

# US CHANNEL PROMOTIONS

Aug - Oct 2025

## Engage and Grow cash SPIFFs for Learning, Quoting, Closing!

|                          | FOR LEARNING                     | FOR QUOTING       | FOR CLOSING                 |                           |
|--------------------------|----------------------------------|-------------------|-----------------------------|---------------------------|
| Products                 | SE and Sales Certification SPIFF | Deal Registration | Per Unit SPIFF              | New Customer / Logo SPIFF |
| DCN Switches             | \$50 - \$300                     |                   | Up to \$300 / Eligible Unit | Up to \$5,000             |
| EdgeConnect SASE / SSE   | \$50 - \$300                     | \$100             |                             | Up to \$5,000             |
| Core - AP's and Switches | \$50 - \$100                     |                   | Up to \$150 / Eligible Unit | Up to \$5,000             |

## HPE ARUBA NETWORKING ENGAGE & GROW INDIVIDUAL PRODUCT SPIFFS

| ELIGIBLE MODELS              |  | Points | Cap |
|------------------------------|--|--------|-----|
| Campus Switches              |  |        |     |
| 6200 Switch Series           | US and CAN: JL724A, JL725A, JL726A, JL727A, JL728A, JL724B, JL725B, JL726B, JL727B, JL728B, R8Q71A, R8Q69A, R8Q70A, R8V13A, SOM87A, SOM82A, SOM84A   | 30     | 25  |
| 6300 Switch Series           | US and CAN: JL662A, JL661A, JL660A, JL659A, JL658A, JL666A, JL665A, R8S90A, R8S91A, SOE91A   | 30     | 25  |
| Data Center Switches         |  |        |     |
| CX8100 Data Center Switches  | US and CAN: R9W90A, R9W91A, R9W92A, R9W93A, R9W96A, R9W97A   | 40     | 15  |
| CX8325 Data Center Switches  | US and CAN: JL624A, JL625A, JL626A, JL627A   | 50     | 15  |
| CX8360 Data Center Switches  | US and CAN: JL700C, JL701C, JL702C, JL703C, JL706C, JL707C, JL720C, JL704C, JL705C, JL717C, JL7019C  | 50     | 15  |
| CX8400 Data Center Switches  | US and CAN: JL363A, JL376A, JL687A   | 60     | 15  |
| CX9300 Data Center Switches  | US and CAN: R9A29A, R9A30A   | 250    | 10  |
| CX10000 Data Center Switches | US and CAN: R8P13A, R8P14A, R8S96A   | 300    | 10  |
| Aruba Access Points          |  |        |     |
| 600 Series Aruba APs         | US: R7J28A, R7J39A, R7J50A, R7J55A, R7J33A, R7J44A CAN: R7J27A, R7J38A, R7J54A, R7J32A, R7J43A, R749A, S3J35A  | 15,20  | 25  |
| 635 Series 5 Pack APs        | US: S3J36A CAN: S3J35A   | 75     | 10  |
| 615 Series Aruba 10 Pack APs | S3J34A, CAN: S3J33A  | 150    | 5   |
| 700 Series Aruba APs         | US: S1G33A, S1G43A, S1G75A, S1G80A, S1G85A, S1G90A, S4A25A CAN: S1G32A, S1G42A, S1G74A, S1G84A, S4A22A   | 20     | 25  |
| 700 Series Aruba 5 Pack APs  | US: S0H13A, S0H11A CAN: S0H12A, S0H10A   | 125    | 10  |
| 725 Series Aruba 10 Pack APs | US: S4A26A CAN: S4A24A   | 150    | 5   |
| Central Licenses             |  |        |     |
| Aruba Central - Switches     | US and CAN: Q9Y72AAE, Q9Y68AAE, Q9Y69AAE, Q9Y70AAE, Q9Y71AAE, Q9Y77AAE, Q9Y73AAE, Q9Y74AAE, Q9Y75AAE, Q9Y76AAE, R3K02AAE, Q9Y78AAE, Q9Y79AAE, Q9Y80AAE, Q9Y81AAE, R3K07AAE, R3K03AAE, R3K04AAE, R3K05AAE, R3K06AAE | 15-May | 25  |
| Aruba Central - APs          | US and CAN: Q9Y67AAE, Q9Y63AAE, Q9Y64AAE, Q9Y65AAE, Q9Y66AAE, Q9Y62AAE, Q9Y58AAE, Q9Y59AAE, Q9Y60AAE, Q9Y61AAE   | 15-May | 25  |

**Sell qty 250+ AP6XX/7XX**

**Earn a \$ Bonus SPIFF**

## FEATURED CHANNEL PROMOTIONS FOR US

### AP TRADE UP PROGRAM

- Partners can facilitate a customer rebate or towards the purchase of eligible AP-6XX & AP-7XX AP's to replace qualified HPE Aruba Networking AP-1xx, AP-2xx AP-3xx series, and eligible Cisco and Meraki AP's.
- We'll even pickup and recycle the units for your customer!
- Effective Dates: February 1, 2025 - October 31, 2025
- Minimum 50 units traded-up
- Visit [the AP Trade Up Program Page](#) for details

### 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-98868232; Gold-98868233; Silver-98868234; Business Partner - 98868235
- Big Deal ID# without deal reg: Platinum-98868237; Gold-98868238; Silver-98868239; Bus Partner & Proximity - 98868240

### 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 # 98869136: Use for all hardware SKU's.
- US Big Deal # 98869139: 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 10% 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.

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