

# UBIQUITI RIP & REPLACE OFFER

## UPGRADE YOUR SMB CUSTOMERS NETWORK PERFORMANCE



### ELIGIBILITY

- End User Customers in the US & Canada
- HPE Partner Ready for Aruba Networking Program Partners in US & Canada buying through an authorized HPE Aruba Networking distributor.

### ELIGIBLE PRODUCTS

All Aruba Instant ON Access Points & Switches & Accessories (POE Injectors, Transceivers, and Access Point Accessory SKU's ) & HPE Networking Switches.

### EFFECTIVE DATES

November 1, 2023 - October 31, 2024

### HOW IT WORKS

- Reseller must email a Competitive Trade-In Request form to [aiotateam@hpe.com](mailto:aiotateam@hpe.com)
- When approved, email reply will contain the Big Deal number to send to partners chosen distributor.
- Reseller places purchase order with preferred distributor and include the approved Aruba Big Deal ID number along with the Letter of Intent to Destroy document signed by the end user,

## Partners can get up to 10% additional discount when they replace Ubiquiti products with HPE Aruba Networking Instant On solutions

### TERMS AND CONDITIONS

- Promotion is not applicable to existing HPE Aruba Networking deals (deals with an existing quote).
- An approved Big Deal ID# is required for this promotion.
- This promotion may not be combined with any other HPE Aruba Networking promotion, Big Deal, or Non Standard Pricing (NSP).
- Must ship from distributor inventory, no drop shipments.
- An approval by Aruba Business Development Manager or Inside Channel Account Manager is required in order to activate Big Deal Pricing.
- HPE Aruba Networking, HPE, and authorized Aruba distributors will not receive or take-in any equipment, or products that are being traded-in by end user customers.
- HPE Aruba Networking reserves the right to end/modify this promotion at any time.
- In case of a dispute, decision taken by HPE management will be final and binding on all parties.

### DISTRIBUTOR INSTRUCTIONS

Steps to follow once a quote request is received from the VAR:

- Distributor will receive notification from Aruba NA AIO team with approval for partners to utilize promotion.
- Distributor receives approved Big Deal from Aruba reseller and provides quote to reseller.
- Distributor confirms the Aruba Big Deal ID# is referenced on the VAR purchase order.
- Distributor confirms Letter of Intent to Destroy is submitted with PO.
- Distributor proceeds with fulfilling the order.
- NOTE: Promotion is not applicable to existing Aruba deals (deals with an existing quote).

\*Distributor MUST have approval from AIO NA team to apply discount to any deal. Violation of promo rules may result in distributor being ineligible to participate in Take Out Promotion.

## REQUEST FORM

# ARUBA Instant ON Rip & Replace Promotion

### END USER CUSTOMER INFORMATION

Company Name:	
Contact Name:	
Business Phone:	Business Email:
Address:	
City:	State/Province:
Zip Code:	Country:

### PROMOTION AGREEMENT

I acknowledge and agree to the terms and conditions of the Aruba Instant ON Rip & Replace promotion.

On behalf of \_\_\_\_\_ (company or organization name), I hereby certify by my signature below that the equipment traded in are access points or switches in working condition. I understand that the resulting trade-in quote will be contingent upon purchase of new Aruba products.

I agree that, at the time of issuing a purchase order to HPE Aruba Networking, a signed *Letter of Intent to Destroy* (LOID) will be submitted to an HPE Aruba Networking certified value added reseller (VAR) validating our intent to decommission traded-in access points.

Signature

Date

*(Must be signed by a certified customer representative)*

Name, Title

### TO BE COMPLETED BY AUTHORIZED HPE ARUBA NETWORKING RESELLER

Aruba Reseller Name:	Location ID Code:
Reseller Contact Name:	
Business Phone:	Business Email:
Distributor to be used:	

# HPE ARUBA NETWORKING CUSTOMER LETTER OF INTENT TO DESTROY FORM

## END USER CUSTOMER INFORMATION

<b>Company Name:</b>	
<b>Contact Name:</b>	
<b>Business Phone:</b>	<b>Business Email:</b>
<b>Address:</b>	
<b>City:</b>	<b>State/Province:</b>
<b>Zip Code:</b>	<b>Country:</b>

### INTENT TO DESTROY

I acknowledge and agree to the terms and conditions of the Aruba Instant ON Rip and Replace promotion.

On behalf of \_\_\_\_\_ (company or organization name), I hereby certify by my signature below that the equipment traded in are wireless LAN (WLAN) access points (APs) and/or wired switches are in working condition and are eligible for this promotion. I further certify that this equipment will be destroyed, recycled and permanently decommissioned within 90 days of receipt of the replacement wired or wireless network products from HPE & HPE Aruba Networking.

Signature \_\_\_\_\_

Date \_\_\_\_\_

*(Must be signed by a certified customer representative)*

Name, Title \_\_\_\_\_

## TO BE COMPLETED BY AUTHORIZED ARUBA RESELLER

<b>Reseller Company Name:</b>	<b>Location ID Code:</b>
<b>VAR Contact Name:</b>	
<b>Business Phone:</b>	<b>Business Email:</b>

Submit this form to your authorized HPE Aruba Networking reseller to receive a quote for replacement or HPE Aruba Networking products

**LIST OF TRADE-IN AND REPLACEMENT PRODUCTS**

Please provide information about the traded-in Products.

Trade-in Brand/Model	Trade-in Serial Number	New Aruba Model to be ordered

<b>Trade-in Unit Count Total</b>	
<b>Replacement Unit Count Total</b>	

**Submit this form to your certified HPE Aruba Networking reseller to receive a quote for replacement HPE Aruba Networking or HPE Networking products**