

December 11, 2012

Dear HP Products Supplier,

HP Products is taking steps to further improve our operating efficiencies and product data accuracy represented in our product catalogs by using data synchronization, data transmission from a Data Pool, to our online catalog as well as our backend ERP systems.

We have partnered with 1WorldSync as a data pool as well as SpecPage, a 1 WorldSync solution provider. We are requesting that our suppliers use data synchronization to transmit their item data to HP Products.

Benefits of using data synchronization with HP Products:

- Compliance with industry standards
- Faster transition to marketplace
- Reduction in the number of administrative errors
- Timely Product Data Updates

Your organization is requested to comply with this process change as early as possible.

- Participation in this initiative is beneficial to both; therefore is not optional
- Compliance is reported at the highest levels of our organization
- Not complying could slow processing of your products
- Data Synchronization is our near-term and long-term path for product data.

This process requires your company to synchronize your item data and updates/changes to existing product information via the data pool with HP Products.

Next Steps...

HP Products is requesting that your company and all of its suppliers migrate to this new process as soon as possible. If you are **not** a current subscriber to 1 WorldSync or any other data pool, please contact Tom Dillon at SpecPage at 1.800.393.8807 or email tdillon@specpage.com. He can answer any questions you may have regarding the initiative and help you get started.

If you **are** a current subscriber to 1 WorldSync or subscribe to another data pool, please add HP Products as a recipient of your data. Our GLN number is **1100001016488**. For those organizations that have already begun sending data to us through the GDSN, we thank you for your cooperation.

To learn more about this initiative you can also visit <http://pdm.1sync.org/customers/hpproducts>. Also, a representative from 1 WorldSync or SpecPage will be following up with you on our behalf to answer any questions and to discuss your plans regarding data synchronization.

Thank you for your participation as we continue to improve our processes.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Smith", with a large, stylized flourish at the end.

Jim Smith
Executive Vice President
HP Products Corporation