

# HP Workpath Developer Program Description



The HP Workpath Developer program helps resellers to differentiate their business and bring value to their customers through app integration. By connecting HP MFPs to third-party cloud software solutions or repositories, Workpath apps offer business opportunities in the large market for print-to-digital integration, as well as creative new solutions based on functionalities of HP print devices.

- The HP Workpath Developer Program is a complete ecosystem that was designed for solution creation using HP Printers as part of the digitization journey that clients need.
- The HP Workpath Lifecycle includes everything from open access to SDK's through the final step of publishing your completed Workpath App for distribution
- The program links the Developer Community with Channel Partners and Resellers to provide increased global visibility and an easy route to market.
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## Factors Influencing Workplace Moving To Apps

The new workplace environment is being accelerated by events such as Covid-19. Digitalized e-documents and location-independent work environment changes are part of this shift. It is predicted that there will be an increase in demand growth for cloud services and digital technologies as displayed by the following:

- 89% in cloud digital workflow
- 75% digitization of paper-processes
- 71% cloud-print management
- 59 % contracts with device as a service
- 38 % secure printing solutions

Source: Quocirca – COVID-19 Accelerating print industry transformation

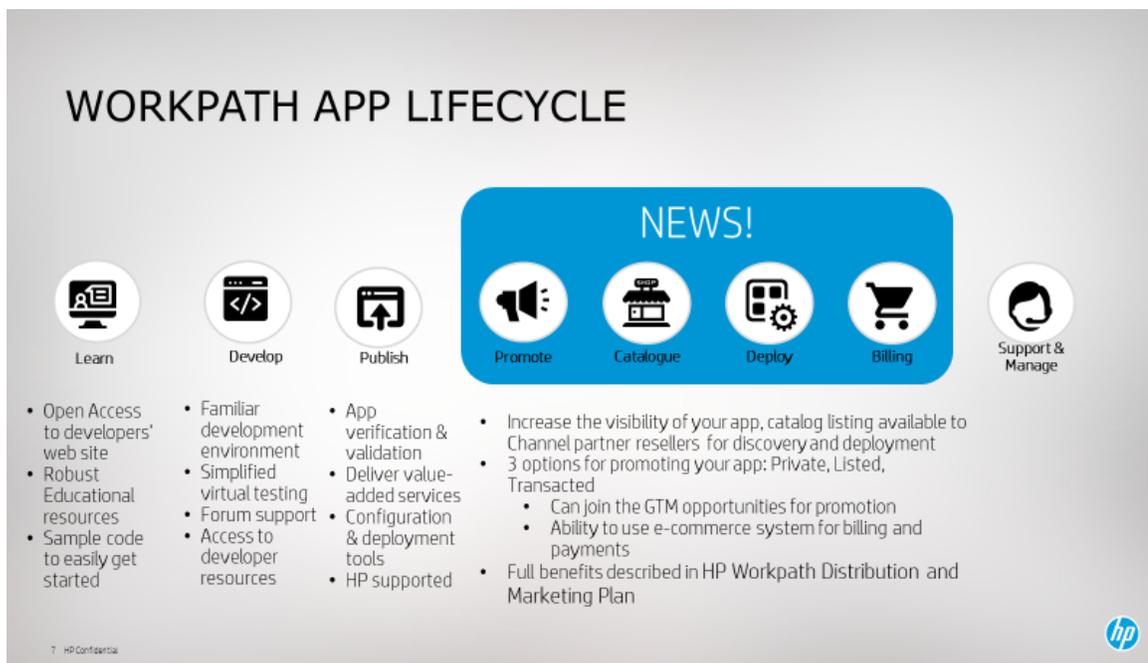
SaaS apps cover a wide range of customer needs, including CRM, marketing demand generation, human resources, finance and accounting, content management, scanning and printing, business intelligence and collaboration. The following chart shows the average number of cloud apps by business size. Note that there is a major increase in apps deployed as firms grow from 100 to 1000 employees.

Business Size	Average number of Cloud Apps	
	Per Employee	Per Company
Small Business (1-100 employees)	8.2	79
Midsize Business (101 – 1000 employees)	8.3	154

Source: Blissfully SaaS Trend Report 2019

## The Workpath Ecosystem

These indicators point to the fact that now is the time for developers to lean into the creation of apps that assist in the digitization journey that companies are rapidly adopting. The HP Workpath ecosystem is the perfect tool to make that journey more relevant and provide an increased ROI on developer investment. Following are some screenshots that provide further details on the Workpath Ecosystem:



Industry specific apps can be customized to meet the specific needs, processes, and terminology of companies in a broad industry

### Device-based app ecosystem

Custom apps are needed to improve workflow in a wide variety of industries and departments

<p><b>Industry-specific apps</b></p> <ul style="list-style-type: none"> <li>• Healthcare</li> <li>• Legal</li> <li>• Education</li> <li>• Financial services</li> <li>• And more</li> </ul>	<p><b>Cross-industry apps</b></p> <ul style="list-style-type: none"> <li>• General office</li> <li>• Document management</li> <li>• HR</li> <li>• Finance</li> <li>• Accounting</li> <li>• And more</li> </ul>
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**Use Cases: Paper exists in every industry. The goal is to provide solutions in the digitization journey that is being undertaken by many industries. Users want to access the content within their paper copies in order to use it for advanced analysis and Artificial Intelligence. Apps developed in our ecosystem provide a connection to cloud services and workflows to increase efficiency and provide added value. They cover both Scan and Print Use Cases**

### Scan Use Cases

Many workflow processes still require paper  
Users need an easy way to integrate scans into digital records



 <p>As a <b>nurse</b>, I need to scan lab results from my patient and attach them to her medical record</p>	 <p>As a <b>lawyer</b>, I need to scan physical evidence related to my client and attach it to case records</p>	 <p>As a <b>teacher</b>, I need to scan a test and attach it to a student file</p>	 <p>As an <b>accountant</b>, I need to scan invoices and attach them to our accounting system</p>	 <p>As a <b>banker</b>, I need to scan my client's provided documentation as part of their loan application</p>	 <p>As an <b>HR specialist</b>, I need to scan employee IDs and HR forms when onboarding new employees</p>
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## Print Use Cases

Many workflow processes still require the printed page  
Users need an easy way to print from digital records



As a **nurse**, I want to simply print patients' discharge documents without having to use a separate device

As a **lawyer**, I need to print contracts from my matter management system and create and print exhibits for my court filings

As a **teacher**, I need to print tests, worksheets and course materials from the student information system

As an **accountant**, I occasionally need to print invoices from our accounting system so I can bill clients who prefer paper invoices

As a **banker**, I need the option to print loan documents for my clients to review and sign during loan closing

As an **HR specialist**, I need to print HR documents when onboarding new employees

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## HP Workpath Affiliate Program

If you select the Transacted model during your review of the Workpath Distribution and Marketing Plan, you will be required to become part of the HP Affiliate Program. Full requirements will be exposed to you during the registration process. This is a brief summary of the steps that are included in that process.

HP has partnered with a third-party payment processor (Merchant of Record) to provide eCommerce services to our channel partners. To publish your solution in HP Command Center and begin revenue sharing with HP, you are required to sign up as an HP Affiliate with the Merchant of Record and complete their Underwriting and KYC (Know-Your-Customer) requirements.

The Merchant of Record will be responsible for the entire sales process of your solution to HP resellers and will send you payments for earned revenue on a monthly basis.

Next steps:

1. To get an Affiliate ID from Merchant of Record and begin your underwriting process you will click on a link provided and start your Affiliate journey with Merchant of Record by registering your information in this form.
  - Please remember to use the same email address associated with your HP App Center account (HPID) when you sign up with Merchant of Record.
2. Once this form is completed, our Merchant of Record will assist you with the application process as you become a part of the HP Affiliate network. You will be provided a link to complete registration, and an Affiliate ID to create/sign into an account in the Merchant of Record platform, where

you will then provide (upload) additional documentation so Merchant of Record can begin the Underwriting review of your HP Affiliate account. A list of all the required documents will be provided for you to gather and submit.

3. Once your account is setup and underwriting review is complete, Merchant of Record will notify you and HP of your Affiliate account verification status via email. Upon that verification from Merchant of Record, HP will complete the publication of your Solution on HP Command Center and begin revenue sharing.

**A complete set of these guidelines will be made available to you via email after you've completed your app enrollment process. All Affiliate steps with Merchant of Record must be completed prior to app publication on HP Command Center.**