



Sales play card

# Original HP contractual toner cartridges

More value with the same HP legendary reliability as traditional cartridges

## What is a C-SKU?

Original HP contractual toner cartridges (“C-SKUs”) are original HP products that guarantee the same genuine high quality and reliability as traditional Original HP LaserJet toner cartridges. They are exclusive to end customers under Supplies Big Deal (SBD) or Managed Print Services (MPS) contract.

HP provides selected toner cartridges in differentiated plain white packaging (see below) with product numbers ending in: -AC, -XC, or -YC. The suffix -C stands for “contractual.”

Standard			Exclusive distribution	
A	X	D/M	AC/XC	YC
High performance	Print high volume	Convenience	High performance Print high volume Convenience	

## Where can I find them?

Original HP contractual toner cartridges are only available within the SBD or MPS Programs through our top strategic SBD or MPS Supplies partners.

## Why is HP offering C-SKUs?

Because of the rapidly changing IT environment, HP wants to provide end customers with the highest value in terms of:

- Supplies product portfolio
- Quality and Reliability
- Environmental impact
- Affordability





## Benefits of Original HP contractual toner cartridges

Whether you are considering the standard or exclusively distributed cartridges, you get the consistent quality and reliability that you've come to expect from Original HP toner cartridges, including:

### Optimised supplies product portfolio

- Less interventions with high-yield cartridges, some of which are only available in the contractual supplies portfolio.
- Help reduce logistics costs related to shipments when using high-yield cartridges.
- Help increase procurement efficiency by minimising the number of orders, invoices, and payments.

### Quality and Reliability

- Original HP contractual toner cartridges are engineered to work seamlessly with your HP LaserJet printers—so you rely on them to provide the best print experience.
- Be more productive and get consistent quality at a low printing cost.
- Quality and reliability are at the heart of HP development, helping you keep your printers running smoothly.
- HP invests between three and five years to develop each LaserJet system—there are no shortcuts to quality!

### Environmental impact

- Customers can be confident that when they buy Original HP cartridges and recycle them through the HP Planet Partners programme, they are helping reduce the environmental impact of printing.<sup>1</sup>
- All HP cartridges returned to HP Planet Partners are never sent to a landfill.
- Reduce the number of cartridges by using high-yield Original HP contractual toner cartridges.

### Affordability

- Original HP contractual toner cartridges offer the best pricing within the SBD or MPS Programs.
- Overall budget savings include logistics, inventory, and administrative costs.

## We protect you

We are committed to protect you against fraudulent counterfeit products that can cause costly and damaging problems. To do so, we combine portfolio differentiation with strong protection programmes:

- A security seal is placed on the package that can be validated at the following website: [hp.com/go/ok](http://hp.com/go/ok). Just enter the serial number from the security label to verify the authenticity.
- For additional questions and answers about counterfeit cartridges, visit the HP global counterfeit website at: [hp.com/go/anticounterfeit](http://hp.com/go/anticounterfeit).

### Learn more at

[hp.com/go/learnaboutsupplies](http://hp.com/go/learnaboutsupplies)



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