



Hewlett Packard India Sales Pvt. Ltd.  
 1st -4th Floor, Tower D,  
 Tower E- DLF Cyber Green,  
 DLF Cyber City- Phase 111.  
 Gurgaon -122022.  
 Haryana.  
 India.  
[www.hpindia.com](http://www.hpindia.com)

24-Mar-2015  
 Deal ID:D-IN-Nat-4623363  
 MOU Reference No.:

**Agreement for Hewlett-Packard (HP) Most Valued Customer Program**

This agreement is made between 'National Institute of Technology' (hereafter called 'End User') and 'Hewlett-Packard India Sales Private Limited' (hereafter called 'HP') for the enrollment of the HP "Most Valued Customer" Program (HP MVC Program), products specified to be sold by HP's Registered Supplies Reseller 'Balaji Computers' (hereafter called 'HP Reseller')

**Proposed Duration of Agreement-**

The HP-MVC program is proposed to be valid from **25-Feb-2015** to **24-Feb-2016**. This period could further be extended on mutual agreement.

**Actual Duration of the Agreement. (Mandatory Please Tick Appropriate)**

- Same as Proposed Duration of Agreement.
- 1 Year from the date of End User signing the Agreement.

If any of the above is not selected or the date of signing the agreement is not mentioned by the End User, the proposed start date will be considered as the actual start date of the agreement.

**Validity -**

Under the MVC Program, All purchase of HP Original Ink & Toner cartridges from the HP Reseller under the MOU Code Ref with **D-IN-Nat-4623363** would be entitled to MVC Program benefits. -The above agreement and prices are valid, if the agreement is signed within 60 days from the start date of the proposed duration.

**Other Terms-**

\* During the agreement period, the customer is expected to return all empty Toner & Ink cartridges to HP under the "HP Planet Partners Program" - a returns and recycling Program. Please find attached herewith the participation agreement form for the "HP Planet Partners Program". - *Not Applicable*

**Payment terms -**

End User agrees to pay all invoiced amounts within thirty (30) days of the HP reseller's invoice date.

**Consumption-**

End User must have a minimum consumption of Rs. **1,030,144** for 12 months in order to maintain eligibility for the program benefits. *As per requirement*

**Pricing-**

If there is a price increase on HP LaserJet Cartridges or Inkjet Cartridges, which is caused due to HP price increase and the increase is not more than 5% of the List Price (submitted to you with the agreement), there will be a price protection given to End User. A price increase on Storage media SKU's (Product line 7A) which is caused due to the HP price increase and the increase is not more than 5% of the list price (Submitted to you with the agreement) there will be a price protection given to the End User.

**Location -**

HP-MVC program benefits offered to the End-User are applicable to the following locations **Raipur**. For the locations other than those mentioned, an addendum to this agreement has to be signed by the respective representative of HP, End-user and HP-Reseller.

**Reviewing Period-**

\* HP-MVC program benefits offered to End User is based on the yearly consumption on all HP Ink & Toner cartridges, the annual purchase amount is required to reach at least 80% of the agreed yearly consumption. HP would review the progress on a quarterly basis and reserve the right to stop offering the discount and price protection to End User if the purchase amount is not matching the requirement. - *Not Applicable*

**Reporting -**

Reports on consumable usage and their pattern could be made available to the End User on request twice during the agreement period of the Program. All such reports would be submitted within three weeks from the date of formal request. To ensure appropriate service levels are maintained by HP Reseller/s, HP may request the End User to provide information pertaining to purchases made for HP original supplies from HP Reseller/s under this agreement.

**Addendum-**

Any changes that need to be made during the course of the program should have the mutual consent of all the three parties involved in the program and an addendum referring to change needs to be signed.

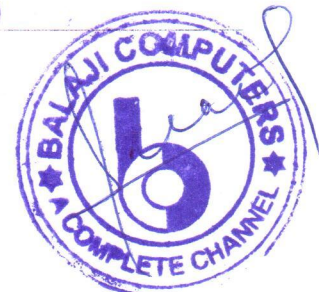
**Termination of Agreement-**

Either party may terminate this agreement without cause at any time upon 30 days written notice, or with cause at any time upon 15 days written notice.

Deal No.:D-IN-Nat-4623363  
 MOU Reference No.:

*hithn*

*REGISTRAR, 16/4*  
 National Institute of Technology,  
 RAIPUR - 492 010 (C.G.)





Hewlett Packard India Sales Pvt. Ltd.  
 1st -4th Floor, Tower D,  
 Tower E- DLF Cyber Green,  
 DLF Cyber City- Phase 111.  
 Gurgaon -122022.  
 Haryana.  
 India.  
[www.hpindia.com](http://www.hpindia.com)

24-Mar-2015  
 Deal ID:D-IN-Nat-4623363  
 MOU Reference No.:

**Accepted by [ End User use only ]**

End User Contact Name	Mr Prof. P Y Dhekne
Contact Phone/FAX No.	0771-4260719
Location	Raipur
Signature & Stamp	
Date of Signature	16-Mar-2015

**Accepted by [HP Reseller use only ]**

HP Reseller Contact Name	Sunil Agrawal
Contact Phone No.	919826195153
Location	Raipur
Signature & Stamp	
Date of Signature	16-Mar-2015

**Approved by [ HP use only ]**

HP Contact Name	Mr. Arvind Chabra
Contact Designation	Country MVC Manager
Contact Phone No.	
Signature & Stamp	
Date of Signature	19-Mar-2015

**Original Agreement received by: [ HP use only ]**

HP Representative	Nitin Jain
Contact Designation	MVC Sales Account Manager
Contact Phone No.	9893032625
Signature & Stamp	
Date of Signature	19-Mar-2015

- ❖ The Prices mentioned above are Exclusive of Value Added Tax (VAT); and will be charged extra as applicable by the RSR.
  - ❖ Please note that any changes in Government Taxes, Levies will impact the above price.
- Note: Group1:** Delhi, West Bengal, Karnataka, Andhra Pradesh, Telangana, Maharashtra, Uttaranchal, Kerala, Madhya Pradesh, Gujarat, U T (Chandigarh), Haryana, Tamil Nadu , Orissa, Assam, Punjab, Chattisgarh, Uttar Pradesh, Rajasthan **Group2:** Tripura, Bihar, Jharkhand, Arunachal Pradesh, Goa, Meghalaya, Sikkim, Andaman & Nicobar Islands, Pondichery, Jammu & Kashmir, Himachal Pradesh.

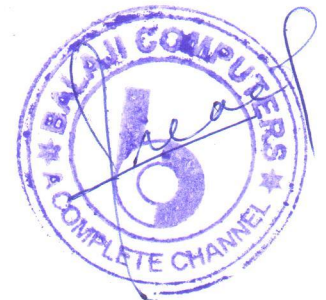
Deal No.:D-IN-Nat-4623363  
 MOU Reference No.:



Hewlett Packard India Sales Pvt. Ltd.  
 1st -4th Floor, Tower D,  
 Tower E- DLF Cyber Green,  
 DLF Cyber City- Phase 111.  
 Gurgaon -122022.  
 Haryana.  
 India.  
[www.hpindia.com](http://www.hpindia.com)

24-Mar-2015  
 Deal ID:D-IN-Nat-4623363  
 MOU Reference No.:

Price-List for HP-Consumables (Primary Products)					Price month	Feb-15
No	PL	SKU	Description	List Price	Group1	Group2
1	5T	CE313A	HP CLJ CP1025 Magenta Print Cartridge	3,941	2,800	2,856
2	5T	CE312A	HP CLJ CP1025 Yellow Print Cartridge	3,941	2,800	2,856
3	5T	CE311A	HP CLJ CP1025 Cyan Print Cartridge	3,941	2,800	2,856
4	5T	CE310A	HP CLJ CP1025 Black Print Cartridge	3,649	2,590	2,642
5	5T	CE255A	HP LaserJet P3015 6K Print Cartridge	10,983	7,800	7,956
6	5T	CE505A	HP LaserJet Black Print Cartridge	6,325	4,490	4,580
7	1N	CD888AA	HP Deskjet 703 Tri-color Ink Cartridge	606	415	423
8	1N	CD887AA	HP Deskjet 703 Black Ink Cartridge	606	415	423
9	5T	CF213A	HP LaserJet Pro M251/M276 Magenta Crtg	5,828	4,140	4,223
10	5T	CF212A	HP LaserJet Pro M251/M276 Yellow Crtg	5,828	4,140	4,223
11	5T	CF211A	HP LaserJet Pro M251/M276 Cyan Crtg	5,828	4,140	4,223
12	5T	CF210A	HP LaserJet Pro M251/M276 1.4K Blk Crtg	4,652	3,300	3,366
13	1N	CZ108AA	HP 678 Tri-color Ink Cartridge	606	415	423
14	1N	CZ107AA	HP 678 Black Ink Cartridge	606	415	423
15	5T	CB436AF	HP Blk Dual Pack LJ Toner Cartridge	7,780	5,520	5,630
16	5T	CB436AC	HP CB436AC Blk Contr LJ Toner Cartridge	4,863	3,450	3,519
17	5T	CE278AF	HP 78A Black Dual Pk LJ Toner Cartridge	9,083	6,450	6,579
18	5T	CE278A	HP LaserJet P1566/P1606 Black Print Crtg	5,677	4,027	4,108
19	5T	Q5949A	HP LaserJet 1160/1320/3390/3392 Blk Crtg	6,285	4,460	4,549
20	5T	CF280A	HP LaserJet Pro M401/M425 2.7K Blk Crtg	7,006	4,970	5,069
21	5T	C8543X	HP LaserJet 9040 Black Print Cartridge - MULTIPLES OF 1 (CARTON) OR 25 (PALLET)	19,187	14,315	14,601
22	1N	C8766Z	HP 855 Tri-color Ink Cartridge	2,180	1,485	1,515
23	1N	C9351AA	HP 21 Black Ink Cartridge	1,262	860	877
24	1N	C9352AA	HP 22 Tri-color Ink Cartridge	1,455	991	1,011
25	5T	CC388AC	HP CC388AC Blk Contr LJ Toner Cartridge	4,229	3,090	3,152
26	5T	CC388AD	HP LJ P1007/P1008 Black Crtg Dual Pack	6,766	5,204	5,308
27	1N	CD971AA	HP 920 Black Officejet Ink Cartridge	1,522	1,037	1,058
28	1N	CD972AA	HP 920XL Cyan Officejet Ink Cartridges	1,142	779	795
29	1N	CD973AA	HP 920XL Magenta Officejet Ink Cartridge	1,142	779	795
30	1N	CD974AA	HP 920XL Yellow Officejet Ink Cartridge	1,142	779	795
31	1N	CD975AA	HP 920XL Black Officejet Ink Cartridge	2,283	1,555	1,586
32	5T	CE320A	HP LaserJet Pro CP1525/CM1415 Blk Crtg	4,861	3,627	3,700
33	5T	CE320AD	HP 128A Black Dual Pk LJ Toner Cartridge	8,751	6,540	6,671
34	5T	CE321A	HP LaserJet Pro CP1525/CM1415 Cyn Crtg	4,616	3,444	3,513
35	5T	CE322A	HP LaserJet Pro CP1525/CM1415 Ylw Crtg	4,616	3,444	3,513
36	5T	CE323A	HP LaserJet Pro CP1525/CM1415 Mgnt Crtg	4,616	3,444	3,513
37	5T	CE505AC	HP CE505AC Blk Contract LJ Toner Crtg	6,325	4,622	4,714
38	5T	Q2612AC	HP Q2612AC Blk Contr LJ Toner Cartridge	4,863	3,553	3,624
39	5T	Q2612AF	HP 12A Black Dual Pk LJ Toner Cartridge	7,780	5,984	6,104
40	5T	Q6000A	HP LaserJet 2600/2605/1600 Black Crtg	6,395	4,690	4,784



- ❖ The Prices mentioned above are Exclusive of Value Added Tax (VAT); and will be charged extra as applicable by the RSR.
- ❖ Please note that any changes in Government Taxes, Levies will impact the above price.

**Note: Group1:** Delhi, West Bengal, Karnataka, Andhra Pradesh, Telangana, Maharashtra, Uttaranchal, Kerala, Madhya Pradesh, Gujarat, U T (Chandigarh), Haryana, Tamil Nadu, Orissa, Assam, Punjab, Chattisgarh, Uttar Pradesh, Rajasthan **Group2:** Tripura, Bihar, Jharkhand, Arunachal Pradesh, Goa, Meghalaya, Sikkim, Andaman & Nicobar Islands, Pondicherry, Jammu & Kashmir, Himachal Pradesh.

Deal No.:D-IN-Nat-4623363  
 MOU Reference No.:

*Handwritten signature*



Hewlett Packard India Sales Pvt. Ltd.  
 1st -4th Floor, Tower D,  
 Tower E- DLF Cyber Green,  
 DLF Cyber City- Phase 111.  
 Gurgaon -122022.  
 Haryana.  
 India.  
[www.hpindia.com](http://www.hpindia.com)

24-Mar-2015  
 Deal ID:D-IN-Nat-4623363  
 MOU Reference No.:

Price-List for HP-Consumables (Primary Products)				Price month	
No	PL	SKU	Description	List Price	MVC Customer Price
41	ST	Q6001A	HP LaserJet 2600/2605/1600 Cyan Crtg	6,971	5,050
42	ST	Q6002A	HP LaserJet 2600/2605/1600 Yellow Crtg	6,971	5,050
43	ST	Q6003A	HP LaserJet 2600/2605/1600 Magenta Crtg	6,971	5,050
44	ST	Q6511A	HP Black LaserJet 2400 Series Cartridge	10,425	7,650
45	ST	Q6511X	HP Black LaserJet 2400 Series Cartridge	17,524	12,440
46	ST	Q7516AC	HP LaserJet Black Print Cartridge	12,633	9,425
47	ST	Q7551A	HP LaserJet P3005/M3035 mfp Black Crtg	8,985	6,704
48	ST	Q7551XC	HP 51X Blk Contract LJ Toner Cartridge	15,117	11,250
49	ST	Q7551XD	HP LaserJet Q7551X Dual Pack Print Crtg	29,720	22,200
Total Amount					1,030,144
					1,050,747



- ❖ The Prices mentioned above are Exclusive of Value Added Tax (VAT); and will be charged extra as applicable by the RSR.
- ❖ Please note that any changes in Government Taxes, Levies will impact the above price.

**Note: Group1:** Delhi, West Bengal, Karnataka, Andhra Pradesh, Telangana, Maharashtra, Uttaranchal, Kerala, Madhya Pradesh, Gujarat, U T (Chandigarh), Haryana, Tamil Nadu, Orissa, Assam, Punjab, Chattisgarh, Uttar Pradesh, Rajasthan **Group2 :** Tripura, Bihar, Jharkhand, Arunachal Pradesh, Goa, Meghalaya, Sikkim, Andaman & Nicobar Islands, Pondicherry, Jammu & Kashmir, Himachal Pradesh.

Deal No.:D-IN-Nat-4623363  
 MOU Reference No.:

*with*