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## HP Imaging and Printing Group solution business partner offerings

Every enterprise-level business is a complex network of departments and groups, each with a variety of imaging and printing demands. To verify that it can meet each customer's needs, HP addresses every imaging and printing issue from three separate perspectives: infrastructure, management and workflow.

As one of the world's leading providers of imaging and printing products, HP enables customers to streamline information workflows by optimizing their IT infrastructures, managing their imaging and printing environments, and improving document-intensive processes. In this way, HP helps them reduce costs, increase worker efficiency and accelerate their business results. Read on for more information about HP partner program offerings.

### Platinum and Gold solutions

Improve workflow	Solution	Partner	NA	EMEA	AP
<b>Capture and workflow:</b> Scan in a distributed environment, OCR, create metadata and route content to multiple repositories or e-mail.	AccuRoute®	Omtool	Platinum		
	ImageNow	Perceptive Software, Inc.	Gold	Gold	Gold
	Kofax Capture	Kofax	Platinum	Platinum	Gold
	Kofax Document Exchange Server (DES)	Kofax	Platinum	Platinum	Platinum
	ReadSoft INVOICES	ReadSoft	Gold	Gold	
<b>Forms automation:</b> Eliminate pre-printed forms and use forms generated at the printer. Add content on the fly to the forms such as bar codes for tracking purposes.	FormPort Server	Capella Technologies	Platinum	Platinum	Gold
	FormPort Flash	Capella Technologies	Platinum	Platinum	Gold
	FormPort Designer	Capella Technologies	Platinum	Platinum	Gold
	FormPort Archive	Capella Technologies	Platinum	Platinum	Gold
Manage environment	Solution	Partner	NA	EMEA	AP
<b>Job accounting:</b> Track printer usage and allocate imaging and printing costs to individual department and users.	Equitrac Office	Equitrac	Platinum	Platinum	
	Equitrac Express	Equitrac	Platinum	Platinum	
	Equitrac Professional	Equitrac	Gold	Gold	
	MegaTrack	Capella Technologies	Platinum	Platinum	Gold
	MIPA	Capella Technologies	Platinum	Platinum	Gold
	Pharos UniPrint®	Pharos Systems	Gold		
	SafeCom G2	SafeCom a/s		Platinum	
<b>Print optimization:</b> Reduce overall imaging and printing costs by monitoring, managing and controlling all print related activity across the enterprise to ensure optimized print environment.	SMARTworks® Office Optimization Software Modules: Job Auditing and Control	Standard Register	Gold		
	SMARTworks® Office Optimization Software Modules: Device Monitoring and Management	Standard Register	Gold		
Optimize infrastructure	Solution	Partner	NA	EMEA	AP
<b>Secure pull printing and authentication:</b> Retrieve documents securely and on demand at any enabled printer or MFP. Require users to validate their identity before accessing specific device functions.	Equitrac Office	Equitrac	Platinum	Platinum	
	Equitrac Express	Equitrac	Platinum	Platinum	
	Equitrac Professional	Equitrac	Gold	Gold	
	Jetmobile SecureJet	Jetmobile		Platinum	Gold
	Jetmobile SecureJet <sup>1</sup>	Capella Technologies	Platinum		
	Pharos iMFP	Pharos Systems	Gold		
	SafeCom Go HP	SafeCom a/s		Platinum	
	SafeCom G2	SafeCom a/s		Platinum	
	MIPA PIN	Capella Technologies	Platinum	Platinum	Gold

Optimize infrastructure continued	Solution	Partner	NA	EMEA	AP
<b>LAN Fax:</b> Replace stand-alone fax machines and associated costs (phone lines, support, maintenance) with MFPs and implement an e-mail transmission and delivery system for faxes.	RightFax <sup>2</sup>	Open Text	Gold	Gold	Gold
<b>Host printing:</b> Print data from IBM host computers using IPDS or SCS data streams on HP printers.	BlueServer™	MPI Technologies	Gold	Gold	Gold
	DocOut™	MPI Technologies	Gold	Gold	Gold
	IPDS Blue Kit™	MPI Technologies	Gold	Gold	Gold
<b>Secure document and check printing:</b> Print checks and other sensitive documents while complying with stringent anti-fraud and security requirements.	Secure Locking Trays	TROY Group, Inc.	Gold	Gold	Gold
	TROY Font Memory Kits—USB	TROY Group, Inc.	Gold	Gold	Gold
	TROY MICR Toner cartridge	TROY Group, Inc.	Gold	Gold	Gold
	TROY Security MICR Printers	TROY Group, Inc.	Gold	Gold	Gold
	TROY Security Toner cartridge	TROY Group, Inc.	Gold	Gold	Gold
<b>Bar codes and fonts:</b> Print 1D and 2D bar codes on HP printers from SAP or other applications.	Jetmobile BarDIMM™ Pro	Jetmobile		Gold	Gold
	Jetmobile BarDIMM™ Pro <sup>1</sup>	Capella Technologies	Gold		
	Jetmobile MicrDIMM™ Pro	Jetmobile		Gold	Gold
	Jetmobile MicrDIMM™ Pro <sup>1</sup>	Capella Technologies	Gold		

1. Capella Technologies resells Jetmobile products in the Americas. 2. LaserJet-based MFPs require HP Digital Send Server (HP DSS) for send-to-LANfax.

## The partnerships

The third-party applications found in the HP Global Solutions Catalog extend and improve the capabilities of HP imaging and printing products. In 2007, HP added a higher level of sales integration within a subset of its solution partners and created a tiered structure for its partner program based on this new model.

### Platinum partners

- Platinum partners are the global leaders of strategically important imaging and printing solution categories, including infrastructure, management and workflow.
- Platinum partner solutions are critical components of HP offerings, and both HP and each Platinum partner invest considerable technical and business resources in them.
- HP tests Platinum partner solutions to validate that they interoperate with select HP solutions and those developed by other partners.
- HP enterprise customers may buy select Platinum partner solutions and services directly from HP.
- HP provides software development kits, training and support to Platinum partners as they develop solutions that extend the HP ecosystem of customer offerings.

### Gold partners:

- Gold partners are leaders of strategically important imaging and printing solution categories in specific geographies and/or vertical markets.
- HP tests Gold partner solutions to validate their interoperability with select HP and other Gold/Platinum partner solutions.
- HP enterprise customers may buy select Gold partner solutions and services directly from HP. HP coordinates services delivery from Gold partners to HP enterprise customers.
- HP provides software development kits, training and support to Gold partners as they develop solutions that extend the HP ecosystem of customer offerings.

### Silver partners:

- HP provides software development kits, training and support to Silver partners as they develop solutions that extend the HP ecosystem of customer offerings.
- All HP customers may purchase and receive support for Silver partner solutions directly from the partner or from the partner's network of resellers.
- For more information on all HP partner solution offerings, go to the HP Global Solutions Catalog at [www.hp.com/go/gsc](http://www.hp.com/go/gsc).

To learn more, visit [www.hp.com/go/gsc](http://www.hp.com/go/gsc)

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