SCHEDULE 4

HP Workpath Distribution and Marketing Plan Options

This Schedule 4 is appended to and becomes part of the HP COMMAND CENTER SERVICE AGREEMENT (the "Agreement") between the party completing and signing this Schedule 4 (referred to as Vendor in the Agreement) and HP. This Schedule 4 is governed by and incorporates by reference all terms of the Agreement, regardless of when the Agreement is signed relative to this Schedule, and addresses only the Distribution and Marketing Plan Options selected by Vendor (sometimes referred to herein as "Developer," "Independent Service Provider" or "ISV"). All capitalized terms used, but not defined, herein have the meaning ascribed to them in the Agreement. This Schedule 4 includes financial obligations between Vendor and HP related to distribution plans for Vendor Products/Apps developed pursuant to the Agreement, and also may include marketing plan benefits associated with each distribution plan. Each Vendor Product submitted for listing to Command Center MUST have a separate Schedule 4 completed, indicating which Workpath Distribution and Marketing Plan has been selected for that Vendor Product. Vendor's signature on this Schedule 4 constitutes Vendor's agreement to the terms of this Schedule and affirmation of the selections made below with respect to Workpath Distribution and Marketing Plan.

HP Workpath Distribution and Marking Plan Options – Summary Chart (Details Next Page)

HP Workpath Developer Program

Private	**Listed**	**Transacted**
• VAV (limited to 4VAV/Year) • Whitelisting • HP Attestation service • Unlimited installs • Deployment through HPCC	• VAV (limited to 4VAV/Year) • Whitelisting • HP Attestation service • Unlimited installs • Deployment through HPCC	• VAV (**Unlimited**) • Whitelisting • HP Attestation service • Unlimited installs • Deployment through HPCC
	• Listing in HPCC and Global Services Catalogue • Included in "Spotlight Solutions" in HPCC • HP Workpath PR Kit • **Workpath Developer Badge** • **Developer Access to HPCC**	• Listing in HPCC and Global Services Catalogue • Included in "Spotlight Solutions" in HPCC • HP Workpath PR Kit • Workpath Developer Badge • Developer Access to HPCC • **HPCC eCommerce**
		Revenue Share **80/20** **Min App Subscription $2** • **Transacted by HP Merchant of Record +T's & C's** • **One agreement many Resellers**

1. **Detailed Program Descriptions**
   a. **Private**
      i. Services and Benefits
         1. VAV – Security testing by HP or designated validation vendor. Ability to submit the same Vendor Product (under different version #'s), up to 4 times per year

         2. Whitelisting –Explicitly allowing Approved Vendor Products to be listed and used as part of HP Cloud Services after passing an HP security review.

         3. HP Attestation Service – A feature which is integrated with hp.io, HP App Center and the Workpath ecosystem for providing secured architecture within the Vendor Product, without requiring the Vendor Product itself to retain any secrets.

         4. Unlimited installs – Unlimited Approved Vendor Product installs by an HP reseller to a single end user client.

         5. Deployment Tool – Specified HP reseller access to HP Command Center to remotely deploy Approved Vendor Products.

   b. **Listed**
      i. Services and Benefits
         1. VAV – Security testing by HP or designated validation vendor. Ability to submit the same Vendor Product (under different version #'s), up to 4 times per year.

         2. Whitelisting –Explicitly allowing Approved Vendor Products to be listed and used as part of HP Cloud Services after passing an HP security review.

         3. HP Attestation Service – A feature which is integrated with hp.io, HP App Center and the Workpath ecosystem for providing secured architecture within the Vendor Product, without requiring the Vendor Product itself to retain any secrets.

         4. Unlimited installs – Unlimited Approved Vendor Product installs by HP resellers on HP Command Center

         5. Deployment Tool – HP reseller access to HP Command Center to remotely deploy Approved Vendor Products

      ii. **Go to Market Benefits**
         1. **Listing** – Listing in the HP Command Center and in the Global Services Catalog (GSC) – provides exposure to channel partners, resellers and end users

         2. **Tagging** – Tagged with "New" icon for 6 months

         3. **PR Template** – to be used in order to promote the Approved Vendor Product according to HP Guidelines

         4. **Workpath Developers Badge** – Recognition for website or communication that Developer is part of the HP Workpath Development Partner Program.

         5. **Developer Access to HPCC** – Limited access to HPCC so Developer can view the details on their Approved Vendor Product listing and to allow installation testing and view the behavior of their solution in a production environment.

c. **Transacted**
   i. Services and Benefits
      1. VAV – Security testing by HP or designated validation vendor. Unlimited VAV's for each Approved Vendor Product

      2. Whitelisting –Explicitly allowing Vendor Products to be listed and used as part of HP Cloud Services after passing an HP security review.

      3. HP Attestation Service – A feature which is integrated with hp.io, HP App Center and the Workpath ecosystem for providing secured architecture within the Vendor Product, without requiring the Vendor Product itself to retain any secrets.

      4. Unlimited installs – Unlimited Approved Vendor Product installs by HP resellers on HP Command Center

      5. Deployment Tool – HP reseller access to HP Command Center to remotely deploy Approved Vendor Products

      6. **E-Commerce** – Approved Vendor Product will be made available to HP resellers for purchase through a third-party eCommerce service provider (Merchant of Record) that will be responsible for the entire sale process for Approved Vendor Products, eliminating the need for Vendors to have an independent commerce service.

         a. If selecting the Transacted model, HP will require you to become an "Affiliate" with our third-party payment processer (Merchant of Record), accept their terms and go through underwriting review. Your Affiliate ID can then be used for multiple Vendor Product App submissions in the Transacted model.
   ii. Go to Market Benefits
      1. Listing in the HP Command Center and in the Global Services Catalog (GSC) – Provides exposure to channel partners, resellers and end users

      2. Tagged with "New" icon for 6 months

      3. PR Template – to be used in order to promote the Approved Vendor Product according to HP Guidelines

      4. Workpath Developers Badge – Recognition for website or communication that Developer is part of the HP Workpath Development Partner Program.

      5. Developer Access to HPCC – Limited access to HPCC so Developer can view the details on their product listing and to allow installation testing and view the behavior of their Approved Vendor Product in a production environment.

      6. **Transacted by Third Party Payment Processor** (Merchant of Record) – Fees collected from resellers for Transacted Approved Vendor Products will be paid monthly by Merchant of Record directly to Vendor at a Revenue Share of 80% to Vendor and 20% to HP.

      7. **Terms and Conditions** – Because of HP's centralized negotiations with resellers, Vendor will be relieved of the necessity to negotiate a separate contract with each reseller offering Vendor's Approved Vendor Product(s).

      8. **Direct HP Enterprise Program** Go to Market and Sales – Approved Vendor Products may be made available, promoted and sold to Direct HP Enterprise Program customers, subject to review by HP and a determination as to extensibility, support and demand in the market.

         a. To be considered for this option, Vendor will also be required to accept an additional set of Terms and Conditions (set forth under "Optional Program for Direct HP Enterprise Sales" below) regarding payment schedules for Direct HP Enterprise Program. The same Revenue Share percentage described above will be applied to the Direct HP Enterprise Program.
      9. **Lead Generation Activities**
         a. HP Events – Starting in HP FY 2021, HP will coordinate, curate and distribute a calendar of events by market for potential program participation
            i. Access to any particular program is not guaranteed and some may require sponsorship fees to participate
         b. HP Newsletters – Inclusion and promotion of Developers and ISV activities in Monthly Partner and Developer Newsletters.
         c. Vendor Product Request Lead Generation – HP will generate a periodic list of new Vendor Product development requests from resellers, sales team and other marketing activities. This list will provide guidance to Developers looking for additional engagement activities and development opportunities.

2. **Listed and Transacted Listing Fee Policies**

a. If Vendor selects an Approved Vendor Product to be published as a Transacted App and such Approved Vendor Product has been deployed to Users , it must remain Transacted and cannot be changed to a Private App or Listed App.

    i. Payment method and billing account setup will take place during enrollment, before the Approved Vendor Product tis published in HPCC. Billing will be managed by a third-party payment processor (Merchant of Record) and will require acceptance of their terms and account set-up.

    ii. HP will offer Instant Payment only (e.g., Credit Card, PayPal).

b. If Vendor wishes to change an Approved Vendor Product from a Listed App to a Private App, an AppCenter System Owner approval is required.

3. **Transacted Pricing Policies**
   a. Price Change Policies
      i. If Vendor selects An Approved Vendor Product to be published as a Transacted App and such Approved Vendor Product has been deployed to Users , it must remain Transacted and cannot be changed to a Private App or Listed App.
      ii. Developers have the right to review and update pricing for their Approved Vendor Products once annually.
      iii. Annual pricing changes (if made) for an Approved Vendor Product will become effective on the annual anniversary date of the publication of such Approved Vendor Product on the HP Command Center Service Catalogue and will be limited to no more than a 20% increase of the current Approved Vendor Product price.
      iv. Developers will submit price change request to HP 30 days in advance of proposed pricing change. HP will apply the change in the HP Command Center Service Catalogue system and provide resellers required notice. Once the price is updated on the HP Command Center Service Catalogue, the change will take effect in the reseller's next billing cycle.
   b. Price Protection Policies
      i. The pricing set forth in the HP Command Center Service Catalogue on each Approved Vendor Product is the resellers purchase price.
      ii. HP resellers are free to set the retail price of Approved Vendor Products to their customers unilaterally, at their own discretion.
      iii. Developers will be forthright about any Price Change Policy (as defined in section 3.b) so that resellers can make business decisions based on proposed pricing changes and decide how to price the Approved Vendor Product in their Managed Print Services Agreement with their end customers.

Optional Program for Direct HP Enterprise Sales

If Vendor would like to designate their Approved Vendor Product for possible inclusion in sales by the Direct HP Enterprise Program, there are payment considerations in addition to those described above that also must be accepted. All payments to Developers from sales through the Direct HP Enterprise Program will be paid directly by HP, not third-party payment processor (Merchant of Record), under standard Revenue Share payment terms as indicated below.

1. **Pricing**
   a. The Vendor Products and maintenance and support subscriptions will be made available for distribution by HP at a discount of thirty percent (30%) off the Base Rate offered in the Transacted Program in the HP Workpath Distribution and Marketing Plan.
   b. HP may, in its sole discretion and within its discount margin, determine discounted HP pricing to HP customers.
   c. Major Deal Pricing. The Parties may agree upon exceptional pricing on a case-by-case base for major enterprise engagements, or to accommodate specific customer requirements for delivery or support.
2. **Revenue Share**
   a. HP agrees to pay Vendor fixed, fully paid revenue share fees based on the pricing/discounting established for the Approved Vendor Product and listed on the HP Command Center Service Catalogue, for sales of the Transacted Approved Vendor Product ("Revenue Share Fee"), payable in accordance with the Payment section below. Payment will be in U.S. currency.
   b. No fees will be due for any Transacted Approved Vendor Product: 1) used by or distributed by HP or its distributors for reasonable demonstration, training or support purposes; 2) used internally for HP product development and delivery.
3. **Payment**
   a. Direct HP Enterprise Program – Transacted Approved Vendor Product will be made available to Direct HP Enterprise customers for purchase through HP, which will be responsible for the entire sales process for Approved Vendor Products.
      i. Per above, Vendor submission of Vendor Products in the Transacted model and opting in for Direct HP Enterprise Program will also require Vendor to become established as a certified HP "Vendor". HP will require Vendor to submit certain financial information regarding payment processing in order to become a certified "Vendor" in HP systems.

b. Revenue Share Fees will accrue upon installation of Transacted Approved Vendor Product by or for HP. All accrued Revenue Share Fees (less any offset for fees subject to adjustment) will be issued by HP to Developer within 45 days following the end of each HP fiscal quarter, which ends on the last day of each January, April, July, and October. HP shall provide Developer a report stating the calculation for the payment.

c. Neither purchase orders nor invoices apply to Revenue Share Fees.