



Office Printing Solutions Elite Partners 2011

As a customer, you enjoy an unparalleled choice of HP business partners offering products, solutions, and services to meet your needs. Our partners are critical to the HP customer experience, delivering everything from same-day procurement convenience to the latest, most sophisticated technologies.

The HP PartnerONE Elite designation is just one more way HP is simplifying client choice. Elite partners understand that each customer is unique. They employ experienced professionals whose dedication and industry knowledge help them assess your specific business needs and provide tailored solutions to meet them.

With HP Elite partners, you get leading-edge skills and specialized knowledge delivered by a team of experts who are **highly recommended by HP** and get IT right the first time.

Partners that have earned the HP Office Printing Solutions Elite designation demonstrate a highly skilled managed print sales approach such as

contract selling, cost-per-page selling, or ISV solutions that streamline document-intensive processes to solve your business problems. HP Office Printing Solutions Elite Partners are experts in providing simple to complex printing and imaging solutions for your unique printing needs, with superior industry qualifications and skills that have been validated by HP.

HP IPG Office Printing Solutions Elite partners are highly skilled in providing managed print services which include HP's best-in-class IPG hardware, supplies, and solutions to meet your unique printing needs; focusing on improving overall efficiencies in printing and imaging infrastructure optimization, and management and document workflow.

Elite partners are recommended by HP.



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