Future of Work

Walter deMeyer
District Lead (SADC)

Amplify
Elevate

HP is built on partnership's

HP has been building Partnerships since 1939

What does HP do...About HP Inc.

design solutions

enable people and businesses

deliver efficiency

Founded 1939

$53.6B
Revenue in FY24

~58,000
Employees

150,000+
Channel partners

#82
on the Fortune 100[1]

170+
Countries[3] in operation

23,000+
Patents[5]

Sustainable Impact

The world's most sustainable PC portfolio[40]

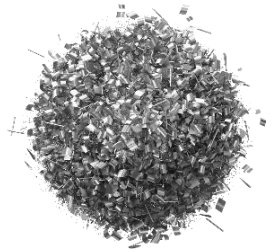
HP EliteBook 8 G1 notebooks are made using our most diverse range of recycled materials

EPEAT Climate+™ Gold Registered in US[37]

NEW

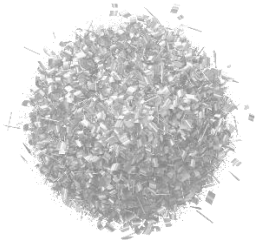
Speakers contain

Recycled Rare Earth magnets



A Cover made from at least

90% recycled Magnesium[11]



C/D Covers made from at least

80% recycled aluminum[11]

Keyboard membrane made with at least

70% ocean-bound plastic[39]

Keycaps made with at least

50% recycled plastic[12]

Display made with at least

20% recycled glass[78]

Bezel made with at least

20% recycled cooking oil[50]

For use with general public.

Explore by categories

Communication

Entrepreneurship

Finance

Marketing

Operations

Professional Development

Digital Business Skills

Category

Sort by

Agile Project Management

Digital Business Skills

By HP LIFE

9050 Students enrolled

Learn how agile project management methodologies

Introduction to Cybersecurity Awareness

Digital Business Skills

By HP LIFE

20470 Students enrolled

Discover how to detect and

Resume Writing and Job Interviewing

Professional Development

By HP LIFE

Available offline

16792 Students enrolled

Effective Leadership

Professional Development

By HP LIFE

Available offline

123009 Students enrolled

Support packaging waste reduction and help eliminate single-use plastics

100%

recycled or certified sustainable sourced packaging options[10]

Reduce weight for logistics efficiency, resulting in lower shipping emissions and costs

Outer box and cushions are 100% recyclable after use[71]

Packaging configurations and options may vary depending on product and must be configured at the time of purchase.

GOOD

Standard Packaging

- ✓ Bamboo sleeve with paper tape
- ✓ Molded fiber cushions
- ⃠ No plastic or foam

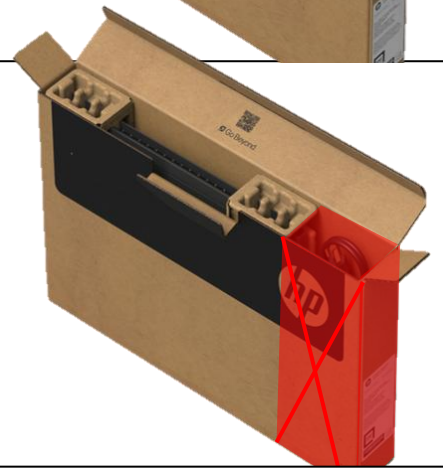
24%

Smaller packaging in 2025 vs 2024[73]

BETTER

No Adapter Packaging

- ✓ Smallest individual unit package with no adapter or power cord
- ⃠ No drop-in-box configurations



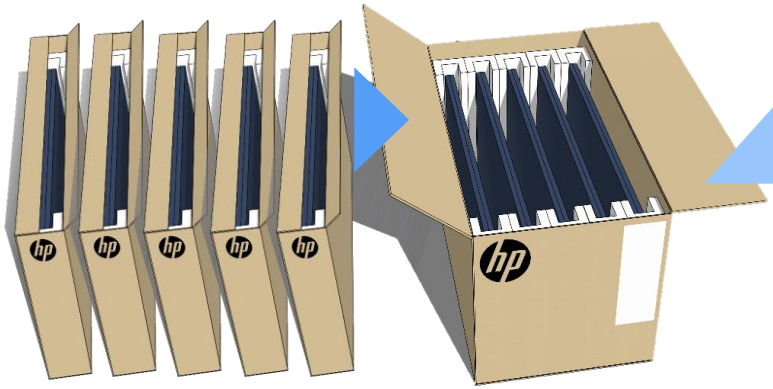
23%

Smaller packaging vs. Standard Packaging[73]

BEST

Bulk Packaging

- ✓ 5 units in 1 box
- ✓ Lowest packaging waste per unit
- ✓ Inventory & storage efficiency



5%

Improved shipping pallet efficiency[74]

For use with general public.

What does HP stand for .....

Secure by Design

World's most secure PCs & Printers

HP WOLF SECURITY

Hardware root of trust

Creates solutions that can self-monitor and self-heal from the ground up

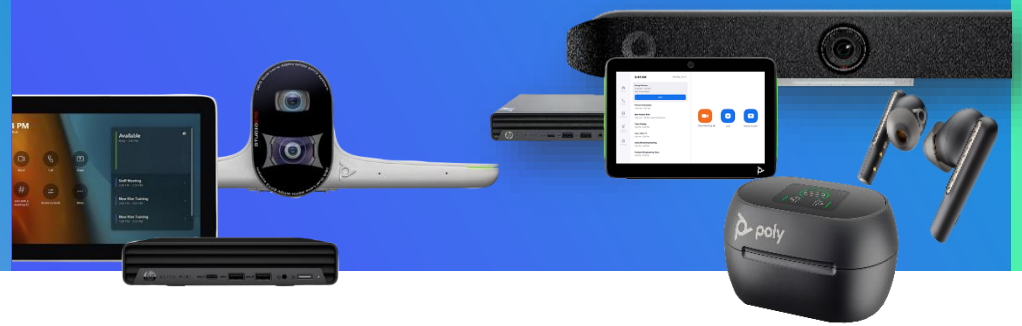
HP WOLF SECURITY

Layers of protection

Proactively prevent threats – below, in and above the OS

Industry's
largest
portfolio of
AI PCs

Industry's broadest portfolio
of certified meeting room
solutions and headsets



World's
most
sustainable
PC and Printers portfolio

We will be the #1 player in enabling hybrid work

#1 Print Vendor in the world

World's
most secure
PCs & Printers

Award Winning Print Portfolio

Micro Office
100 | 200

SMB
3000 | 4000

Enterprise
400 | 500 | 5000 | 600 | 6000 | 700 | 800

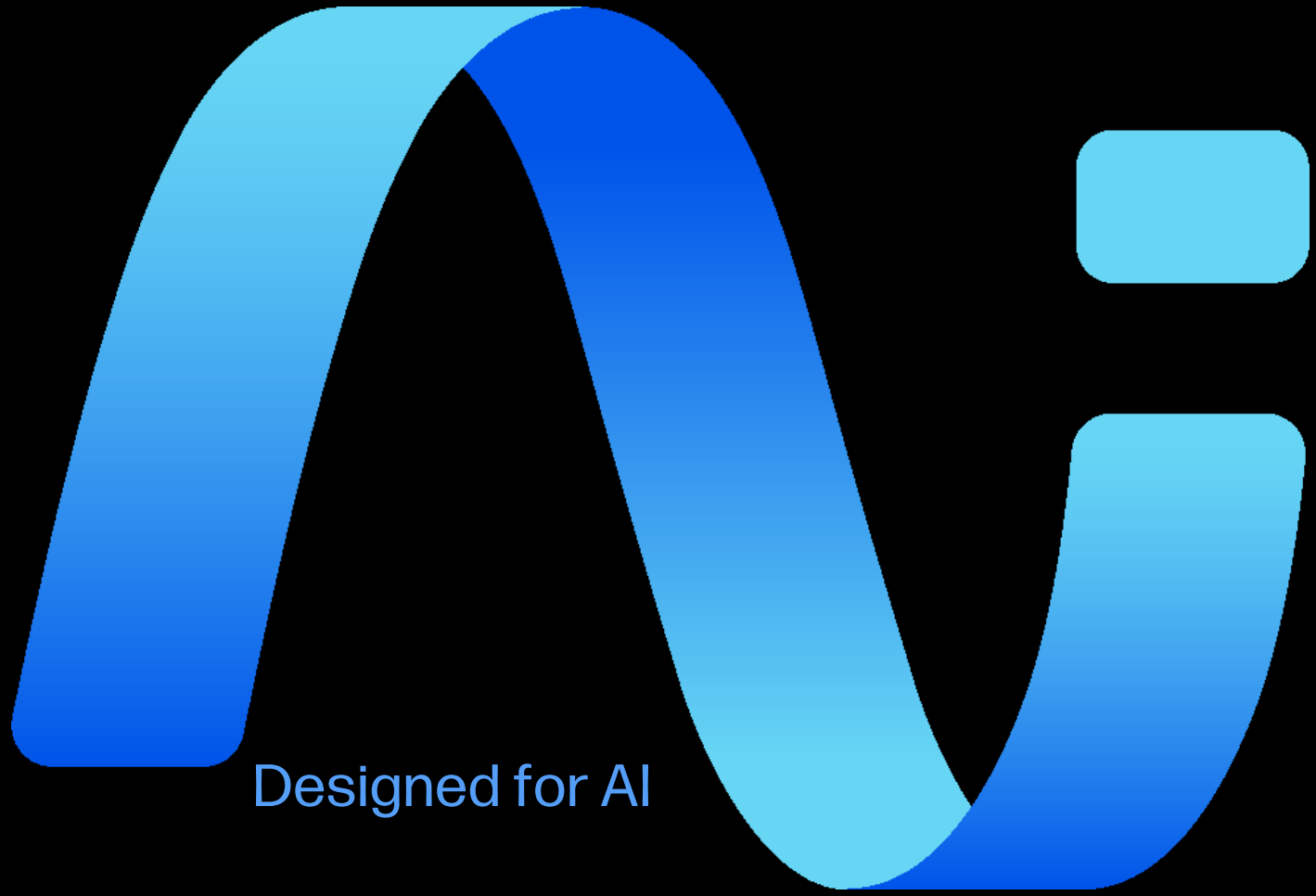
The Industry's Strongest Security

The world’s most secure printer[1] is also now...

The world's first business printer to protect against quantum computer attacks.[2]

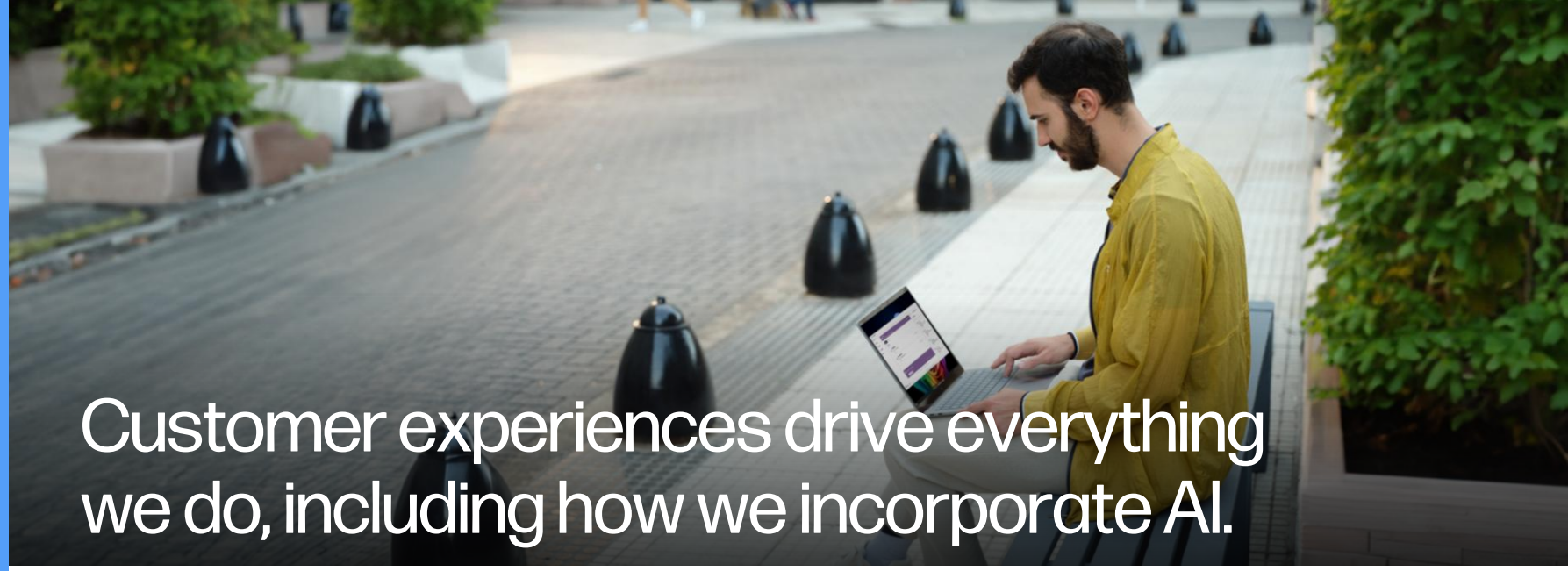
THE HP AI HELIX

Next-Gen AI Experiences



HP Confidential

Evolving artificial intelligence at HP



The building blocks of HP intelligence

ISP+ webcams[19] (AI on chip)	AI Companion[2] (BETA)	Poly Camera Pro[4]
NPU[5] (to enable on device AI)	Wolf Security[6] (Sure Sense powered by AI)[7]	Smart Sense[8]
HP Z AI Studio[3]	HP Print AI	Workforce Experience Platform

Independent software integrations powered by AI

Powerful AI desktops made for the real world

Amplify
Elevate

World's largest portfolio of AI PCs for business

Powerful and personalized stationary workspaces designed for:

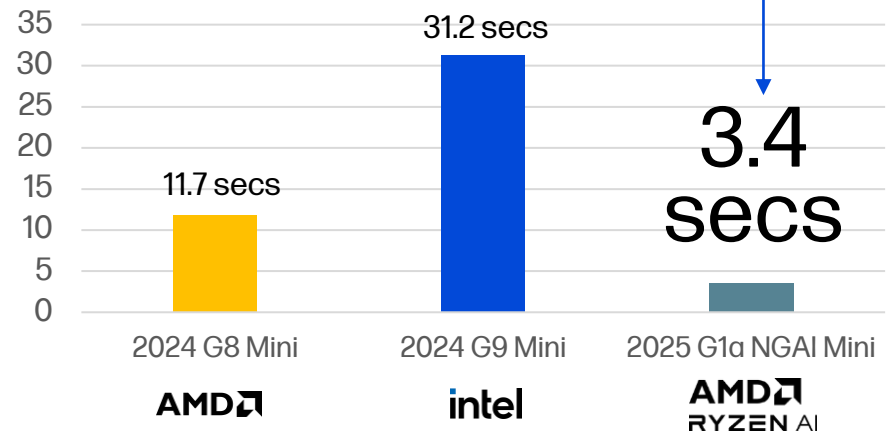
Office Collaborator

Office Independent

Frontline Pro

Desktop users care about:

- Performance for heavy workflows
- Durable, upgradable design
- Premium collaboration
- Robust ecosystem
- Resilient security[12]



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This document explains the experiences found on the notebooks below

2025 Business Notebook Portfolio

ProBook

4 Series

Power, style and value for growing companies

Next Gen AI PCs[2,3] Copilot+PC[48]		
4 G1q 14”		
AI PCs[3,9]		
	4 G1i 14” 4 G1i 16”	4 G1a 14” 4 G1a 16”
Non-AI PCs		
	4 G1iR 14” 4 G1iR 16”	4 G1ah 14” 4 G1ah 16”
Snapdragon by Qualcomm	intel.	AMD

EliteBook

6 Series

Build the right configuration for your business

6 G1q 14”		6 G1a 14”
	6 G1i 13” 6 G1i 14” 6 G1i 16”	6 G1a 14” 6 G1a 16”
	6 G1iR 14” 6 G1iR 16”	6 G1ah 14” 6 G1ah 16”
Snapdragon by Qualcomm	intel.	AMD

8 Series

The enterprise notebook that’s anything but ordinary

8 G1i 14” 8 G1i 16”	8 G1a 13” 8 G1a 14” 8 G1a 16”
8 Flip G1i 13” 8 G1i 13” 8 G1i 14” 8 G1i 16”	8 G1a 13” 8 G1a 14” 8 G1a 16”
intel.	AMD

X Series

Drive strategy with the efficiency and power of next-gen AI.

G1i 14” Flip G1i 14”	G1a 14”
intel.	AMD

Ultra Series

Make an impression with an ultra thin, ultra light, powerful device

G1q /G1q8 14”	G1i 14”
Snapdragon by Qualcomm	intel.

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This document explains the experiences found on the notebooks below

2025 Mobile Workstations

ZBook				
8		X	Ultra	Fury
Next-Gen AI PCs with 40+ TOPS NPU[2,3] Copilot+PC[48]				
G1a 14" diagonal AMD			G1a 14" diagonal AMD	
AI Workstations with up to 13 TOPS NPU[3,5]				
	G1i 14" & 16" diagonal intel	G1i 16" diagonal intel		G1i 16" & 18" diagonal intel

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This document explains the experiences found on the desktop PCs below

2025 Business Desktop Portfolio

Pro				Elite			
4 Series				8 Series			
Built for small business & public sector leadership with optimal price for value				Redesigned for hybrid leadership in enterprise			
Next Gen AI PCs[2,3] Copilot+PC[48]							
				EliteDesk 8 Mini G1a Next Gen AI PC AMD			
AI PCs[3,5]							
ProDesk 4 Mini G1i intel	ProDesk 4 SFF G1i intel	ProDesk 4 Tower G1i intel	ProStudio 4 AiO G1i intel	EliteDesk 8 Mini G1i intel	EliteDesk 8 SFF G1i intel	EliteDesk 8 Tower G1i intel	EliteStudio 8 AiO G1i intel
Non-AI PCs							
				EliteDesk 8 Mini G1a AMD			

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Desktop Form Factors

Mini	Small Form Factor (SFF)	Tower	All-in-One

Next Gen AI PCs (40-60 TOPS NPU)[56, 71]

- Purpose-built for knowledge creators to do more with local AI
- Meets Microsoft Copilot+ PC standards[68]

Copilot+PC[68]

Mini	Small Form Factor (SFF)	Tower	All-in-One
HP EliteDesk 8 Mini G1a Desktop Next Gen AI PC			

AI PCs (Less than 40 TOPS NPU)[16, 56]

Mini	Small Form Factor (SFF)	Tower	All-in-One
HP EliteDesk 8 Mini G1i Desktop AI PC HP ProDesk 4 Mini G1i Desktop AI PC	HP EliteDesk 8 SFF G1i Desktop AI PC HP ProDesk 4 SFF G1i Desktop AI PC	HP EliteDesk 8 Tower G1i Desktop AI PC HP ProDesk 4 Tower G1i Desktop AI PC HP ProDesk 2 Tower G1a Desktop AI PC	HP EliteStudio 8 AiO G1i Desktop AI PC HP ProStudio 4 AiO G1i Desktop AI PC

Non-AI PCs (No NPU)

Mini	Small Form Factor (SFF)	Tower	All-in-One
HP EliteDesk 8 Mini G1a Desktop PC	HP ProDesk 2 SFF G1i Desktop PC	HP ProDesk 2 Tower G1i Desktop PC	HP ProOne 240 G10 AiO Desktop PC

= AMD
= intel.

Click to see the full 2025 Business Desktop portfolio

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Branding built for the future

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Commercial Portfolio

	Notebooks	All-in-Ones	Desktops
U	EliteBook Ultra	EliteStudio Ultra	EliteDesk Ultra
X	EliteBook X	EliteStudio X	EliteDesk X
8	EliteBook 8	EliteStudio 8	EliteDesk 8
6	EliteBook 6		
4	ProBook 4	ProStudio 4	ProDesk 4
2	ProBook 2	ProStudio 2	ProDesk 2

Consumer Portfolio

	OmniBook	OmniStudio	OmniDesk
U	OmniBook Ultra	OmniStudio Ultra	OmniDesk Ultra
X	OmniBook X	OmniStudio X	OmniDesk X
7	OmniBook 7	OmniStudio 7	OmniDesk 7
5	OmniBook 5	OmniStudio 5	OmniDesk 5
3	OmniBook 3	OmniStudio 3	OmniDesk 3

Notebook naming made simple

Making it easier for customers to choose their silicon

HP EliteBook 8 G1i — intel

HP EliteBook 6 G1q — Qualcomm

HP ProBook 4 G1a — AMD

Thank You

Information for HP Customers and Partners in Botswana| Aug 2025

JOAO SANTOS

HP Anti Counterfeiting and Fraud (ACF) Program

Avoid Risky Counterfeits – HP Helps Shield You From Fakes

Agenda

1. Overview of HP ACF program in Africa and Botswana
2. Recent Highlights of Our Fight Against Counterfeiting
3. How to Check for Signs of Counterfeiting
4. Essential Tips for Safely Buying Original HP Supplies

HP ACF Aims to Provide All-round Protection

ACF – Anti Counterfeiting and Fraud Programme

Protect

- ✓ Ensure customers can trust the HP sales channel
- ✓ Audit partners' stocks (CPPAs) and check customers' deliveries (CDIs)

Enable

- ✓ Raise awareness and involve important stakeholders
- ✓ Educate partners and customers on how to avoid fakes / buy originals

Enforce

- ✓ Cooperate with authorities, such as police, customs, to remove fakes
- ✓ Actively monitor online fraud risks

3

Protect Customers

ACF Audits Shield HP's Sales Channel

4,000

Channel Partner Protection Audits (CPPAs) by HP

80

countries saw such HP ACF partner audits by HP

Europe, Middle East, Africa | 2020 to 2024[1]

HP conducts random audits of its HP Partners to ensure that the HP sales channel is a reliable place to buy HP printing supplies – also shielding all HP customers that are buying from HP Partners.

[1] Approx. data, 2020-2024, referring to HP's fiscal years

Free Inspections Help Customers Avoid Fakes

1,000

ACF Customer Delivery Inspections (CDIs) by HP

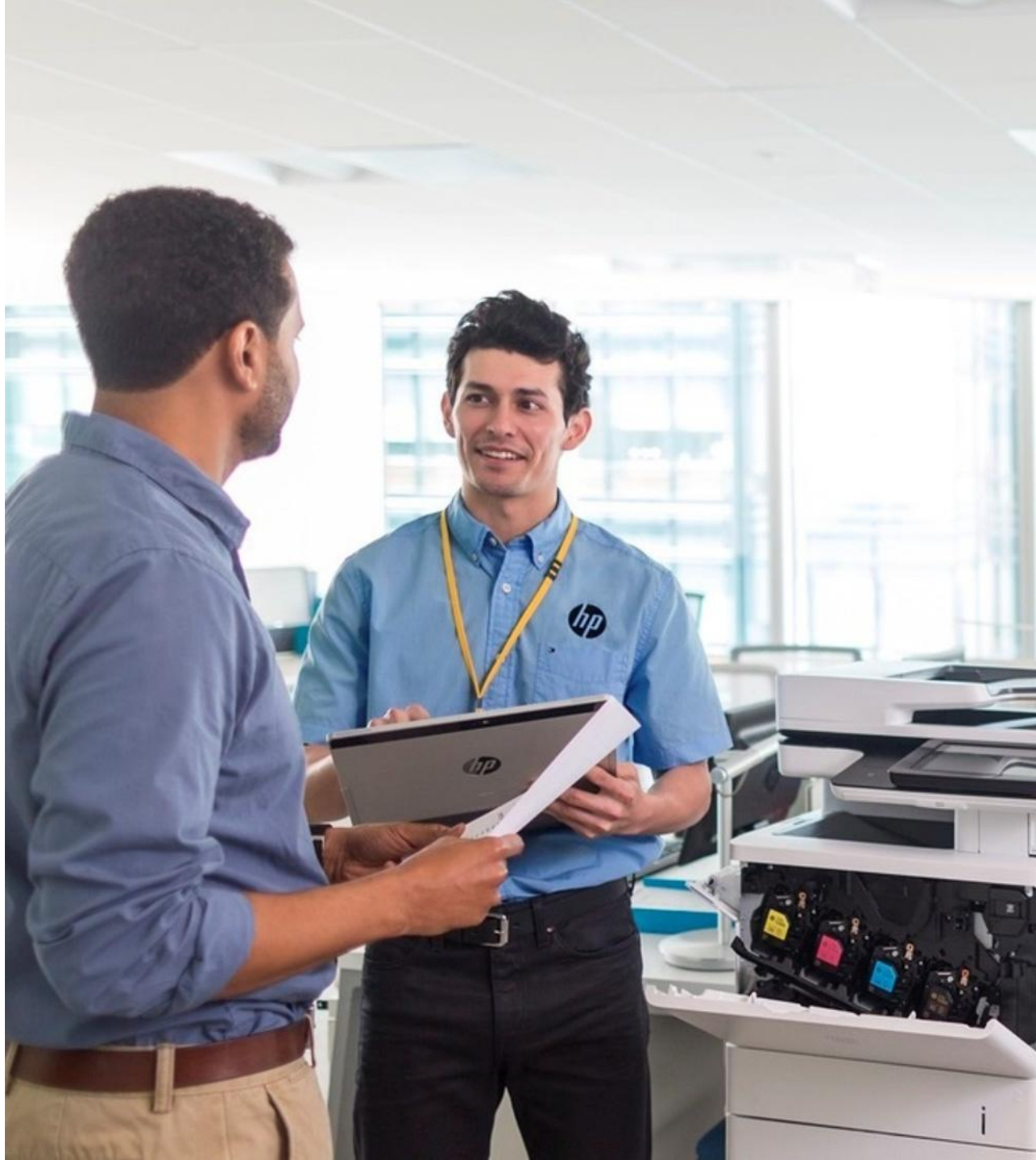
110,000

potentially suspicious products checked in CDIs by HP

Europe, Middle East, Africa | 2020 to 2024[1]

Customers who are suspicious about a large/mid-sized cartridge delivery can contact HP for free-of-charge inspections at their convenience – carried out on-site or remotely.

[1] Approx. data, 2020-2024, referring to HP's fiscal years



Request a Customer Delivery Inspection (CDI)

CDIs – Step by Step

A Customer Delivery Inspection (CDI) in a Nutshell

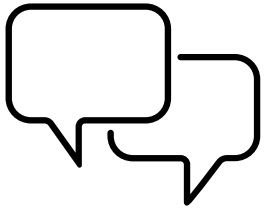
Upon request, HP ACF experts checks a delivery in a CDI – at no costs to you.[1]

These inspections are available as on-site CDIs and as Remote CDIs, carried out in dedicated and secure video calls with specially trained HP ACF Experts – a reliable and fast service.

Easily Request a CDI

Submit the CDI Request Form at hp.com/cdi-request – and store delivery separately.

Arrange the Inspection



If a CDI is granted, HP contacts you to arrange an inspection at your convenience.

Have a Delivery Checked

Trained HP ACF Experts inspect all suspicious HP supplies – either on-site or remotely via the Web.

Buy With Confidence

After the CDI, HP reports any findings – and you can follow up, if needed, to ensure that you have original HP quality supplies.

[1] Customer Delivery Inspections (CDIs) are a non-binding invitation by HP, available in selected countries/regions. Learn more at hp.com/cdi.

HP Acts to Protect Online Shoppers

Collab with major marketplaces

such as Amazon, TakeaLot, eBay, etc.

Fighting infringements

such as violations of HP's intellectual property (IP),
e.g., violations of HP's trademarks, copyrights, patents

Working closely with major platforms, HP helps delist illicit offers from online marketplaces – contributing to protecting customers shopping for HP supplies online.

Approx. data, 2020-2024, referring to HP's fiscal years

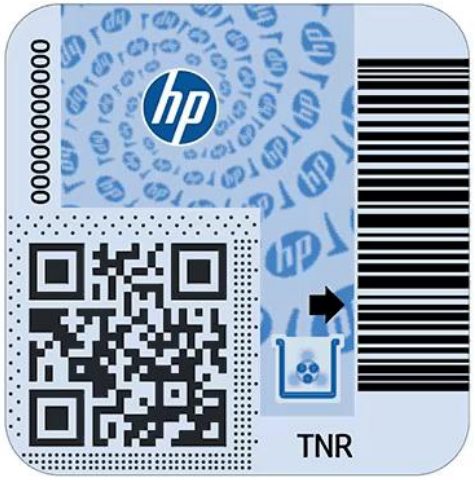
3

How to Check for Signs of Counterfeiting

Check the HP Security Label

Current security label:

Tilt the box: Ink droplet or toner bucket icons transform into shield icons, and the word “ORIGINAL” and a small “hp” logo appear and disappear.



Select previous security labels:

Can be checked as before :
Tilt front to back/left to right to see the ‘HP’ and ‘√’ symbols move in opposite/same directions.

Ensure That the Right Labels Are Present

- HP toner cartridges – square label with “TNR” on the bottom right
- HP ink cartridges – rectangular label with “INK” on the bottom right
- All HP toners come with a security label, as do select HP inks in Europe, Middle East, and Africa.

Examine the Packaging

Original HP cartridges are delivered:

- in consistent and premium-quality packaging
- brand-new, without signs of previous use such as scratches or traces of toner/ink leakage
- without any signs of opening and re-sealing

Note That Some Supplies Have Different Boxes

Please note that HP offers so-called contractual cartridges (C-SKUs, H-SKUs, or MC-SKUs) that are particularly for specific deals or part of HP Managed Print Services (MPS) and come in deviating packaging.

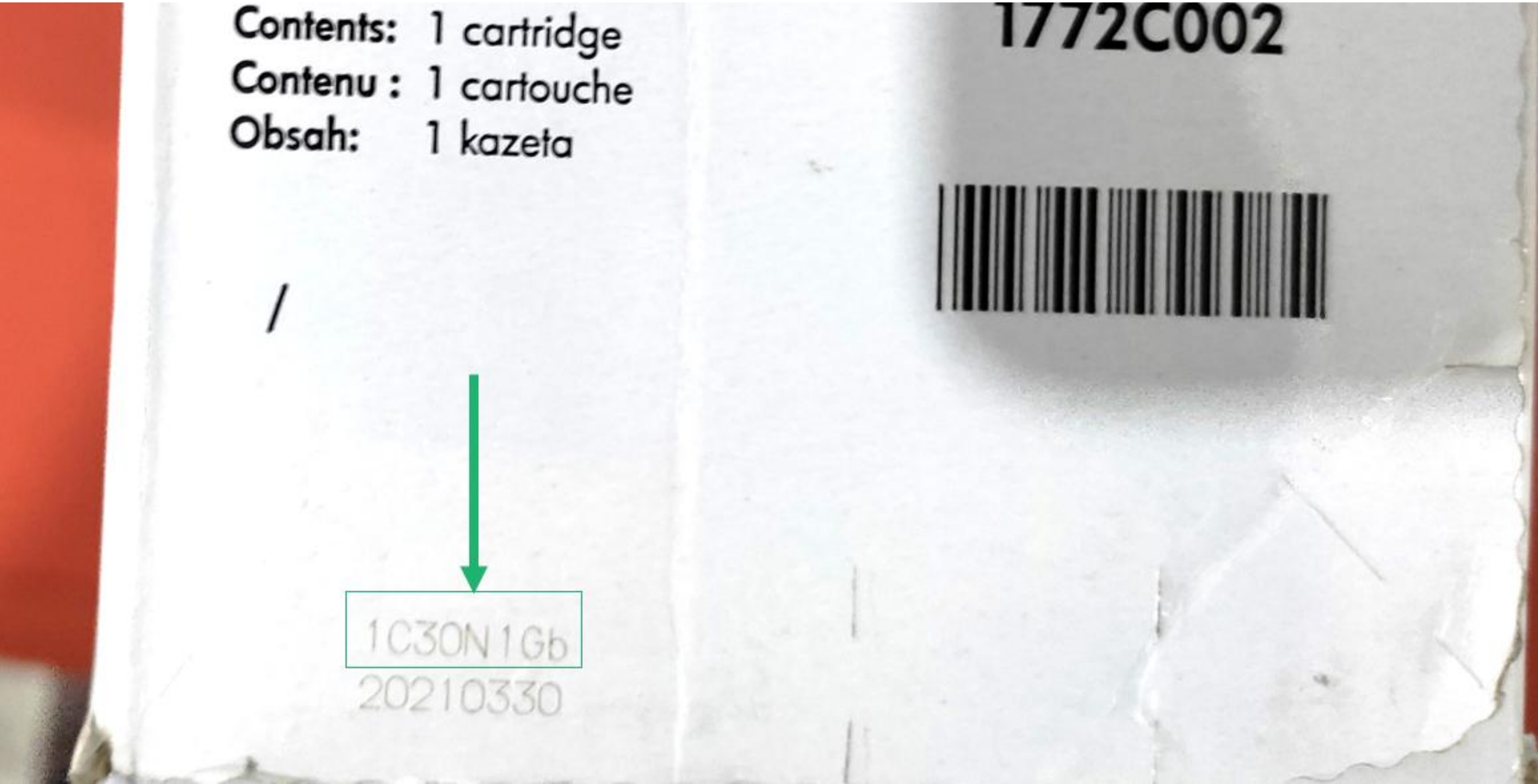
Toner:
Look at the Codes

All original HP toner cartridges have a code on both the box and the cartridge itself, of which at least the first five characters match.

Ink:
Look at the Dates

HP ink cartridges feature the same ‘End of Warranty’ date on the box as on the cartridge itself (+/- 1 month).

Production Code – First 5 Characters



Production Code – First 5 Characters

4

Essential Tips for Safely Buying Original HP Supplies

HP Recommends Carefully Selecting Your Suppliers

Buy from trusted vendors only

Only buy from HP Authorized Partners; you can also ask for references, including an HP Partner certificate.

Avoid “too-good-to-be-true” offers

Beware of suspiciously low prices and products sold as grey market or parallel imported goods coming from outside of your region.

HP Amplify Membership Certificate

Effective November 1, 2024 to October 31, 2025.

- Certificate timeframe duration must be stated

Company Legal Name:
Company DBA Name

- Company Legal followed by a code with a structure of X-XXXXX-XXXX.
- Company Comercial Name

is a member of the HP Amplify Partner Program with the following designation(s):

HP Amplify Power Partner
PS Lifecycle Services Specialist

- Must state HP Amplify Sinergy, Power or Power Services

Kobi Elbaz
SVP & General Manager, Global Channel, Sales Innovation & Operations

Helena Herrero
Managing Director
Southern Europe, Middle East & Africa

AMPLIFY™
HP PARTNER PROGRAM

Give Clear Terms When Requesting Quotes

Be specific

Specify exactly which products you want to buy, e.g., by listing individual product numbers.

Deter fraudsters

Ask vendors to certify in writing that all delivered items are genuine HP – and stress that you may ask HP to check delivered goods.

Insist on original packaging

Declare that you only accept products in original HP packaging, and that all packaging has to be unopened.

2

Recent Highlights of Our Fight Against Counterfeiting

ACF Seizures Remove Fakes

4 million

illegal supplies items seized by enforcement officials with support from HP.

Europe, Middle East, Africa | 2020 to 2024[1]

HP cooperates with enforcement officials to help them seize risky counterfeits.

Recent significant raid actions against counterfeiting in your region, e.g., include:

Kenya, February/March 2025

Zambia, February 2025

Kenya, January 2025

Nigeria, January/February 2024

[1] Approx. data, 2020-2024, referring to HP's fiscal years

HP and HP Partner internal use only

Botswana Legal and Enforcement Landscape

LEGAL FRAMEWORKS

1. Industrial Property Act (1996; reviewed 2010)
2. Copyright and Neighboring Rights Act (2000, reviewed 2006)
3. Penal Code (Law No. 35/2014)

ENFORCEMENT AGENCIES

1. Botswana Unified Revenue Service (BURS)
2. CIPA
3. Botswana Police Service

TRACKING AND MONITORING

1. Customs Inspections
2. Market Surveillance
3. Consumer Complaints and Reporting
4. Public Awareness Campaigns

Learn More, Get Active

Call to Action

Carefully Select Your Suppliers

Always demand for HP Partner Certificates

Check the HP Security Label

Learn more at: hp.com\anticounterfeit

Get your supplies inspected. It’s free.

Learn more about our CDI service: hp.com\cdi

HP Anti Counterfeiting and Fraud (ACF)

Joaopedro.santos@hp.com

hp.com/anticounterfeit

hp.com/cdi