



US CHANNEL PROMOTIONS May - July 2024

WIN A TRIP TO ARUBA - SEASON 2!

- The Top 5 Partner Reps with most SPIFF dollars earned in the following categories will win! Total 20 Reps and their guest will earn a **fabulous trip including hotel and airfare to ARUBA!**
- Categories:
 - DCN Switches
 - New EdgeConnect and SSE Customer Deals, Appointment Setting, and Deal Registrations
 - Core Campus Switches (non-DCN) & Campus Access Points
 - New customer/logo deals
- Trip Includes Airfare, Lodging, Meals, Ground Transportation!
- For SPIFFs claimed between 5/1/2024 - 10/31/2024
- Enter via www.hpeengageandgrow.com & submit your spiff claims and enter to WIN!

NEW! 1-2-3 GET AN AP PROMO - Customers get up to \$125 rebate for each eligible HPE Aruba Networking AP traded in.

- Partners can facilitate a customer rebate or credit towards the purchase of eligible AP-6XX Wi-Fi 6e AP's to replace qualified HPE Aruba Networking AP-1xx, AP-2xx and AP-3xx series AP's.
- We'll even pickup and recycle the units for your customer!
- Effective Dates: May 1, 2024 - October 31, 2024
- Minimum 50 units traded-up
- Eligible Partners: All HPE Partner Ready for Networking Program Partners in US & Canada.
- Go to: <https://www.hpe.com/partners/aptradeup.com> to apply for approval

MAY OUR SPIFFS CREATE YOUR OWN PERSONAL PARADISE!

We have incentives for each step of the sales cycle

Our Featured Engage and Grow SPIFFs for May - July 2024

Products	SE & Sales Certification SPIFF	Customer Appointment SPIFF	Deal Registration	Per Unit SPIFF	New Customer / Logo SPIFF
DCN Switches	\$50 - \$300	\$350		Up to \$500/Eligible Unit	Up to \$10,000
EdgeConnect / SSE	\$50 - \$300	\$350	\$100	Up to \$100/Eligible Unit	Up to \$10,000
Core - AP's & Switches	\$50 - \$300	\$350		Up to \$50/Eligible Unit	Up to \$10,000
NaaS Service Packs	\$50-\$300	\$350			Up to \$10,000




FEATURED HPE ARUBA NETWORKING CHANNEL PROMOTIONS FOR US & CANADA: May - July 2024

5 For 3 ACCESS POINTS

- Customers can get 5 eligible AP's for the price of 3!
- Eligible Models: AP504/505/515/615/635
- Cannot be combined with deal registration, PR4N Program discounts, or any other promotions.
- Hardware SKU's must ship from distributor inventory, no drop-shipments.
- Big Deal ID# with deal registration: Platinum-98821380; Gold-98821378; Silver-98821379; Business Partner - 98821383
- Big Deal ID# without deal reg: Platinum-98821385; Gold-98821384 ; Silver-98821387; Bus Partner & Proximity - 98821388

TOP VALUE PROMOTION

- Designed for frictionless, transactional deals on many of our most popular models.
- Resellers can receive discounts up to 70% off MSRP on switches, access points, transceivers, and OfficeConnect products.
- Cannot be combined with deal registration, PR4N Program discounts, or any other promotions.
- Hardware SKU's must ship from distributor inventory, no drop-shipments.
- US Big Deal # 98823435: Use for all hardware SKU's
- US Big Deal # 98823443: Use when ordering software SKU's like Aruba Central Software that need "drop-shipment"

INSTANT ON UBIQUITI RIP & REPLACE TRADE-IN OFFER

- Partners in the US & Canada can receive up to 15% additional discount when their customers trade-in Ubiquiti gear and purchase new Aruba Networking Equipment!
- Requires approval and a quote from an Aruba sales manager
- Customer must submit a signed trade-in request form and Letter of Intent to Destroy Old Gear.

Aruba Engage & Grow Individual Product SPIFF's, May - July 2024

Q324 Aruba SPIFFs			Points	Cap
Eligible SKUs				
Campus Switches				
6000 Switch Series	US and Can: R8N85A, R8N86A, R8N87A, R8N88A, R8N89A		30	25
6100 Switch Series	US and Can: JL679A, JL678A, JL677A, JL676A, JL675A		40	25
6200 Switch Series	US and Can: JL725A, JL727A, JL728A, JL725B, JL727B, JL728B, R8Q71A, R8Q69A, R8Q70A		40	25
6300 Switch Series	US and CAN: JL662A, JL661A, JL660A, JL659A, JL658A, JL666A, JL665A, R8S90A, R8S91A		50	25
Data Center Switches				
CX8100 Data Center Switches	US and CAN: R9W90A, R9W91A, R9W92A, R9W93A, R9W96A, R9W97A		75	15
CX8325 Data Center Switches	US and CAN: JL479A, JL581A, JL624A, JL625A, JL626A, JL627A, R9F64A, R9F65A, R9F66A, R9F67A		100	15
CX8360 Data Center Switches	US and CAN: JL700C, JL701C, JL706C, JL707C, JL720C		100	15
CX8400 Data Center Switches	US and CAN: JL363A, JL376A, JL687A		100-150	15
CX9300 Data Center Switches	US and CAN: R9A29A, R9A30A, S1D08A, S1D07A		200	15
CX10000 Data Center Switches	US and CAN: R8P13A, R8P14A, R8S96A		500	10
Aruba Access Points				
500 Series Aruba APs	US: R2H29A, Q9H58A, Q9H63A, JZ337A, JZ357A CAN: R2H28A, Q9H57A, Q9H62A, JZ336A, JZ356A		10-25	25
600 Series Aruba APs	US: R7J28A, R7J39A, R7J50A CAN: R7J27A, R7J38A, R7J54A		20,25	50
EdgeConnect Foundation Licenses				
EdgeConnect Foundation License 1 Year	US and CAN: EC-FDTN-AAS-100M-1Y, EC-FDTN-AAS-100M-HA-1Y, EC-FDTN-AAS-1G-1Y, EC-FDTN-AAS-1G-HA-1Y, EC-FDTN-AAS-UL-1Y, EC-FDTN-AAS-UL-HA-1Y		50	25
EdgeConnect Foundation License 3 Year	US and CAN: EC-FDTN-AAS-100M-3Y, EC-FDTN-AAS-100M-HA-3Y, EC-FDTN-AAS-1G-3Y, EC-FDTN-AAS-1G-HA-3Y, EC-FDTN-AAS-UL-3Y, EC-FDTN-AAS-UL-HA-3Y		100	25
Central Licenses				
Aruba Central - Switches	US and CAN: Q9Y72AAE, Q9Y68AAE, Q9Y69AAE, Q9Y70AAE, QY71AAE, QY77AAE, Q9Y73AAE, Q9Y74AAE, Q9Y75AAE, Q9Y76AAE, R3K02AAE, Q9Y78AAE, Q9Y79AAE, Q9Y80AAE, Q9Y81AAE, R3K07AAE, R3K03AAE, R3K04AAE, R3K05AAE, R3K06AAE		5-20	25
Aruba Central - APs	US and CAN: Q9Y67AAE, QY63AAE, QY64AAE, Q9Y65AAE, Q9Y66AAE, Q9Y62AAE, Q9Y58AAE, Q9Y59AAE, Q9Y60AAE, Q9Y61AAE		5-20	25

<http://www.hpeengageandgrow.com> For HPE and Channel Partner Internal Use. Effective 5/1/2024 – 7/31/2024. Please visit Engage & Grow website for details and Terms and Conditions. USA and Canada only. All units have a cap per end user customer limit, please check the Engage and Grow site for the caps.