

# 2009 Preferred Partner GOLD



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## BENFOKS Russian Federation

Large Format Printing Specialist

Office Printing Specialist

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A handwritten signature in black ink, appearing to read 'Antoine Barre'.

Antoine Barre  
Vice President,  
Solution Partners Organization,  
EMEA

A handwritten signature in black ink, appearing to read 'Tatiana Andreeva'.

Tatiana Andreeva  
SPO Manager  
Russian Federation



## Congratulations! You are now qualified as an HP GOLD Preferred Partner 2009.

Dear partner,

It is with great pleasure that I welcome you into the 2009 HP GOLD Preferred Partner Program.

You will find enclosed your new HP GOLD Preferred Partner certificate, which will help customers recognise you as one of HP's top-performing and most engaged partners – an important distinction to help you acquire and win more HP business.

As an HP GOLD Preferred Partner, you will continue to enjoy the highest level of investment and benefits from HP. In return, we ask that you maintain the programme criteria throughout the year – in particular, the training and certification requirements.

In 2009, Smart Portal will centralise all Partner Learning activities in 2009 and become the one-stop source to enable partners to access and track their training plans, certifications, continuous-learning requirements and qualifications at both the individual and company level.

Standing out from the crowd in 2009

In 2009, HP Specialist status will be exclusively for HP GOLD Preferred Partners. Each specialisation comes with its own qualification criteria and benefits. If you have met one or more specialisation criteria in 2009, this/they will also be listed on your certificate.

All information on the new 2009 HP Preferred Partner Program, including the criteria and benefits for each level, can be found on the Smart Portal in the Preferred Partner Marketing Resources section.

I look forward to working with you as a HP GOLD Preferred Partner during our fiscal year 2009 (1 November 2008 – 31 October 2009).

Best regards,

Tatiana Andreeva  
SPO Manager  
Russian Federation

