



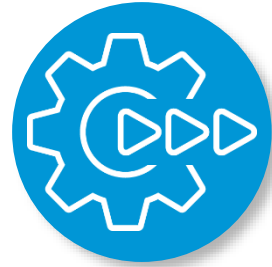
HP JET FUSION 3D SOLUTION SERVICES HP 4210 Upgrade Service and HP Bulk Enablement Upgrade Service

August, 2018



HP JET FUSION 3D SOLUTION SERVICES – Portfolio

HP 4210 Upgrade Service and HP Bulk Enablement Upgrade Service



Key Benefits

- Improved productivity and time-to-part, and help reduced cost per part
- Can enhance the speed of your current printing solution with the Upgrade Kit
- Work with HP Materials, agents and consumables at an optimized price
- Help save money* by early upgrading your 4200 to a 4210 as reward to early customers loyalty

*Promotional price (50% off) for customers that have acquired a 4200 before March 1st. Promotion available up to Nov 1st 2018 (Q4 FY18) for 4200 to 4210 upgrade.

Content

- With the 4210 Upgrade service, upgrade your 4200 solution to a 4210 solution- Firmware & hardware
- With the bulk enablement upgrade service, upgrade your 4210 solution to 4210Bulk. This service includes the material loading kit, as well as the new lid with the external tank

Find more details on the HP 4210 Upgrade Service and HP Bulk Enablement Upgrade Service in the [Datasheet](#)

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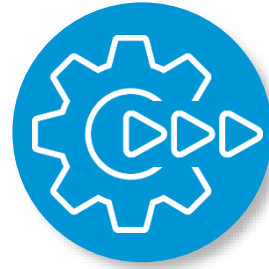
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HP JET FUSION 3D SOLUTION SERVICES – Portfolio

HP 4210 Upgrade Service



Sales Speech

- Service for High Production Customers
- Access to an HP-trained technician or HP Authorized technician to properly upgrade your HP 3D printing solution
- Convenient service scheduling
- Onsite service
- This upgrade does not affect HW warranty

Rules of Configuration

- **4200 solution upgraded to a 4210 by ordering:**
 1. **One HP Upgrade to HP JF3D 4210 Printer Service**, for **each Printer** you want to upgrade. (BU upgrades included)
 2. **One HP Upgrade to HP JF3D 4210 Processing Station Service**, for **each Processing Station** you want to upgrade
- **4210 solution Bulk enabled by ordering:**
 1. **One HP Bulk enablement Upgrade Service**, for **each Processing Station** you want to upgrade. (Printer & Build units upgrades included)



Upgrading your Install base



4200 to a 4210



- Printer Upgrade \$190k**
 - SSD
 - FW upgrade (dongle)
 - 4210 Labels
- PS Upgrade \$30k**
 - FW Upgrade
 - PS rework
- Support Care Pack transfer**
 - Care pack pricing difference (case by case)



Wty

- This upgrade do not affect on old HW warranty

Consumables

- Access to Consumables at the 4210 solution price@ \$40/kg + printhead \$659/unit + print agents 75\$/l

4200 to 4210B



- Printer Upgrade \$190k**
 - SSD
 - FW upgrade (dongle)
 - 4210 Labels
- PS Upgrade \$30k**
 - FW Upgrade
 - PS rework (Y - Pipe)
- Bulk enablement upgrade service (mandatory per PS) \$20k/PS**
 - Service: FW upgrade (4210B Licenses)
 - Material Loading kit
 - New PN and Nameplate labels
 - Overflow tank lid
- Accessories:**
 - Material Unloading kit (lanza) \$7k (optional)
 - Material Loading Tank 3 units bundle (4x) \$20k (optional)
 - Support Care Pack transfer
 - Care pack pricing difference (case by case)



Wty

- This upgrade do not affect on old HW warranty

Consumables

- Access to Consumables at the 4210 B solution price@ \$30/kg + printhead \$659/unit + print agents 75\$/l



HP 4210 Upgrade Service

Virtual SKUs
Factory SKUs



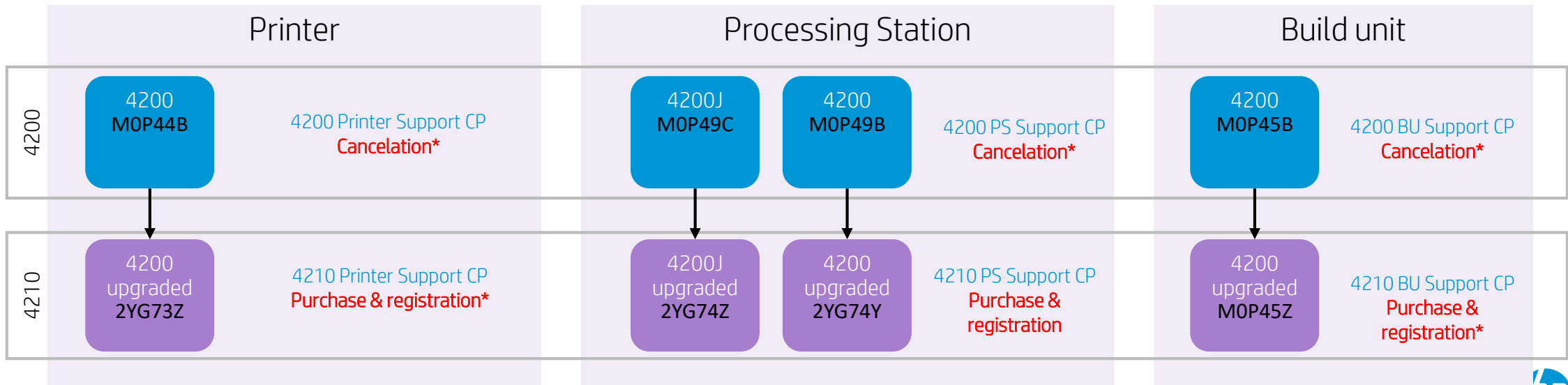
HP Upgrade to HP Jet Fusion 3D 4210 Printer Hardware Service

This upgrade service consists of a firmware upgrade so the printer is compatible with the 4210 build units, and also a HW upgrade to a SSD. This upgrade will improve the printer processing time and allow to process a job while printing to do job on the fly.



HP Upgrade to HP Jet Fusion 3D Processing Station w/FC 4210 Hardware Service

This upgrade service consists of a firmware upgrade of the processing station to be compatible with the 4210 printer.



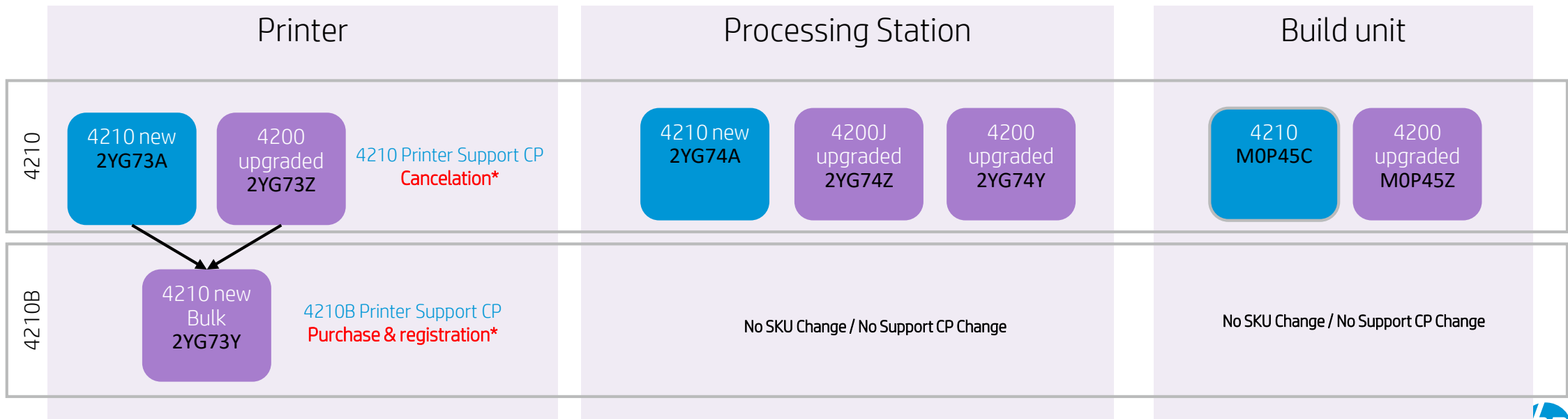
HP Bulk enablement Service

Virtual SKUs
Factory SKUs



HP Bulk enablement Upgrade Service

This upgrade service consists of a firmware upgrade so the printer is compatible with the 4210 Bulk build units. This upgrade service consists of a firmware upgrade of the processing station to be compatible with the 4210Bulk printer and the intermediate bulk containers. Includes the material loading kit, as well as the new lid coming in with the new external tank.





* Support Care Pack transfer

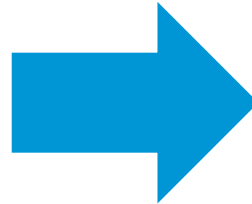
Services Team will help you during your offer

1. Sales Team to send email to Regional Service Manager

- Subject : Region EMEA, AMS, APJ / 4210 Service Upgrade offer required / Customer Name
- Providing following information:

Current 4200 Solution (Attach order):

- Opportunity ID
- Customer Name
- Reseller: Reseller Name / Direct Offer
- Cut-off date (to compute remaining coverage)
- # Printers; # BU, # PS
- Support Services purchased per HW device
 - NBD Standard Support
 - Length: 2y/3y/4y/5y
 - End User Price per Support Service
 - Reseller discount applied per Support Service



Upgrade to 4210 or to Bulk

- Standard HP Support or HP Shared Support

2. Regional Service Manager will provide an offer : SKU's & Service Price / Reseller discounts

3. Sales to keep Services informed on offer status & order fulfillment

*Note: **Not all Customers are qualified to be Shared!** See Shared Support contents and [Datashets](#). Ask for advice if needed before offer it.





keep reinventing