READ BEFORE

- This file is dedicated to HP channel partners globally.
- The goal is to provide in a single file, a comprehensive collection of links to 'HP's Sustainable Impact' supporting materials and documents to help answer common questions and effectively respond to RFPs.
- To check if this is the latest available version, click here
- For more personalized support in responding to sustainability related questions, contact sustainability@hp.com

This file was generated by the Sustainable Impact Team with the support from many other HP teams. If you notice any broken links, please contact emea.sustainability@hp.com





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- 1. <u>Sustainable Impact at HP</u>
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 - <u>Competitive assessment</u>
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 - <u>Circular Economy</u>
 - <u>Ecolabels</u>
 - End-of-use
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 - Print
 - Indigo
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Sustainable Impact at HP

Sustainable Impact is fundamental to our reinvention journey—fueling our innovation and growth, and strengthening our business for the long term. We are driven to reinvent the future each day as we work to prepare for the next wave of challenges and opportunities and to create positive, lasting change for the planet, our people, and the communities where we live, work, and do business. From designing our core products and services, developing new business models that generate growth, and innovating breakthrough technologies such as 3D printing, we help our customers, partners, and communities to shape the future.



2020 SI REPORT

This report includes HP's performance data through FY2020 (which ended October 31, 2020). unless stated otherwise. It also describes HP's Sustainable Impact policies, programs, and goals.



2020 EXECUTIVE SUMMARY

Summary includes high-level messaging on our Strategy, Business Model, Recognitions & Global Megatrends

Check for the latest local versions here

ES; PL; IT; LATAM ES; BR PT; KR; CN; TW: ID: JP: RU

Update

2020 Human Rights

HUMAN RIGHTS UPDATE

HP's commitment to respecting and upholding human rights is a core value of our company and shapes how we do business worldwide. Our 2020 Human Rights Progress Report outlines the approach and actions we are taking and is a **key** differentiator to show your customer how HP is leading the way when it comes to our commitment to human rights.



Press release and

one-pager showcasing HP's Sustainable Impact by the numbers

AR, DE, ES, FR, IT, NL, PL, PT, RU, SV, TR

Infographic on Asia-Pacific progress: EN, ID, 简体中文, 한국어



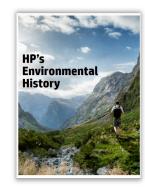
2019 translations: EN; FR; NL; PL; PT; ES; SV;

Sustainable Impact Deep Dive

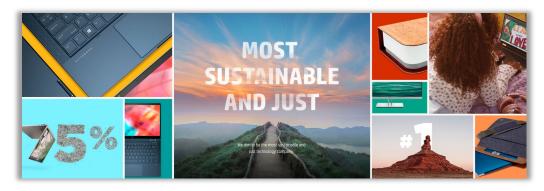
Use these links to specific pages in our Sustainable Impact Report and other documents to gain deeper understanding about some of the various aspects of sustainability at HP.



SUSTAINABLE IMPACT AWARD PAGE Look for the latest recognitions and third-party awards



HP'S Environmental history
Reflects the early, organic rise of
environmental practices and
shifts to corporate level practices
and initiatives up to present day.



Sustainable Impact at HP Website

Visit the Sustainable Impact section of the hp.com website to find out more on the 3 pillars, news, product specific info, policies and many more useful documents.

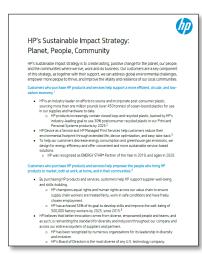
To check for the localized website for a specific country or language — access by clicking on 'Sustainable Impact' under the 'About Us' tab on the footer of each country's HP.com home page.

Sustainable Impact Snapshots

Tools to help HP sales and channel partners communicate the sustainability benefits of HP products and services

More...

Click on the respective document images below to access the Personal Systems, Print and Supplies snapshots and supporting slides.



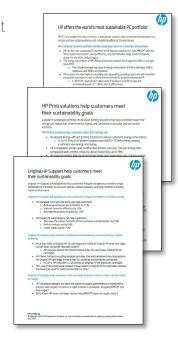
SI Key Messaging:

EN; DE; ES; FR; IT; TR; AR; NL; PL; PT; SV



SI Snapshot:

EN; DE; NL; ES; FR; IT; TR; AR; PT; SV,



PS Key Messaging:

<u>EN; DE; ES; FR; IT; TY;</u> AR; NL; PL; PT; SV

Print Key Messaging:

EN; DE; ES; FR; IT; TY

AR; NL; PL; PT; SV

Supplies Key Messaging:

<u>EN; DE; ES; FR; IT; TY;</u>

AR; NL; PL; PT; SV



PS Snapshot:

EN; DE; NL; ES; FR; IT; TY; AR; PT; SV;



Print Snapshot:

<u>EN; DE; NL; ES; FR; IT;</u> <u>TY;AR; PT; SV;</u>



Supplies Snapshot:

EN; DE; NL; ES; FR; IT;

<u>TY</u>; <u>AR</u>; <u>PT</u>; <u>SV</u>;

SHORT VIDEO on how to use the snapshots (Course ID: 0001094909, Class ID: 0002034261)

Links direct to HP Sales central. If you end up on the HP SC home page rather than the document, you will need to copy the link into the browser. PDFs are Internal documents while slides can be used with customers.



Sustainable Impact Competitive Assessment

A look at HP and competitors' Sustainability efforts in 2020.



Customer-facing deck

High-level and deep dive analysis on sustainability criteria and how HP positions vs its competitors. Analysis covers CSR, PS, Print and Supplies aspects.

Please read the first disclaimer or how to use this deck slide for additional details. These materials are intended to be presented and not used as a leave-behind with a customer.



Sustainable Impact Planet - Design for Sustainability

In 1992, we developed our Design for Sustainability program, originally Design for the Environment, to include Social Impact criteria. Applying sustainable design principles across our portfolio is key to reducing our footprint, while delivering better performance for our customers and benefiting the planet, our people, and communities worldwide.

Design for Sustainability

<u>General Specification for the Environment (GSE)</u> Design for Sustainability

Recycled Content

<u>HP Toner cartridges</u> Use of recycled content

HP Ink cartridges
Use of recycled content

Materials

Responsible Materials Strategy
Green Chemistry Timeline
Product Material Content Information

Chemicals

REACH, article 33
ROHS
SDS – Safety Data Sheets

Repairability

HP Parts Store
Disassembly Instructions
Ruggedness and Reliability of HP Business PCs
HP support and repair YouTube channel

Security

<u>HP Jet Advantage Security Manager</u> <u>Services to Strengthen Your Security</u>



Sustainable Impact Planet – Material use

Our vision is to transform our entire business to help drive a more efficient, circular, and low-carbon future, and to support our customers and communities to achieve more, with less impact.

Material-use/ Ocean-bound plastic*



The Battle Against Plastic

Pollution
EN; DE; ES; FR; NL; IT; PL; PT; SV;

First Recycled Content Validation for Ocean-Bound Plastics from UL

PRESS RELEASE

HP Receives First Recycled Content

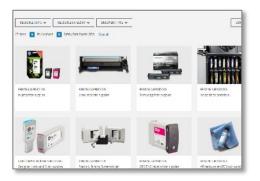
Validation for Ocean-Bound Plastics from

UL

UI. recycled content procedure to include social impact.

After upcycling more than 1 million pounds of ocean-bound plastic, roughly 35 million plastic bottles into its products. Full story here

SDS – Safety Data Sheets



SDS documents contain safety information about materials such as physical, chemical and toxicological properties, regulatory information, and recommendations to ensure safe handling.

Product Material Content 2019





HP Forest programs



Back to index

Forest Sustainability

*OCEAN-BOUND PLASTICS

Sustainable Impact Planet - Circular economy

At all stages of our value chain, we are advancing circular solutions to create value and help eliminate waste. From sourcing, product design, and service-based business models to end-of-service solutions, circular transformations will redefine our business, and how our customers work and live.

Product as a service



Assessment Shows Service-based Models Deliver Positive Environmental Impact

EN; DE; ES; NL; PL; PT; SV;

Sustainable IT Purchasing Guide



This guide is designed to help professionals leverage the power of sustainable procurement to advance on sustainability goals, while also contributing to the transition towards a circular economy

<u>Top Sustainable Criteria –</u> <u>per BU, focus Public Sector</u>



These criteria were developed with key principles of public procurement in mind and based on criteria commonly used and considered in public tenders. Supplies, Print & PS versions.

<u>PAIA</u> -Product Carbon Footprint Reports



A product carbon footprint is defined as the total amount of greenhouse gases emitted directly and indirectly by a product over its lifetime and includes emissions from materials extraction, manufacturing, distribution, use, and end-of-life management.

Circular Economy overview



HP's sustainable packaging strategy





Sustainable Impact Planet - Ecolabels

Product certifications help drive sustainability performance across the industry by providing comprehensive information that enables customers to make more sustainable product choices. We share extensive product safety and environmental information online and contribute to the development of new standards.

Eco labels



Qualifications that recognize our design and technological innovations, including ENERGY STAR®, EPEAT, Blue Angel, ISO 14001

UN 38.3 Lithium Battery Reports



HP is supporting its partners and customers with UN 38.3 Test Reports on Batteries.

Eco declarations



Environmental information for specific products as required by specific regulations and countries

Blue Angel Fact sheet



Sustainability proof points for purchasing original HP cartridges and printers

EnergyStar Overview



Brief overview of what is ENERGY STAR®, what HP products are ENERGY STAR® certifies, how does it help our sales process and more.

Other useful Links:

<u>HP Technical Regulations – EuroBase</u> – EU focus, search per product <u>Personalized Energy Assessments</u>



Sustainable Impact Planet – End-of-service

With innovative end-of-use solutions for reusing and recycling products, HP makes it easy for you to reduce your environmental impact in the right way - at the right price.













Learn how to sign up for HP's recycling program. Link to brochure



PPP PROMOTION (APJ Only)

Discover the benefits of HP's recycling program. Link to brochure







HP Recover & Renew Services data sheet

1. Threshold weight: 500 kgs / 1 k Lb (under implementation). Customer is responsible for deleting any confidential data. No HP liability for customer data



Extracting value from used equipment to go toward the purchase of new HP solutions.



Custom recycling services for commercial customers, including pickup, free recycling and certificate of destruction for used equipment.



Various recycling options for used equipment, including free dropoff locations for Home/Home Office Users.

Sustainable Impact Personal Systems

HP's PS Sustainability Commitment is to accelerate sustainability and social responsibility by leading the industry through innovative products and programs that improve the planet and strengthen communities.

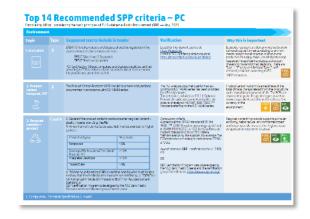
COMMERCIAL PCs



SANITIZABLE PORTFOLIO



Top 14 Public Procurement Recommendations



Top 14 PC focused Public Procurement Recommendations compiled by HP Inc., considering the basic principles of EU Sustainable Public Procurement (SPP).



Two Syrian Girls' Journey Back to School

The Clooney Foundation for Justice and HP are working together to bring learning to Syrian refugees and Lebanese students. HP provided laptops and training. Narrated by George Clooney.

<u>YouTube</u>

Azrag Refugee Camp

Through HP Learning Studio, HP and its sustainability partners bring renewed hope to the displaced families living in Jordan's Azraq Refugee Camp. YouTube

World on Wheels: Driving Digital Literacy Across India

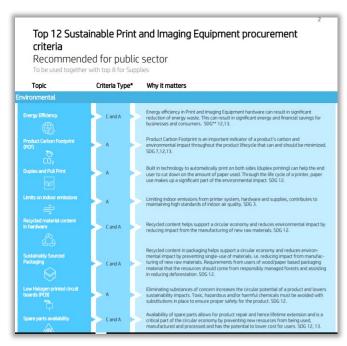
The WoW program (HP computers, printers, software, and e-learning tools) is bringing education and community resources to students, entrepreneurs, and community members.

YouTube



Sustainable Impact Print

Print Top 12 Recommended Criteria



The top 12 recommended criteria for Print and Imaging Equipment were developed as a set of recommended purchasing criteria to help procurers include sustainability when tendering for print and imaging devices. The criteria were developed with key principles of public procurement in mind and based on criteria commonly used and considered in public tenders.

HP home & home office print product highlights



View SPIE's success story



HP is dedicated to managing the environmental and social impact of printing from design through end of life. See how this is perceived by its clients.

SPIE youtube video



Sustainable Impact Print-MPS

Carbon neutrality, helps to effectively bring a carbon footprint to zero using a combination of measures, including increasing operating efficiency, moving to renewable energy, and investing in carbon offset projects, such as conservation and regeneration of forests



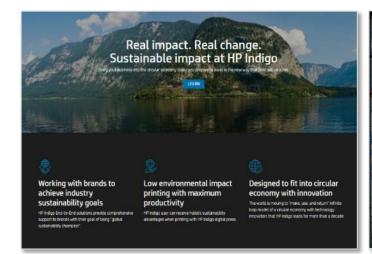


<u>Customer Brief</u> <u>EN; DE; ES; FR; IT</u>

<u>Customer presentation</u> <u>EN; DE; ES; FR; IT</u>

Sustainable Impact HP Indigo Sustainability Tools

Designed to fit into circular economy with innovation







Indigo's sustainability story

<u>Indigo's Carbon Neutrality-</u>video

Eco-friendly flexible packaging



Sustainable Impact Supplies - highlights

Supplies Procurement guide



<u>Top 8 Sustainable Supplies</u> Procurement Criteria

FR; DE; DEAT; ES; IT; NL; PL; PT; RU; AR

Indoor Air Quality



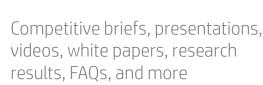
How IAQ testing is done [Video | 2019] Insights on Indoor Air Quality testing: **EN**

Clones



Clones versus HP's Original HP Toner performance and durability

Original HP Toner sales tools Competitive briefs, presentations,



Reman



For HP internal and channel partner use only

Study confirms: remanufacturing doesn't prevent cartridges from ending up in a landfill



Original HP Ink Supplies, HP papers and Original HP Ink and Toner NPI sales tools

Solution briefs, presentations, videos, research results, messaging, and more





Sustainable Impact Supplies — closed loop

Some links direct to HP Sales central. If you end up on the HP SC home page rather than the document, you will need to copy the link into the browser.



HP closed-loop recycling [Brief | 2019]
A brief introduction to HP's closed loop
recycling system, that collects and refines
plastic to manufacture new Original HP
cartridges: AR; CS; DE; EL; ES; FI; FR; HU;
IT; NL; PL; PT; SK; TY; DK; NO; SV

2021 EN only versions NA; EMEA; LAR; APJ



Help drive positive environmental change by choosing Original HP cartridges [Brief | 2019]

Information an HP'S environmental practices including fair labor conditions, human rights, and environmental performance throughout the supply chain: AR; CS; DE; EL; ES; FI; FR; HU; IT; NL; PL; PT; SK; TY; DK; NO; SV

Sustainable Impact Supplies – customer cases



Munich Re lowers costs and simplifies support using Original HP supplies [Case Study | 2015]

Munich RE (DE) chose HP Supplies Big Deal Program which offers predictable, lower costs combined with optimal performance and reliability: **EN**



Health insurance providers rely on genuine products [Case Study | 2015]

ITSCare (DE) chose Original HP Supplies to ensure the reliability of the printer fleet and quality of printed documents whilst reducing maintenance costs: **EN**



Sustainable Impact Supplies — 'The Catch' video series



<u>Imitations and Environmental</u> <u>EN; FR; AR; DE; ES; IT</u>



<u>Imitations and Hidden Costs</u> <u>EN; FR; AR; DE; ES; IT</u>



Imitations and Indoor Air Quality
EN; FR; AR; DE; ES; IT



<u>Imitations and Patent Infringement</u> <u>EN; FR; AR; DE; ES; IT</u>



<u>Imitations and Regulatory Non-compliance</u> <u>EN; FR; AR; DE; ES; IT</u>



Sustainable Impact People -overview

Our vision is to enable all people who help bring our products to market to thrive at work, at home, and in their communities. We aim to embed diversity and inclusion in everything we do.



Ethics

Integrity at HP
All HP Policies

HSE Policy



that are directly linked to their operations, products or

diligence processes to identify, prevent, mitigate, and account

services by their business relationships, even if they have

Human Rights

2020 Human Rights Progress Report

not contributed to those impacts.

2019 translations: EN; ES; FR; NL; PL; PT; SV;

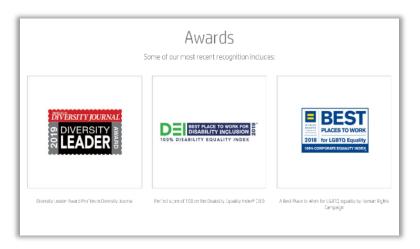
Human Rights Policy

Human Rights Risk and Plans

HP Modern Slavery Act

Responding to the risk of modern slavery

Foreign Migrant Worker Standard



Global diversity and inclusion efforts

Diversity, Equity and Inclusion

Non-discrimination policy

Open-door policy



Sustainable Impact People - Supply Chain Responsibility

We insist that all workers receive fair treatment, freely chosen employment, and safe working conditions. To reduce environmental impact, we collaborate with suppliers to decrease GHG emissions, water use, and waste.



Supply Chain Responsibility
Overview
Supplier Social & Environment
Responsibility requirements



Supply Chain and Social and Environmental Responsibility Overview



HP Suppliers List
Environmental Impact
Responsible Minerals Sourcing
Conflict Minerals Disclosure



Sustainable Impact Community - overview

Our mission is to unlock educational and economic opportunity through the power of technology in addition to improving the vitality and resilience of our local communities.

Social impact

HP's commitment to creating positive, lasting change for people and communities around the world extends to how we design and deploy products, solutions, and services to meet the unique business needs of key verticals and industries. Our portfolio of education products, partnerships, and programs are helping to enable better learning outcomes for millions of people worldwide. HP's purpose-built healthcare portfolio is designed with clinicians in mind to streamline patient care, optimize clinical workflows, and deliver customized solutions. A strong focus on inclusive design helps to ensure that everyone can access the benefits of our technology.

Social Impact

Digital Equity

Equitable access and opportunity

Regenerate natural systems



Policies and Standards



Affiliations
Affiliations and memberships



Education/Policies/Affiliations

Access to a quality education is a fundamental human right—through our technology, programs and partnerships we aim to bridge the digital divide and connect people and communities to greater opportunity.



Quality learning and digital literacy to millions



To bridge the "digital divide" and build skills for the future, the HP Foundation provides core business and IT skills training free of charge for start-ups, students, and small businesses. HP LIFE (Learning Initiative for Entrepreneurs) offers global access to 32 free courses in seven languages, with a focus on providing highly accessible and usable content.

HP Life platform

HP LIFE (SI Report)

HP LIFE flyer

HP LIFE overview EN, ES

HP PRINTABLES

New set of <u>Printables</u> focused on sustainability





HP REFRESH PROGRAM- Localized videos

<u>Danish; Dutch; English; Finnish; French; German; Greek; Hungarian; Italian; Norwegian; Polish; Portuguese; Russian; Spanish; Swedish; Turkish</u>



HP TURKEY AND LOCAL NGO TURMEPA ON MARINE POLLUTION

Short video for primary school kids to increase awareness on how to reduce use of single-use plastics



HP LIFE CENTERS MEXICO

Full Youtube
15 sec AH version
1 minute AH version
2-minute AH version







Sustainable Impact Imagery

<u>Asset Hub: Sustainability Imagery</u> <u>& Videos</u>-> search Sustainability



New 2020 SIR report related assets:

- People Pillar:
- Digital Equity
- Circular Economy
- Reduced Carbon Emissions
- Planet Pillar
- Community Pillar
- Ocean Bound Plastic

<u>Syndicated content</u> > Sustainability Content @HP Brand Showcases



View the content here:

Danish | Dutch | English | Finnish |
French | German | Norwegian |
Swedish | Spanish | Portuguese |
Italian | Russian | Turkish

PS Marketing Sustainability Toolkit



Produced by the Commercial Organization



Sustainable Impact Videos



Easy Doesn't Do It: HP Sustainable Impact

Learn why easy doesn't do it, watch how HP delivers on bold promises for a sustainable future.

<u>YouTube:</u> 2:20 min | <u>LATAM ES</u>, <u>LATAM PT</u> TenCent (简体中文)



HP Europe Print Circular Economy Strategy

Video showcasing HP's recycling efforts in Europe, with a focus on printer hardware recycling in the Netherlands and ink cartridge recycling in Germany.

YouTube: 2:26 min



Delivering on Our Purpose

HP Sustainable Impact means creating positive, lasting change for people, our planet and communities. It's how we deliver on our promise to make life better for everyone, everywhere.

YouTube: 1:59 min LATAM ES; LATAM PT;



Original HP Ink & Toner

Original HP Ink and Toner video featuring key product benefits (sustainability) and value proposition.

YouTube: 1:03 min



Tackling the Plastic Packaging Problem

Packaging compromises a significant portion of total waste produced and can affect the health of our planet and people That's why HP is committed to eliminating 75% of single-use plastic packaging by 2025, compared to 2018.

YouTube: 1:11 min LATAM ES; LATAM PT



Sustainable Impact Videos



Rosette Chapter II: Closed Loop Ink Recycling

Shows the story of how used water bottles from Haiti are manufactured into HP original ink cartridges using technological innovation.

YouTube: Closed Loop Ink Recycling Asset Hub: 2:33min



Ocean of Plastic: Closed-loop Recycling in Haiti

Our oceans are drowning in plastics. HP is taking action, activating recycling programs in developing countries like Haiti. HP reuses the plastic material to create Original HP ink cartridges.

YouTube: Closed-loop Recycling in haiti





APJ MARKETS SI HIGHLIGHTS

A video highlighting Sustainable Impact (SI) stories in Asia-Pacific, including Tech Hubs in Indonesia, World on Wheels in India, Project STOP in Indonesia and Sustainable Forest Collaborative in China and Brazil.

<u>YouTube</u>: Asia-Pacific Sustainable Impact | <u>EN</u>, <u>ID</u>, <u>TH</u>, <u>VN</u>, <u>KR</u>, <u>JP</u> Asset Hub: 1:26 min | EN, ID, TH, VN, KR, JP



World on Wheels: Driving Digital Literacy Across India

How the WoW program helps bring education and community resources to students, entrepreneurs, and community members.

YouTube: World on Wheels Asset Hub: 3:23 min



Two Syrian Girls' Journey Back to School

The Clooney Foundation for Justice (CFJ) and HP Inc. release a powerful film dedicated to demonstrating the impact of technology on learning outcomes.

YouTube: Two Syrian Girls' Journey Asset Hub: 2:20 min and 30 sec



Homeboy Electronics Recycling

Helping support our recycling program by dismantling returned printers into parts that we can use to make new printers.

YouTube: Homeboy Electronics Recycling

Asset Hub: 2:50 min and 30 sec | Spanish, Portuguese





At HP, we are committed to making a positive, enduring impact by protecting the planet, supporting our people, and strengthening the communities where we live, work, and do business. This learning path will equip you with valuable knowledge on HP's Sustainable Impact progress and goals, to enable our customers to reinvent the future through our most sustainable portfolio of products and services.



HP Amplify Impact – Sustainability Sales Fundamentals (Print and Personal Systems)

HP Amplify Impact – Sustainability Sales Fundamentals (Print and Supplies)

HP Amplify Impact - Sustainability Sales Fundamentals (Personal Systems)

Sustainability Basics

6 Minute Video (ID:0001097646) 30 Minute Online (10:0001097732)

Understand the importance of sustainability and its focus areas. Identify the steps you can take to be more sustainable.

G P PS

Sustainability 101

4 Minute Video (ID: 000109364)

An introduction to Sustainability at HP, this video will help you understand HP's Sustainable Impact strategy. It also explains how through its Sustainable Impact goals, HP delivers on its commitment to making a positive impact on the planet, its people, and its communities.



Computing with Sustainable impact 4 Minute Video (ID: 000108951) 30 Minute Online (ID:01082287)

Discover HP's commitment to sustainability through its strategies for sustainable computing and helping to reduce its environmental footprint. Through various sales scenarios, recognize how you can leverage this information in your sales conversations.

Printing with Sustainable impact

4 Minute Video (ID: 0001089848) 30 Minute Online (ID: 01087832)

Explore the current industry trends in sustainability for printing and understand HP's strategy to meet them. View a range of sales scenarios and understand how you can help your customers realize the value of HP's sustainable printing products and services.

Sustainable Impact Advantages of **HP Supplies**

4 Minute <u>Video</u> (ID:0001091047) 30 Minute Online (ID: 01087830)

Understand the current sustainability trends related to supplies and become familiar with HP's response to those trends. Explore sales scenarios that will help you position to your customers the benefits of HP's range of supplies with a focus on sustainability.







Understanding customer's

HP SUSTAINABILITY INTERMEDIATE A LEARNING PATH



EXTERNAL

Only for Amplify Impact -Catalyst & Changemakers Partners As part of our continued commitment to drive HP's sustainability program, this next phase in the learning journey is designed to help you leverage your fundamentals knowledge to be able to create and progress an opportunity with your clients

HP CONFIDENTIAL, HP INTERNAL AND CHANNEL PARTNER TRAINING USE ONLY.

Learning **Paths**

(Bookmark the link and revisit for new online content, dates are listed below modules) Generalist >



Print >



Local language versions in development

FUNDAMENTALS PATH



INTERMEDIATE PATH

30 Minute Online

sustainability goals Available in EN, FR, IT, GE, SP, PT (BR), TK, Simp. CN, KR, JP on Jun 2

Understand a customer's sustainability priorities and initiate an effective sustainability conversation to create shared priorities with the customer

Selling sustainable printing systems

30 Minute Online

Available in FR, IT, GE, SP, TK, Simp. CN, KR, JP on Jun 21

Learn about HP's commitment to creating sustainable printing for its customers and how they can benefit from HP's sustainable print initiatives



and Sustainability Plan

Intermediate training content to be

launched as a part of the Amplify Impact

World's most sustainable PC portfolio

30 Minute Online

Available in FR, IT, GE, SP, TK, Simp. CN, KR, JP on Jun 21

Learn how customers can benefit from HP's sustainable PC portfolio, making it the most sustainable portfolio in the world

Differentiating with Sustainability

30 Minute Online

Available in EN, FR, IT, GE, SP, TK, Simp. CN, KR, JP on Jun 21

Explore HP's competitive advantages related to sustainability across different areas and how to use them to drive sales

Integrating sustainability Into proposals

30 Minute Online

Available in EN, FR, IT, GE, SP, TK, Simp. CN, KR, JP on Jun 21

Understand how to influence customers at different stages of the sales cycle to integrate sustainability into their proposals



Handling sustainability customer conversations

45 Minute Simulation

Available in EN on Jun 22

Available in FR, IT, GE, SP, TK, Simp. CN, KR, JP on Jul 18

Demonstrate how to effectively include sustainability in a sales conversation with a customer



5 Min Video Available in EN on Jun 21 Available in FR, IT, GE, SP, ES-XL, PT (BR), PL, TK, KR, JP on Jul 18

30 Mins Web-based Training



Understand the importance of diversity, equity and inclusion, and how it helps to drive a company's long-term success. Understand steps you can take to embed diversity, equity and inclusion in everything you do.



documents listed have varying usage rules,

Sustainable Impact Contacts

Contacts

- Web: <u>www.hp.com/sustainableimpact</u>
- Portal: www.hp.com/go/scc
- Helpdesk: <u>sustainability@hp.com</u>

When requesting assistance from the portal or helpdesk email above, the following languages are supported: EN, DE, FR, NL, SV, ES, PT, IT, BL, 简体中文, 日本語, 한국어



The Sustainability and Compliance Center (SCC)

Can support you with the following:

Sustainability information about HP products (materials, packaging, recycled content, etc.) Ecolabels (Energy Star, Blue Angel, TCO, etc)
Take-back and recycling for private and commercial customers

Supply Chain Responsibility (Conflict Minerals, Human Rights, Labor standards, etc.) Sustainability of HP Operations (Carbon footprint, goals, standards, energy, etc.) Energy Use Assessments

Energy Assessments
PC and Print Line Up
Shared Values between HP and the Customer

Contact us: sustainability@hp.com

Support is available in 12 languages- French, German, Spanish, Swedish, Dutch, Bulgarian, Italian, Portuguese, Korean, Chinese, and Japanese

Search for solutions, submit & track requests www.hp.com/go/scc

When sending bid requests to the SCC don't forget to specify the following:

- 1. Name of the customer and OPI / OPP or deal value
- 2. Direct or indirect sales (please provide partner name if indirect)
- 3. Products offered or product type
- 4. Deadline (deadline for the SCC, deadline for the deal, etc.)
- 5. Outline the Sustainability questions that need to be answered by the SCC
- 6. If known, the overall weight of sustainability in the procurement decision process



Sustainable impact On HP Sales Central

To access:

- 1. Log in to <u>HP Sales Central</u>
- 2. Under *Learn*, click *Solutions*
- 3. Choose the *Sustainable Impact* tile

To customize your workspace

- 1. Open Customize my workspace
- 2. Choose Solutions
- 3. Add Sustainable Impact tile

