

HP Partner First FY17 Growth Plan Application

Objectives

Partners meeting all current year HP Partner First Program entry criteria except the revenue threshold or Service Specialist Total Operating Performance (TOP) may apply for the HP Partner First Program by completing this growth plan.

Partners use this HP Partner First Program Growth Plan to document the activities they will drive to enable them to achieve the missing criteria within the growth plan period.

This growth plan defines the partner's commitment to achieve the revenue or TOP criteria, which will then be reviewed quarterly.

1 HP Partner First Program membership being applied for:

Silver Supplies Partner

< START HERE

2 Partner Profile

Company Name	Gt Group
Address	Marjanishvili 65, Tbilisi, 99999
Country	Georgia
Phone	+995599202696

2b To be completed by HP:

Partner Headquarters PartnerPro ID	1-12EJQ-48
HP Partner Business Manager	Sergey Garnaev

3 Growth Plan Commitment

HP Partner First revenue threshold required (net \$) or Service TOP	\$15000
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Q2 FY17: Feb 1, 2017 - Apr 30, 2017	Revenue objective	\$5,000	Review date:	May 1, 2017
Activities 1)	Ministry of Defence			
2)				
3)				

Q3 FY17: May 1, 2017 - Jul 31, 2017	Revenue objective	\$4,000	Review date:	Aug 1, 2017
Activities 1)	National Bank of Georgia			
2)				
3)				

Q4 FY17: Aug 1, 2017 - Oct 31, 2017	Revenue objective	\$4,000	Review date:	Nov 1, 2017
Activities 1)	TBC Bank			
2)				
3)				


Q1 FY18: Nov 1, 2017 - Jan 31, 2018	Revenue objective	\$3,000	Review date:	Feb 1, 2018
Activities 1)	MB Quest			
2)				
3)				

4 HP Partner First Growth Plan Terms & Conditions

- i Scope: Formal application process for entry to the HP Partner First Program FY16 without attainment of the revenue threshold or Service TOP.
- ii Eligibility: Limited to partners meeting all HP Partner First Program FY17 criteria for the Partner First status for which they are applying with the exception of the local revenue threshold or TOP for Service Specialist.
- iii Revenue Threshold: The overall growth plan revenue threshold requirement referred to above is directly linked to the local HP Partner First Program revenue threshold and is part of the overall annual HP Partner First Program criteria. Revenue thresholds are specified by HP in net \$. Partners will propose and must commit to the revenue objectives for each quarter. HP will review the net \$ revenue achievements compared to the revenue objectives in this growth plan application.
- iv Service Specialist TOP: Growth plan TOP requirements are directly linked to the local Partner First Program TOP criteria and are part of the overall annual Partner First Program criteria. Partners will propose and must commit to the TOP value objectives associated with this growth plan. HP will review the TOP value achievements against the objectives in the growth plan template.
- v Revoking status and benefits: HP reserves the right to revoke partner's HP Partner First Program FY17 and FY18 membership and associated benefits on written notice with immediate effect at any time after the initial 6 month growth plan period if partner has not met the revenue or TOP commitments as agreed in this plan.
- vi Process and responsibilities: The Partner must sign the submitted growth plan application, HP will approve or reject. The Partner owns and is responsible for achieving the commitments made within this growth plan. For plans approved by HP the Partner must meet the revenue or TOP commitments within the approved
- vii Acceptance: Where approved by HP, this growth plan is subject to quarterly review. These terms apply in addition to the standard HP Partner First Program Terms.
- viii Benefits subject to approval: The Partner obtains full HP Partner First Program membership including eligibility for all benefits if the plan is approved by HP and all Program criteria (apart from the revenue thresholds) are met. The HP Partner First Program FY17 status applied for within this Growth Plan must be specified herein. Granting of the exception and associated benefits is subject to HP approval and to compliance with all remaining Partner First Program FY17 Terms (as published on the HP Partner Portal).

5 This Growth Plan application has been submitted to HP for approval by:

To be signed by Partner's authorized representative and growth plan owner

Name:	Jaba Shelia	Signature:	
Function:	Director	Date:	3/20/2017
Email:	shelia@gtgroupe.ge		