

SLED CONTRACTS PARTNER PROGRAM

Competitive Discounts Designed for Education, State & Local Government



PROGRAM TERMS AND CONDITIONS

- Effective Dates: November 1, 2023 - October 31, 2024
- Eligible Products: HPE Aruba Networking access points, switches, service and support products, software products. Contact your preferred HPE Aruba Networking Distributor for questions about product eligibility.
- The following HPE Aruba Networking Product Lines/Products are excluded from this program:
 - 3P, I5, VO (Instant On / OfficeConnect)
 - S2, 2M (IoT)
 - FA (Pensado)
 - L1 (3rd Party)
 - VN (HIT Shadow PL)
 - NC (Celona)
- Partner Reporting Requirements
 - For any HPE held contract that is being leveraged partner is required to report sale back to HPE.
 - Upon paid invoice sale needs to be reported to HPE.
 - Sold to cost to customer will be validated to ensure at a minimum contract Not-To-Exceed Discounting (NTE) price was quoted. Greater discounts over NTE can be given.
- Discounts cannot be combined with the HPE Aruba Networking FY'23 e-Rate Program discount offer, HPE Aruba Networking promotions, or another Big Deal offer.
- HPE Aruba Networking reserves the right to terminate alter or modify these terms and conditions at any time.

Deliver the best Wi-Fi experience for your state and local government, and education customers.

This program allows partners authorized on HPE & HPE Aruba Networking SLED Contracts as an Indirect Reseller access to competitive discounting that will allow you to meet contract Not-To-Exceed Discounting (NTE) when using a SLED Contract Vehicle.

Participation is limited to partners in the United States who meet the following requirements:

- Received a Letter of Authorization for an HPE SLED Contract containing HPE Aruba Networking product.
- Received authorization from HPE Contracts team to leverage program for a valid Partner Held contract containing HPE Aruba Networking product.
- Are an HPE Partner Ready for Aruba Networking program partner in good standing.
- Are NOT using the discounting offered through the HPE SLED e-Rate Program.

PROGRAM QUESTIONS? Email: hpe-indirectfulfillment@hpe.com.

REPORTING QUESTIONS? Email: hpe-indirectfulfillment@hpe.com