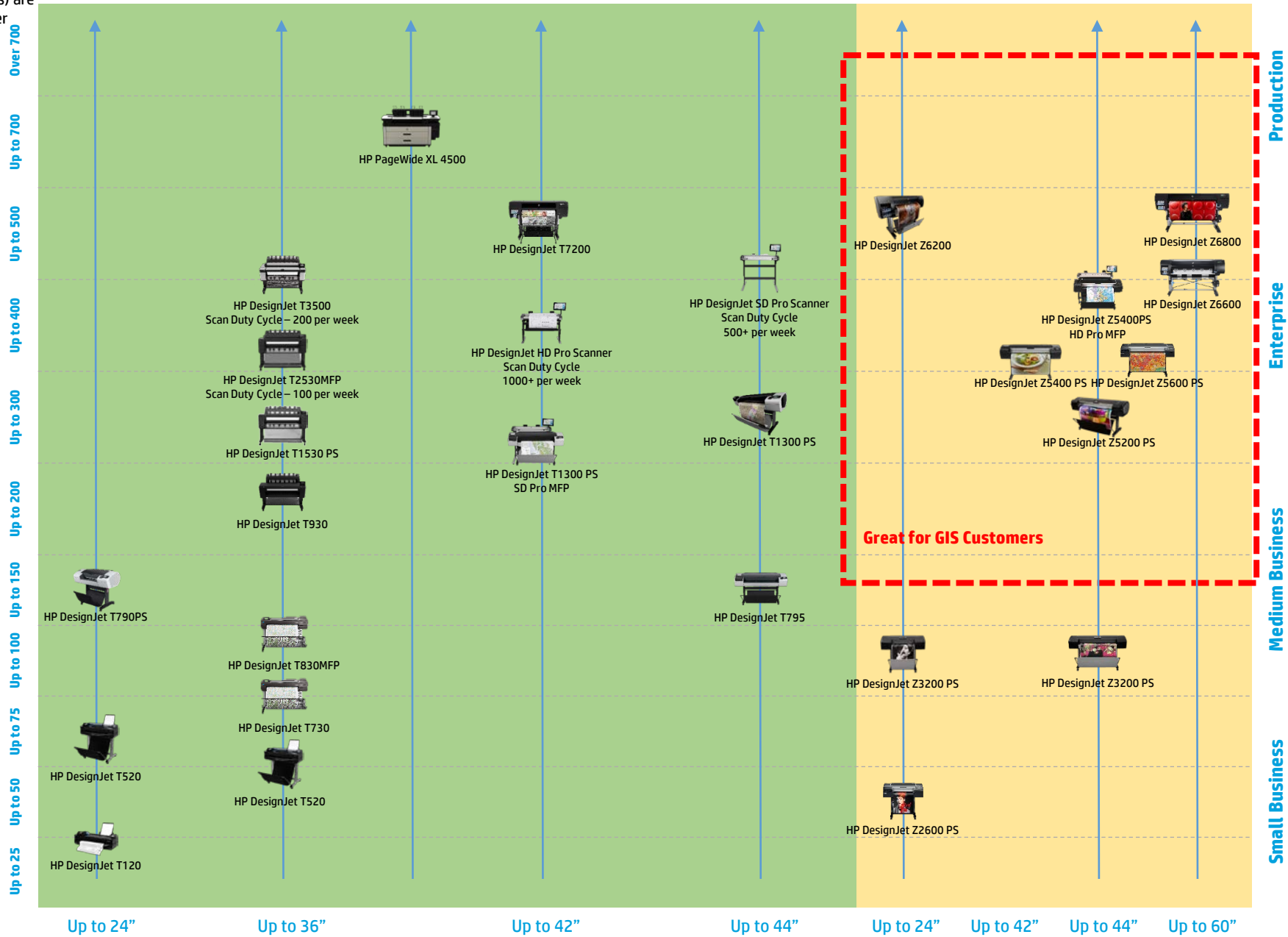
Software Applications Used: esri, Autodesk, Bentley, Solidworks, Intergraph, Siemens, Microsoft Excel, Project, PowerPoint
Customer Segments: AEC, CAD, Manufacturing, GIS, Oil and Gas, Utilities, Office Posters, Print Service Providers, Copy Shops

Software Applications Used: Adobe, Corel,
Customer Segments: Digital Graphics, Photography, Print Service Providers, Copy Shops, Retail, Education

1 – What application(s) are the customer using?

2 – How many prints per week (A print is D-sized 24" x 36")

3 – What is the max print width they want to produce?





HP DesignJet Pre-Sales/Pre-Delivery Checklist – Provide this to your customer

Things to consider when you are buying an HP DesignJet Printer

- Did you purchase the PostScript® version or PostScript® upgrade for your printer?** *If not, you should consider this. Many software programs create files that are best printed using the HP PostScript® driver.*
- Does your IT department require extra levels of security such as encrypted hard drives, secure file erase or Common Access Card (CAC) readers?** Currently the only two HP DesignJet printers that support API NetGard are the HP DesignJet T2530 MFP or the T3500 MFP. Most HP DesignJet printers have secure disk and file erase as well as encrypted hard drives. Ask your sales representative for a list of HP DesignJets that have these features.
- Did you order paper?** *The printer does not ship with paper. If you have an existing large format printer and you have paper, please make sure that paper is compatible with your new printer. Ask your sales representative for details.*
- Did you order an extended warranty?** *Your HP DesignJet has a warranty. Extended warranties are available that are affordably priced. Buying a service contract after the warranty expires is more expensive. Ask your sales representative for details.*
- If you are buying an HP DesignJet printer in the United States and plan on deploying that printer into another country, please note that the warranty may not carry over to that other country. Please ask your sales representative about cross-border service and warranty contracts.**
- Did you order an extra set of ink?** *It is recommended to have only one set of extra inks on hand.*
- If you work for a US Federal Government Agency please make sure to order the trade compliant HP DesignJet Printer model. HP has made a tremendous effort to ensure that trade compliant printers are available to meet U.S.C. §§ 2511-2518. Ask your sales representative for details.**

Delivery, Installation and Training

- Do you have a loading dock?** *If not, you will need to ensure that the delivery company uses a truck with a lift gate. Consult with your sales representative about delivery options.*
- Do you need indoor delivery to a specified location versus a general receiving area?** *If so, consult with your sales representative about special delivery options.*
- Is your elevator large enough to hold the printer, either in its original packing material or assembled (refer to the product charts below for printer dimension and weight details)?** *If not, it may be necessary to bring the printer to its destination unassembled. In most cases this will require at least two people. Please inform your sales representative so that they can advise about special delivery options.*
- Make sure that you have a live network connection, LAN cable and a power strip with a surge protector in place prior to installation.
- It is recommended that you purchase professional installation. This service is orderable through your Partner. If you choose to assemble the HP DesignJet yourself, allow for at least two hours and make sure to follow the step-by-step instructions carefully. Product training is not included in this service. The installer will only provide a basic product orientation.**
- Product training is not included with the purchase of any DesignJet, nor is it included in the installation.** If you require product training there are two options:

1. There are numerous training videos available on YouTube. This is a great resource. In addition the user manual has all the information you will need.
2. You can purchase professional product training through various HP DesignJet Specialty Partners throughout the United States. Ask your sales representative for more information about this option. Please note that the HP DesignJet Specialty Partner you purchase the training from may be different that the HP Partner you buy the DesignJet from.



HP DesignJet T120
24 in Printer



HP DesignJet T520
24 in Printer/36 in Printer



HP DesignJet T830 MFP
36 in MFP



HP DesignJet T730
36 in Printer



HP DesignJet T790
24 in Printer



HP DesignJet T795
44 in Printer

Printer Dimensions	38.9 x 20.9 x 11.2 in	38.9 x 20.9 x 36.7 in (24) 50.9 x 20.9 x 36.7 in (36)	55.2 x 24.8 x 45.5 in	55.2 x 23 x 45.5 in	49.7 x 27.6 x 41.3 in	69.7 x 27.6 x 41.3 in
Shipping Dimensions	44.9 x 24.4 x 16.3 in	44.2 x 22.7 x 24.6 in (24) 56 x 22.7 x 24.6 in (36)	62.5 x 22.6 x 25.4 in	62.5 x 22.6 x 25.4 in	56.7 x 30.2 x 30.3 in	76 x 30.2 x 30.3 in
Printer Weight	57 lbs.	75 lbs.. (24) 87 lbs. (36)	137.8 lbs.	105.8 lbs.	132 lbs.	180 lbs.
Shipping Weight	61 lbs.	110 lbs. (24) 137 lbs. (36)	187.4 lbs.	154.3 lbs.	170 lbs.	227 lbs.
HP SKU	CQ891A#B1K	CQ890A#B1K/CQ893A#B1K CQ890A#BCB/CQ893A#BCB	F9A30A#B1K T5D67A#B1K F9A30B#BCB	F9A29A#B1K F9A29B#BCB	CR648A#B1K CR648B#BCB	CR649C#B1K



HP DesignJet T1300 PS
44 in Printer

Printer Dimensions	69.7 x 28.4 x 41.3 in
Shipping Dimensions	76 x 30.2 x 30.3 in
Printer Weight	189 lbs.
Shipping Weight	253 lbs.
HP SKU	CR652A#B1K CR652B#BCB



HP DesignJet T930
36 in Printer

Printer Dimensions	55.1 x 27.3 x 37.4 in
Shipping Dimensions	59.1 x 29.9 x 30.5 in
Printer Weight	192 lbs.
Shipping Weight	248 lbs.
HP SKU	L2Y21A#B1K L2Y22A#B1K L2Y22B#BCB



HP DesignJet T11530 PS
36 in Printer

Printer Dimensions	55.1 x 27.3 x 37.4 in
Shipping Dimensions	59.1 x 29.9 x 30.5 in
Printer Weight	194 lbs.
Shipping Weight	257 lbs.
HP SKU	L2Y24A#B1K L2Y24B#BCB



HP DesignJet T2530 MFP
36 in MFP

Printer Dimensions	55.1 x 36.1 x 43.7 in
Shipping Dimensions	59.1 x 29.9 x 32.5 in
Printer Weight	245 lbs.
Shipping Weight	303 lbs.
HP SKU	L2Y25A#B1K L2Y26A#B1K L2Y26B#BCB



HP DesignJet T3500 MFP
36 in Production MFP

Printer Dimensions	55.1 x 30.9 x 43.7 in
Shipping Dimensions	59.1 x 30.7 x 31.7 in
Printer Weight	251 lbs.
Shipping Weight	311 lbs.
HP SKU	B9E24A#B1K B9E24B#B1K B9E24B#BCB



HP DesignJet T7200
42 in Production Printer

Printer Dimensions	77.7 x 27.6 x 54.1 in
Shipping Dimensions	87.9 x 30 x 50 in
Printer Weight	412 lbs.
Shipping Weight	496 lbs.
HP SKU	F2L46A#B1K F2L46A#BCB



HP DesignJet HD Pro
42 in Scanner

Printer/Scanner Dimensions	52 x 28 x 54 in
Shipping Dimensions	59 x 27 x 28 in
Printer Weight	132 lbs.
Shipping Weight	198 lbs.
HP SKU	G6H51A



HP DesignJet SD Pro
44 in Scanner

Printer/Scanner Dimensions	37 x 58 x 65 in
Shipping Dimensions	59 x 27 x 28 in
Printer Weight	132 lbs.
Shipping Weight	187 lbs.
HP SKU	G6H50A



HP DesignJet Z2600 PS
24 in Printer

Printer Dimensions	49.6 x 27.2 x 41.3 in
Shipping Dimensions	56.8 x 30.3 x 29.5 in
Printer Weight	137 lbs.
Shipping Weight	202 lbs.
HP SKU	T0B52A#B1K



HP DesignJet Z3200 PS
24 in Printer

Printer Dimensions	49.7 x 27.2 x 41.2 in
Shipping Dimensions	57.8 x 30.7 x 29.1 in
Printer Weight	143 lbs.
Shipping Weight	225 lbs.
HP SKU	Q6720B#B1K Q6720B#BCB



HP DesignJet Z3200 PS
44 in Printer

Printer Dimensions	69.7 x 27.2 x 41.2 in
Shipping Dimensions	77.3 x 30.7 x 30.7 in
Printer Weight	189 lbs.
Shipping Weight	271 lbs.
HP SKU	Q6721B#B1K Q6721B#BCB



HP DesignJet Z5200 PS
44 in Printer

Printer Dimensions	69.7 x 27.2 x 41.2 in
Shipping Dimensions	76 x 30.2 x 30.3 in
Printer Weight	189 lbs.
Shipping Weight	271 lbs.
HP SKU	CQ113A#B1K CQ113A#BCB



HP DesignJet Z5400 PS
44 in Printer

Printer Dimensions	69.7 x 28.4 x 41.3 in
Shipping Dimensions	76 x 30.2 x 30.3 in
Printer Weight	189 lbs.
Shipping Weight	253 lbs.
HP SKU	E1L21A#B1K E1L21A#BCB



HP DesignJet Z5600 PS
44 in Printer

Printer Dimensions	69.7 x 30.5 x 41.3 in
Shipping Dimensions	76 x 30.3 x 28.3 in
Printer Weight	191 lbs.
Shipping Weight	264 lbs.
HP SKU	T0B51A#B1K



HP DesignJet Z6200
42 in Printer

Printer Dimensions	77.5 x 27.2 x 53.9 in
Shipping Dimensions	87.8 x 29.5 x 47.2 in
Printer Weight	271 lbs.
Shipping Weight	462 lbs.
HP SKU	CQ109A#B1K CQ109B#BCB



HP DesignJet Z6600
60 in Printer

Printer Dimensions	95.7 x 27.2 x 53.9 in
Shipping Dimensions	106.3 x 29.5 x 47.2 in
Printer Weight	419 lbs.
Shipping Weight	556 lbs.
HP SKU	F2S71A#B1K



Measurement 2 (depth)

Measurement 1 (width)

Measurement 3 (height)



HP DesignJet Z6800
60 in Printer

Printer Dimensions	95.7 x 27.2 x 53.9 in
Shipping Dimensions	106.3 x 29.5 x 47.2 in
Printer Weight	419 lbs.
Shipping Weight	556 lbs.
HP SKU	F2S72A#B1K F2S72B#BCB



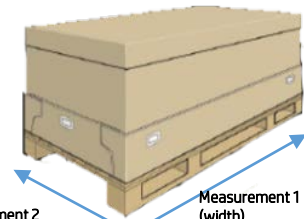
HP DesignJet Z5400 PS HD Pro MFP
44 in Printer
42 in Scanner

Printer Dimensions	69.6 x 44.9 x 59.1 in
Shipping Dimensions	76 x 30.2 x 54.7 in
Printer Weight	346 lbs.
Shipping Weight	498 lbs.
HP SKU	L3S82A#B1K L3S82B#BCB



HP DesignJet T1300 PS SD Pro MFP
44 in Printer
44 in Scanner

Printer Dimensions	69.6 x 57.9 x 59.1 in
Shipping Dimensions	76 x 30.2 x 54.7 in
Printer Weight	321 lbs.
Shipping Weight	427 lbs.
HP SKU	L3S81A#B1K



Measurement 2 (depth)



Measurement 1 (width)

Measurement 3 (height)



HP PageWide XL 4500 with 3 Year Warranty Bundles

If sold by HP TPS IT VAR's

<p>HP PageWide XL 4500 Printer – Includes printer, 3 year next-day on-site warranty, product set-up, network set-up, end-user training – <i>delivered by HP.</i> IT VAR, must sell site survey, HP will deliver site survey. <u>Synnex charges a \$1,200 Flat Fee (FSP is Shipping Company) - Shipping, basic delivery to final destination, forklift if necessary, unboxing and debris removal. If any special rigging or delivery requirements are needed including the use of the tipping tool, wall or door removal, crane usage, etc. then additional fees will be applied. These requirements will be identified by the HP Service Engineer at the time of the site survey. Synnex can help TPS IT VAR Partners identify a rigging company to use.</u></p>	<p>CZ313C#B1K</p>
<p>HP PageWide XL 4500 Printer (GSA Trade Compliant) – Includes printer, PS/PDF Upgrade, 3 year next-day on-site warranty, product set-up, network set-up, end-user training – <i>delivered by HP.</i> If IT VAR, must sell site survey, HP will deliver site survey. <u>Synnex charges a \$1,200 Flat Fee (FSP is Shipping Company) - Shipping, basic delivery to final destination, forklift if necessary, unboxing and debris removal. If any special rigging or delivery requirements are needed including the use of the tipping tool, wall or door removal, crane usage, etc. then additional fees will be applied. These requirements will be identified by the HP Service Engineer at the time of the site survey. Synnex can help TPS IT VAR Partners identify a rigging company to use.</u> This is Trade Compliant and includes a removable hard drive. This is what you sell to the US Federal Government.</p>	<p> CZ313B#BCB</p>
<p>HP PageWide XL 4500 MFP – Includes printer, PS/PDF Upgrade, 3 year next-day on-site warranty, product set-up, network set-up, end-user training – <i>delivered by HP.</i> If IT VAR, must sell site survey, HP will deliver site survey. <u>Synnex charges a \$1,200 Flat Fee (FSP is Shipping Company) - Shipping, basic delivery to final destination, forklift if necessary, unboxing and debris removal. If any special rigging or delivery requirements are needed including the use of the tipping tool, wall or door removal, crane usage, etc. then additional fees will be applied. These requirements will be identified by the HP Service Engineer at the time of the site survey. Synnex can help TPS IT VAR Partners identify a rigging company to use.</u></p>	<p>CZ312C#B1K</p>
<p>HP PageWide XL 4500 MFP (GSA Trade Compliant) – Includes printer, PS/PDF Upgrade, 3 year next-day on-site warranty, product set-up, network set-up, end-user training – <i>delivered by HP.</i> If IT VAR, must sell site survey, HP will deliver site survey. <u>Synnex charges a \$1,200 Flat Fee (FSP is Shipping Company) - Shipping, basic delivery to final destination, forklift if necessary, unboxing and debris removal. If any special rigging or delivery requirements are needed including the use of the tipping tool, wall or door removal, crane usage, etc. then additional fees will be applied. These requirements will be identified by the HP Service Engineer at the time of the site survey. Synnex can help TPS IT VAR Partners identify a rigging company to use.</u> This is Trade Compliant and includes a removable hard drive. This is what you sell to the US Federal Government.</p>	<p> CZ312B#BCB</p>
<p>HP Accessories, Software, Ink and Printheads</p>	
<p>HP PageWide XL Media Drawer</p>	<p>CZ318A</p>
<p>HP PageWide XL PS/PDF Upgrade (Only need to add this to the HP PageWide XL 4500 Printer SKU CZ313C#B1K)</p>	<p>CZ317A</p>
<p>HP DesignJet SD Stand Alone Scanner</p>	<p>G6H50A</p>
<p>HP DesignJet HD Stand Alone Scanner</p>	<p>G6H51A</p>
<p>HP SmartStream Preflight Manager</p>	<p>L3J69AAE</p>
<p>HP SmartStream Print Controller for HP PageWide XL 4500</p>	<p>L3J76AAE</p>
<p>HP 841 PageWide XL Printhead</p>	<p>C1Q19A</p>
<p>HP 841 PageWide XL Cleaning Container</p>	<p>F9J47A</p>
<p>HP 841 PageWide XL Maintenance Cartridge</p>	<p>F9J48A</p>
<p>HP 843A 400-ml Black Ink Cartridge</p>	<p>C1Q57A</p>
<p>HP 843A 400-ml Cyan Ink Cartridge</p>	<p>C1Q58A</p>
<p>HP 843A 400-ml Magenta Ink Cartridge</p>	<p>C1Q59A</p>
<p>HP 843A 400-ml Yellow Ink Cartridge</p>	<p>C1Q60A</p>
<p>HP CarePacks</p>	
<p>HP PageWide XL 4500 Printer CarePack (1 year post warranty) \$3,690.00</p>	<p>U8HA9PE</p>
<p>HP PageWide XL 4500 Printer CarePack (2 year post warranty) \$7,090.00</p>	<p>U8ZQ3PE</p>
<p>HP PageWide XL 4500 MFP CarePack (1 year post warranty) \$3,690.00</p>	<p>U8HA5PE</p>
<p>HP PageWide XL 4500 MFP CarePack (2 year post warranty) \$7,090.00</p>	<p>U8ZQ4PE</p>
<p>Site Survey Unit of Service</p>	<p>U9CV5E</p>

HP PageWide XL 4500 with 3 Year Warranty Bundles

Sales Checklist For HP TPS IT VAR's

Qualify the opportunity

- Printing between 130,000 and 300,000 sq feet per year
- Wants to buy versus lease under MPS

Site Survey Unit of Service – Make sure that the customer is aware that a site survey MUST be done. This is a service that must be purchased and completed prior to a final price being provided to the customer. During the site survey an HP Service Engineer will visit the customer location to ensure that the HP PageWide XL printer will be able to be delivered and installed where the customer needs the printer to reside. If special delivery, rigging and other special requirements are required, the TPS IT VAR Partner will need to work with a rigging company to get that pricing. Synnex can help identify rigging companies to utilize.

Shipping Fees - Make sure that the customer knows that shipping and delivery fees are an additional cost. This applies to all four skus. Synnex will supply you with shipping and delivery fees based on the findings of the site survey unit of service.

Rigging Fees – If special handling is required to move the printer to its final destination, you will need to work with the customer and rigging company to develop a plan and charge additional fees.

Make sure you talk the customer about accessories and supplies

- Postscript/PDF Upgrade - part # CZ317A (Only needed for the HP PageWide XL 4500 Printer (SKU CZ313C#B1K). This is already included in the other three skus.
- Media Drawer – part # CZ318A – This will upgrade the HP PageWide XL 4500 to hold four rolls of media
- Additional Set of ink & HP Media

SmartStream (preflight Manager (L3J69AAE) / Controller (L3J76AAE)

- Each printer MUST have its own SmartStream Controller, The customer only needs to buy one SmartStream Preflight Manager per site, can be loaded onto as many PC's as needed
- Each SmartStream Preflight Manager can support up to 10 printers at one time.

HP CarePacks

- U8HA9PE - HP PageWide XL 4500 Printer CarePack (1 year post warranty) \$3,690.00
- U8ZQ3PE - HP PageWide XL 4500 Printer CarePack (2 year post warranty) \$7,090.00
- U8HA5PE - HP PageWide XL 4500 MFP CarePack (1 year post warranty) \$3,690.00
- U8ZQ4PE - HP PageWide XL 4500 MFP CarePack (2 year post warranty) \$7,090.0

HP Onsite Survey & Inspection

HP PageWide XL 4500 Printer and 4500 MFP

THIS IS MANDATORY FOR ALL ORDERS PLACED BY HP TPS IT VAR's

The site survey unit of service is \$299.00

Site Survey Description – HP Service Technician will be dispatched to customers site to assess delivery requirements (e.g. threshold/elevator dimensions, # of stairs, etc) to determine if special rigging, delivery or any additional requirements are needed to get the HP PageWide XL 4500 Printer or 4500 MFP to its final destination.

Site Survey will be delivered anywhere inside **continental** US within 300 miles of a designated HP service location.¹

HP Service Technician will be dispatched to the customer's site within **3 days of the site survey order being processed by the tier one partner.**

The site survey results report will be provided to Synnex and the TPS IT VAR Partner to review and assess if additional delivery or rigging charges need to be applied to the order.

¹Alaska and Hawaii are on a case by case basis.

Shipping and Delivery Charges

HP PageWide XL 4500 Printer and 4500 MFP

Shipping and Delivery Charges are NOT included in the price of the HP PageWide XL Printer or MFP.

Synnex offers a flat rate for shipping which is \$1,200.

This covers **shipping** to the customer site (dock to dock), including the use of a pallet jack or forklift. Moving the printer or MFP to its final destination within customers site so long as no extra rigging is required, unboxing, and debris removal.

The shipping charge **does not** cover extra rigging expenses (e.g. use of a crane, wall removal, stair crawler, use of the tipping tool to move device, etc.). If there is a need for extra rigging, it will be identified by the HP Service Engineer in the Site Survey process. This will be an additional fee that the customer will have to pay.

Synnex will work with the TPS IT VAR Partner to identifying a local rigging company if needed.

The TPS IT VAR Partner will be responsible for obtaining a quote for any additional rigging expenses not covered in the standard shipping charge from the rigging company, and the IT VAR will be responsible for presenting it to the customer.

The TPS IT VAR Partner will be responsible for managing the logistics between the customer, the rigging company and Synnex to ensure that the installation process runs smoothly. Typically the same day that the HP PageWide XL 4500 is delivered, the HP Service Engineer is dispatched to integrate the device. Ensuring that the rigging company is scheduled on the same day as delivery will ensure a clean schedule for the customer.