



Aruba Instant On ACTION Partner Club

Connect, Learn, Earn

1st Nov 2024



Aruba ACTION Partner Club – Your Membership Options

Action Enroll in action to engage with Aruba, Increase your knowledge and grow your sales		Action Premier Enroll for accelerated benefits SCHEME A & SCHEME B		Telco / SI Program For Service Providers & Vertical Based Solution Providers
PARTNER WITHOUT CONTRACT	HPE BUSINESS PARTNERS		HPE SILVER PARTNERS (SCHEME A ONLY)	HPE Business, Silver, Gold, Plat (Selected via Application Only)
	MEMBERSHIP BASED ON ARUBA QUARTERLY REVENUE			
	Below 5,000 USD	Above 5,000 USD		
Accumulate Points for Sales & Redeem Rewards from your first sale		Meet Minimum Revenue earn cash incentive		
Action Rewards for Training, Customer POC , Sharing Case Study				
T&Cs Applicable				

Action – Program that you need and more

Partner Organization Incentives

Base
3% - 7%

Accelerator
For Key SKUs

Discover
First Time Buy Bonus

Learn & Earn

Promote & Earn via Lab

Share & Earn Case Study

Sales Team Member Incentives

- Easy Access to Training modules and promotional assets
- **SendIt** Free Campaign Management Tool
- Inventory Visibility for better Planning



aruba INSTANT ON ACTION Partner Club

Welcome To ACTION Partner Club

What's New | My Dashboard

What's New

- Instant On switches an...**
Meet your customer's immediate network needs with Instant On access points and switches that...
- Get ready to sell the Aru...**
The Aruba Instant On 1960 stackable switch with 2,500 port capacity easily handles data, voice, and video...
- Aruba Instant On 1960...**
Read what the media and technical experts say about the Aruba Instant On 1960 switch. See...
- We keep making the...**
We listened to your feedback and announced the ACTION Partner Club portal with the latest product...

My Dashboard

For Q423 incentive redemption, click [here](#)

Be rewarded with a 3% Points Bonus
Earn 3% on total netlist with sales of Aruba Instant On products.
Valid 10/1/2023 - 9/30/2024 through 31 Jan 2024 Day 1st 9h

2000/ 2000 Max CashBack

[REDEEM NOW](#)

Useful Links
APP, K11C, Engage & Grow

aruba Instant on
Aruba Instant On is part of Hewlett Packard Enterprise

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Ease of doing business with Aruba Instant On with Action Program



Product Inventory

Find out the latest product availability in your country

[CHECK AVAILABILITY →](#)

Inventory Visibility



Training

Interested to learn more? Click on the latest trainings available for you!

[VIEW MORE →](#)

Train and grow knowledge



Sales Tools

Going for a sales pitch? Download cheat sheets to perfect it!

[VIEW MORE →](#)

Customer-facing assets



Campaigns and Promotions

Promoting and advertising Aruba Instant On to your customers? Access latest Marketing assets

[VIEW MORE →](#)

Promotional assets
Go-to-market campaigns

Introducing Aruba Sendit

Create End Customer demand generation emails campaigns with Sendit

aruba
Instant on



We provide you with templates to build out email marketing campaigns and drive customer engagement.



Leverage email templates available on Aruba Sendit to create your own email campaigns. Our goal is to support you in driving Aruba Instant On demand.



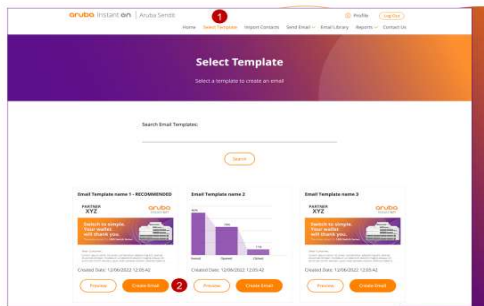
Use email marketing to promote solutions to new and existing customers.

Step By Step Guide – Aruba SendIt tool!

Create End Customer demand generation emails campaigns with SendIt

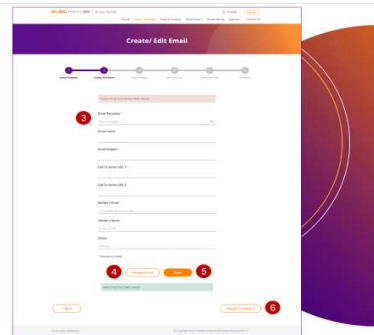
Step 1: Select Template

- 1 Go to Select Template Tab
- 2 Select an email template and click **Create Email** button



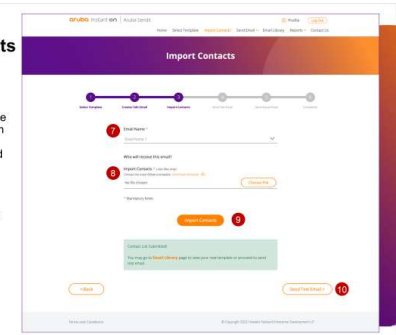
Step 2: Create Email

- 3 Complete all mandatory fields
- 4 Click **Preview Email** button
- 5 Click **Save** button when ready
- 6 Click **Import Contacts** to proceed to the next step



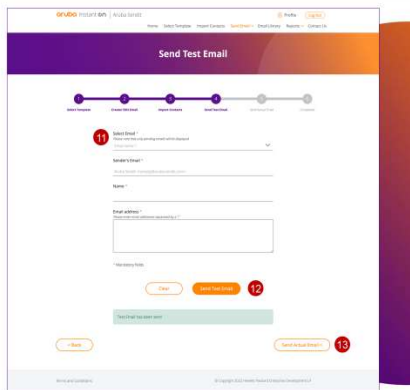
Step 3: Import Contacts

- 7 Complete all mandatory fields
- 8 Click **Download template** for the list template and load contacts in the required format. Once complete, click **Choose File** and select your list (.xlsx file).
- 9 Click **Import Contacts** button
- 10 Click **Send Test Email** button to proceed to the next step.



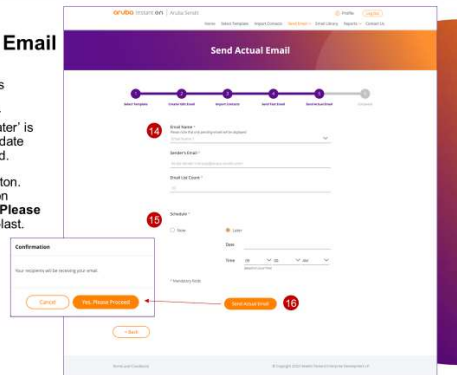
Step 4: Send Test Email

- 11 Complete all mandatory fields
- 12 Click **Send Test Email** button
- 13 Once the test email has been verified and the email is ready to deploy, click **Send Actual Email** button to proceed to the next step.



Step 5: Send Actual Email

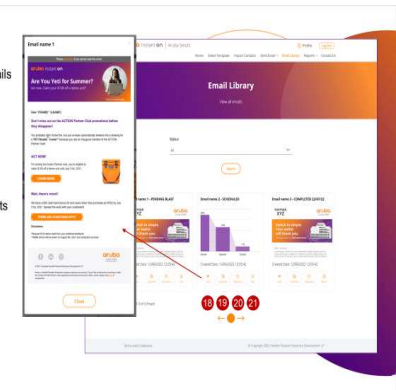
- 14 Complete all mandatory fields
- 15 Select option to send **Now** or schedule to send **Later**. If 'Later' is selected, input the preferred date and time in the fields provided.
- 16 Click **Send Actual Email** button. This will prompt a confirmation popup window, click on **Yes, Please Proceed** to complete email blast.



Email Library

- View and manage all your emails

- 17 To view template in popup window
- 18 To duplicate an existing template
- 19 To download list of recipients who will receive the email
- 20 To edit the email



You can also manage your Campaign Performance using the reports



Action Program



1H'24 ACTION Partner Incentive Program

Program Period	Min Threshold level	Rebate%
Q1'24 1 st Nov 2024 - 31 st Jan 2024	\$1 Onwards	3%
Q2'24 1 st Feb 2024 - 30 th Apr 2024		

Action Registered partners purchasing from Master Resellers in India will be able to avail 50% eligible action points .

- ❑ Partner's Final Program Results will be calculated at Pay @ Net based on the eligible products from Aruba Distributors at the end of each quarter
- ❑ The earned incentive will be converted into Points and made available for redemption from the action partner portal. 1 Point will be approximately equal to \$1
- ❑ Exchange rates will be applied based on local country policy. Subject to change every quarter.
- ❑ Program points for this scheme will be capped at 2000 for Proximity and 3000 for Business partners
- ❑ Partner need to redeem their incentive within 60days after the quarter close for the previous quarter
- ❑ Eligible Partners : Aruba Proximity and Business Partners only who are registered in the Action Portal on or with in 30 days of their purchases from Authorized Aruba Distributors
- ❑ Eligible Products : All 3P, I5 Access Points, Switches and transceivers
- ❑ India Master Resellers are not eligible



Action Discover Promotion 1st Nov – 31st Jan

Continued for
Q1 with
15days grace

New to Instant on Business? Here's our 3 steps to success in starting your selling journey with Aruba Instant On!



1 Get Trained

With Action Partner Club you will get all the latest **training materials** you need to sell Aruba Instant On!

You will learn all that you need to help your SMB customers and help in their business continuity.

Choose from video tutorials, guides and much more to get started.



2 Promote

Take Advantage of the **sales tools** (Cheat Sheets, Presentations etc.) and **marketing materials** (Email, Banners, Social media) to help you set up your website and communicate with your customers to generate sales.



3 Get Rewarded

Get Badges for Self paced trainings & Quiz, Attending enablement sessions, Answering Surveys, Submitting customer case studies and more

Earn Incentives



1. Earn US\$100 E-Shopping Vouchers on your First purchase from your distributors!*

2. Start Accumulating Points from your first purchase and throughout the quarter

3. Earn Bonus points for specific SKUs

aruba
Instant on

- *Partners to purchase min. \$100 worth Access Points or Switches to qualify
- This is a welcome promotion – only for new and dormant partners who have not purchased anything from Aruba Instant on from Q1'23 –Q4'23
- Partner Need to be action program before or within 15days of first-time purchase



Action Premier Program



1H'24 ACTION Premier Partner Incentive Program

Scheme A Measurements & Rewards

Program	Program Period	Program Incentive Level	Rebate	Eligible Partners	Max Cap
Action Premier Scheme A	1H24	>= 5,000 < 10,000	5%	Business & Silver	US\$4,000 Per Partner Per quarter
Action Premier Scheme A & Telco / SI	1H24	>= 10,000 < 50,000	6%	Business & Silver & Eligible Telco / SI	
Action Premier Scheme A & Telco / SI	1H24	>= 50,000	Up to 7%	Business & Silver & Eligible Telco / SI	
Telco / SI	1H24	>= 200,000	Up to 10%	Eligible Telco / SI only	US\$50,000 Per Partner Per quarter

- Partner's final Program Results will be calculated based on the total purchase value of eligible products from Aruba Distributors at the end of each quarter at Pay at Net
- Partner will earn points from the final threshold level they attain for Instant On Wired and/or Instant On Wireless Products
- Minimum qualifying purchase threshold value for Instant On Wired and / or Instant On Wireless Products must be attained for points to be earned
- Program Rebate for this Scheme will be capped at \$4,000 for all partners and at \$50,000 for Telco and SI partners invited to the program
- Partner qualifies for either one of the thresholds and rebates are not cumulative
- Attainment in-between thresholds will fall to lower value
- Eligible Products : All 3P, I5 Access Points, Switches and transceivers
- Eligible Partners : All Business, Silver Partners and select Telco / SI partners who may be Gold, Platinum Partner need to be registered in Action Partner Portal and accepted Special T&C for Action Premier and Telco / SI programs on or within 15days of their purchases from the Aruba Authorized distributors
- The earned incentive will be converted into Points and made available for redemption from the action partner portal. \$1 will be equal to 1 point
- Partner need to redeem their incentive within 60days after the quarter close for the previous quarter
- India Master Resellers are not eligible



Telco SI Partner Qualification

Qualification of Telco SI partners will be based on Eligibility Criteria Defined by SMB Aruba Team

Step1: Aruba DBM/PBM will submit Telco SI Partner Application form for L1 and L2 Approvals on Email

Step2: Once approved If the partner is already an action club member partner will be promoted to Action Premier Telco/SI . If gold or Plat pre-registration will be set up and mail will be sent for partner to register.

Step2A : For both the above , the action team will enable Telco SI T&C for the partner. There will be a pop up when the partner logs into the portal. Also there will be a mail triggered to the partner to accept T&C

Step3: Partner to accept T&C and confirms the qualifier questions raised during the application process by the DBM & PBM.

L1 Approver : Annette Chua
L2 Approver : Rajanikant Urs



Sample Application Form

Hewlett Packard Enterprise HPE Partner Program Application Form
Confidential | Authorized HPE Partner use only

Application Form: APJ Telco / SI Pilot Program for SMB Reseller

The following requirements and guidelines have been designed to identify prospective partners that may be eligible to participate in this Program. Please use this application to self-assess your company's capabilities in each category below to determine if the Program qualifications are met. All fields are mandatory.
Please send the completed form to your HPE Aruba Channel Business Manager contact.

Partner Company Name:	
Company Full Address: (Street Address, City, State/Province, Country, Postal Code)	
Partner Pro ID (PPID) / Party ID:	
Partner Website:	
Partner Type (Select one only): <input type="checkbox"/> Telco (F18 Section A and C) <input type="checkbox"/> System Integrator (SI) (F18 Section B and C)	
Completed By (First Last Name):	Title:
Partner Admin (First Last Name):	Email:
HPE Aruba Business Manager:	
Signature:	Date:
HPE Aruba Channel Manager:	
Signature:	Date:

Partner Profile Criteria and Pilot Program Requirements

To participate in the Pilot Program, Partners must meet the below Partner Profile Criteria and be capable of achieving the following requirements (with any others set out in the Pilot Program Terms):

- Telco Partners to complete Sections A and C only.
- System Integrators (SI) to complete Sections B and C only.

Section A: Telco Partners to Complete

CRITERIA/REQUIREMENT	DESCRIPTION	Meet Criteria (Yes / No)
Industry Business	<ul style="list-style-type: none"> Have a primary focus on providing internet, data, voice, and other telecommunications services to customers. Have a strong customer base and market presence in the SMB telecommunications industry with a wide geographic coverage in the Territory. 	
Tools and Processes	<ul style="list-style-type: none"> Have information technology tools and processes to enable efficient electronic ordering and reporting of inventory and sales. 	
Expertise	<ul style="list-style-type: none"> Maintain a staff of qualified and trained employees who are knowledgeable about the Eligible Products. Have a technical team with the necessary skills and expertise to deploy and support the Eligible Products and have a good understanding of small and medium-sized business (SMB) networking requirements. 	
Marketing	<ul style="list-style-type: none"> Be capable of executing marketing campaigns in-store and electronically to raise awareness of the Aruba Instant On solutions in the SMB market. 	

Page | 1

Hewlett Packard Enterprise HPE Partner Program Application Form
Confidential | Authorized HPE Partner use only

Section B: System Integrators (SI) Partners to Complete

CRITERIA/REQUIREMENT	DESCRIPTION	Meet Criteria (Yes / No)
Industry Business	<ul style="list-style-type: none"> Have a primary focus to build computing systems for end customers by combining hardware, software, networking and storage products as a holistic solution. Have a strong customer base and market presence in the SMB vertical industry with a wide geographic coverage in Territory. 	
Tools and Processes	<ul style="list-style-type: none"> Have information technology tools and processes to enable efficient electronic ordering and reporting of inventory and sales. 	
Expertise	<ul style="list-style-type: none"> Maintain a staff of qualified and trained employees who are knowledgeable about the Eligible Products. Have a technical team with the necessary skills and expertise to deploy and support the Eligible Products and have a good understanding of small and medium-sized business (SMB) networking requirements. 	
Marketing	<ul style="list-style-type: none"> Be capable of executing marketing campaigns in-store and electronically to raise awareness of the Aruba Instant On solutions in the SMB market. 	

Section C: Partner Acknowledgement

Terms & Conditions Agreement	Acknowledgement (Yes / No)
I acknowledge the following: <ul style="list-style-type: none"> I have a HPE Partner Agreement in place (Business level or above) and will always comply with the Program Terms. I will showcase the above Partner Profile Criteria in a business plan when invited by HPE Aruba. I will place a minimum accumulated purchase value of US\$10,000 of eligible products every HPE Fiscal Quarter to HPE Aruba Authorized Distributors during the program period. 	



Application Form

1H'24 Aruba SMB Action Premier Partner Incentive Program

Scheme B Measurements & Rewards

Aruba SMB Action Premier Partner Incentive Program Scheme B

SWITCHING PRODUCTS

Aruba Branded Switching – PL 35 & PL WB

AND / OR

WIRELESS PRODUCTS

Aruba WLAN Products – PL VL

Total Pay@Net Sales Out Value	Program Points
US\$51K and above	2000
US\$21K to US\$50K	1500
US\$11K to US\$20K	1000
US\$5K to US\$10K	500

- ❑ Partner's Final Program Results will be calculated based on the total purchase value of eligible products from Aruba Distributors at the end of each quarter
- ❑ Partner will earn points from the final threshold level they attain for Switching Products and/or Wireless Products
- ❑ Minimum qualifying purchase threshold value for Switching and / or Wireless Products must be attained for points to be earned
- ❑ Program points will be capped at 2000 maximum



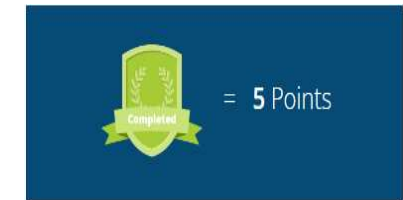
Action Rewards



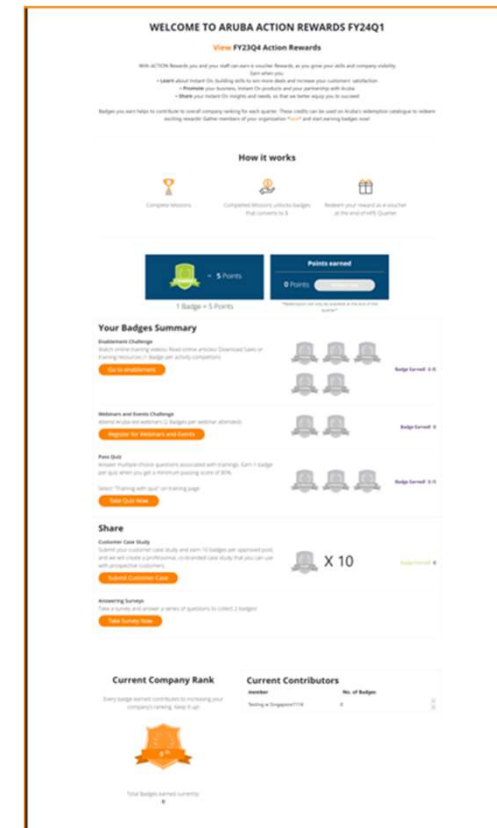
ACTION Rewards for Individual Participants

Reward Points for individuals for Learn, Promote & Share insights for Aruba Instant On products

Engagement type	Activities / Criteria	# of Badges Per Activity	Max Badges Per quarter
Learn	Training completion	1	5
	Quiz answered	1	3
	Webinars Attendance	1	No Cap
Promote	Use Aruba Instant On Lab for Customer POC	10	No Cap
Share	Share customer Case Study	10	No Cap
	Send It usage		
EU Promotion Pilot (India Only)	Earn additional Points for submitting end Customer Purchase proof	India Only	As per the Product Table

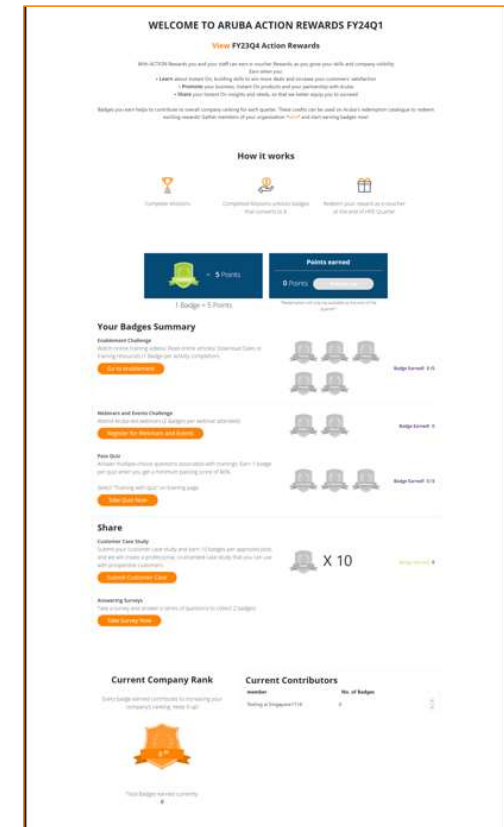
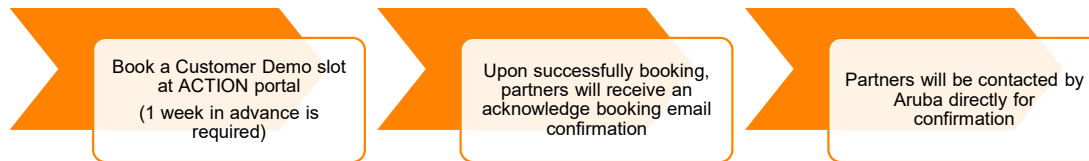


1 Badge = 5Points



Setting Up Customer Demo Using AION POC LAB

Coming up on Action Rewards Portal



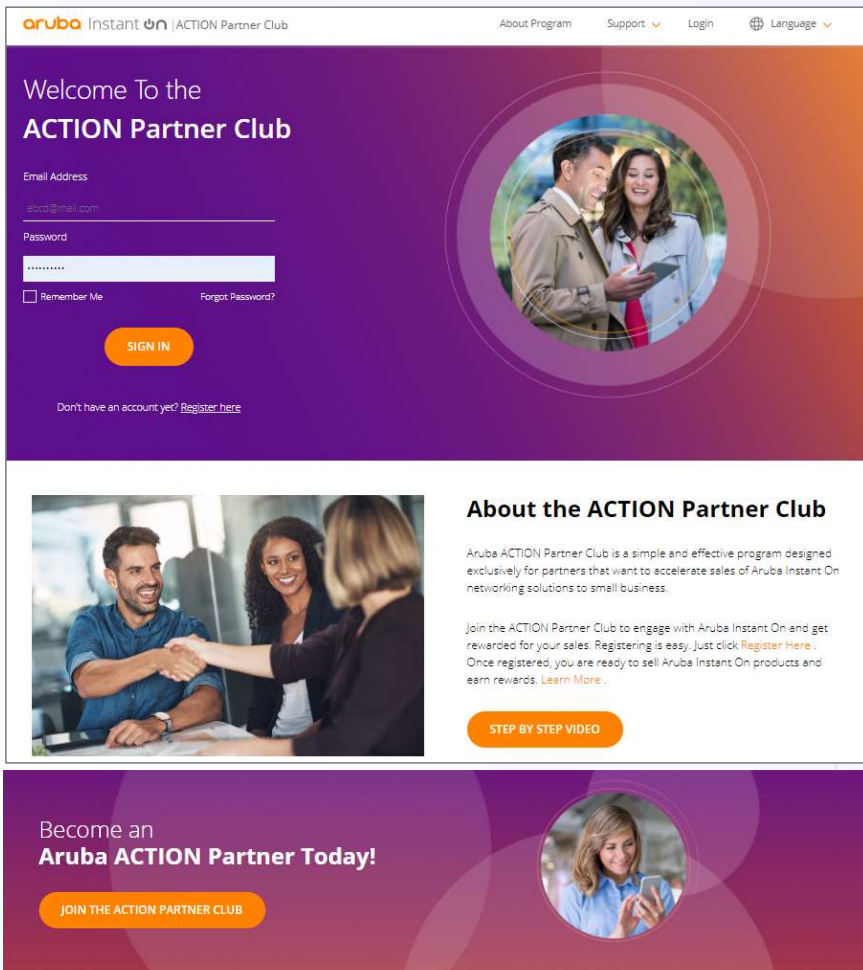


Registration & Redemption Process



How to Register?

<https://action.Arubainstanton.com/>



Aruba Instant On ACTION Partner Club

About Program Support Login Language

Welcome To the
ACTION Partner Club

Email Address
abc@gmail.com

Password
.....

Remember Me [Forgot Password?](#)

SIGN IN

[Don't have an account yet? Register here](#)

About the ACTION Partner Club

Aruba ACTION Partner Club is a simple and effective program designed exclusively for partners that want to accelerate sales of Aruba Instant On networking solutions to small business.

Join the ACTION Partner Club to engage with Aruba Instant On and get rewarded for your sales. Registering is easy. Just click [Register Here](#). Once registered, you are ready to sell Aruba Instant On products and earn rewards. [Learn More](#).

STEP BY STEP VIDEO

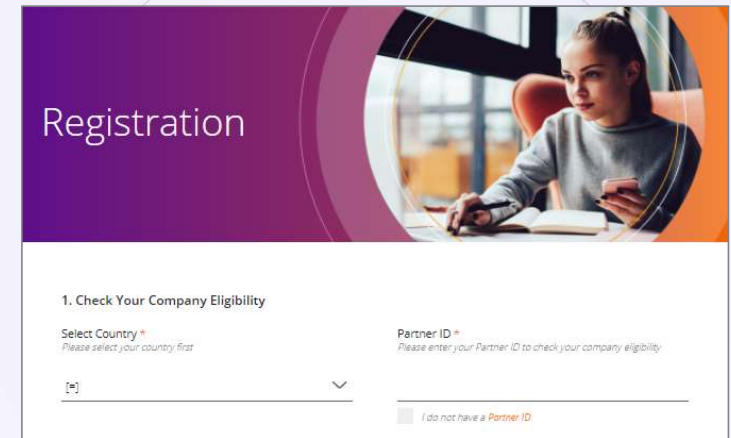
Become an Aruba ACTION Partner Today!

JOIN THE ACTION PARTNER CLUB

1. Select language

2. Click Register Here
or Click Join the ACTION Partner Club

English	Español	Bahasa Indonesia
Deutsch	Français	繁體中文
Italiano	Türkçe	ภาษาไทย



Registration

1. Check Your Company Eligibility

Select Country *
Please select your country first

Partner ID *
Please enter your Partner ID to check your company eligibility

I do not have a Partner ID

3. Select Country

4. Enter your partner ID or tick the box "I do not have a Partner ID"

- *Entering a partner ID prepopulates the company registration fields and speeds up the registration confirmation*

Accounts

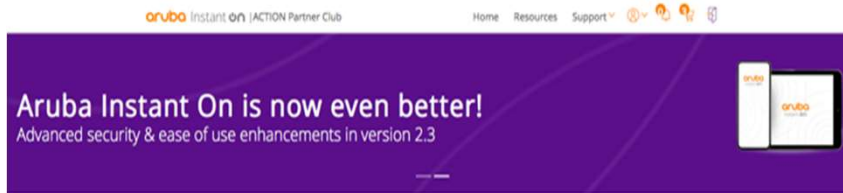
Company's Owner/Manager

First person to sign up via the registration page must be the managing director or delegate legitimated by the managing director who can accept the program's Terms and Conditions on behalf of the company. Upon system approval of the delegate account, subsequent users could then be registered.

Role of a Company Owner/Manager

- 1) Invite company Sales Representatives and Presales Representatives to ACTION Partner Club
- 2) Follows-up incentive progression
- 3) Redeems incentive for the company

How Do I Redeem?



Welcome to ACTION Partner Club



Name : Stephen Chong
Company : Test Singapore

[EDIT PROFILE](#) | [VIEW DASHBOARD](#)

Available Points

520 / 2,000 max. points

[Redeem Now](#)

1

Click Here

My Dashboard

[VIEW MORE](#)



Enhanced Action Program Rewards Scheme

Faster, easier and more attractive for ACTION registered partners to start earning incentives from the program

[FIND OUT MORE NOW!](#)



AION Partner Webinar Series: Module 4 - Aruba Instant On...

We're fully supportive of your success as a partner of Aruba. That means we're on hand to assist with sales assets and digital marketing materials. Join to learn the assets we have available to be leveraged immediately...

[REGISTER NOW](#)



Sales Certification: Aruba Instant On Wired & Wireless...

Sell more effectively with our new series of videos that explains how to identify customers' IT challenges, start a conversation about wired and wireless, and get common sales scenarios.

[GET CERTIFIED NOW!](#)



Sell confidently with our NEW Two-Year Warranty

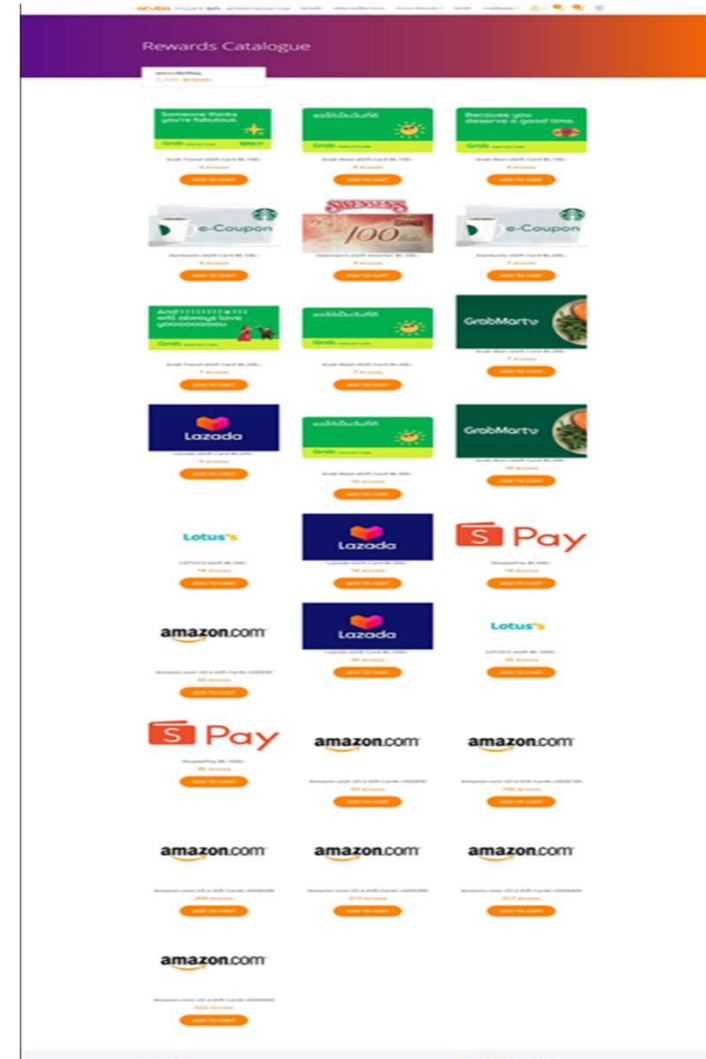
Give customers confidence in the high quality of Aruba Instant On. All Instant On access points have a two-year warranty. You and your customers have 24x7 phone support for the first 90 days and chat support for two...

[SEE WARRANTY DETAILS](#)

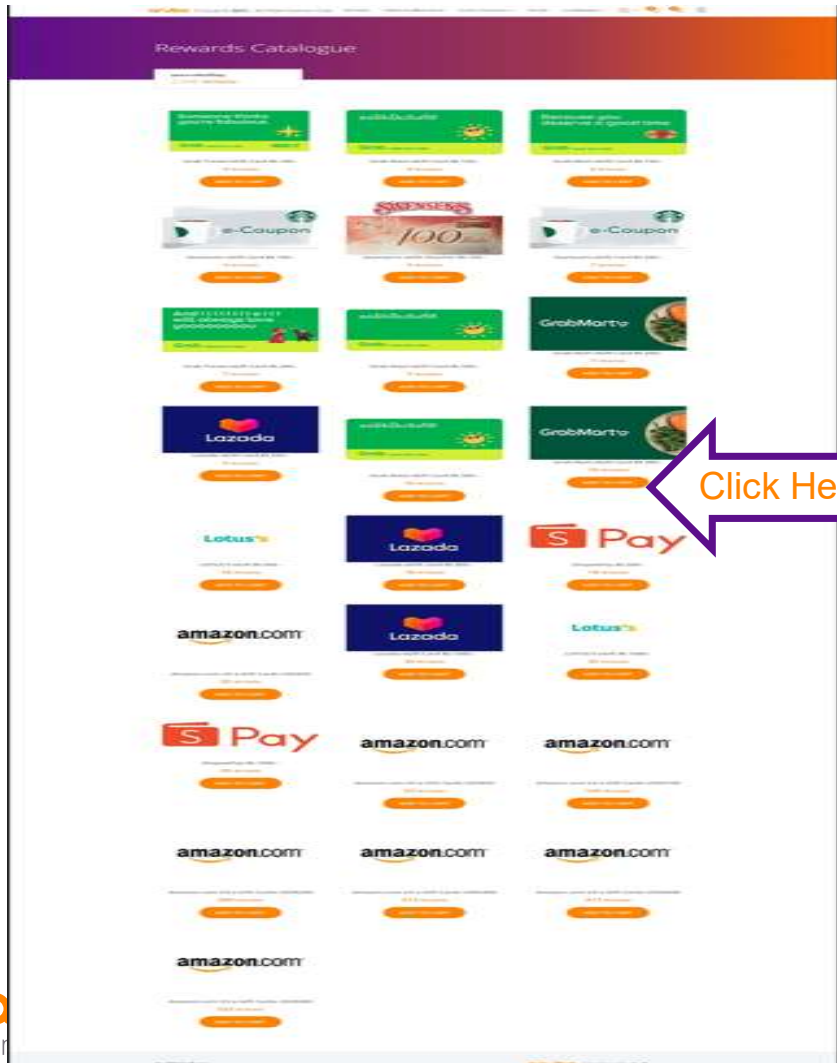
Once your company accumulated program points, the company's portal administrator can click on the "Redeem Now" button to redeem the points.

Only Company's portal administrator have access to redeem program points on behalf of the company.

2



Redemption Catalogue

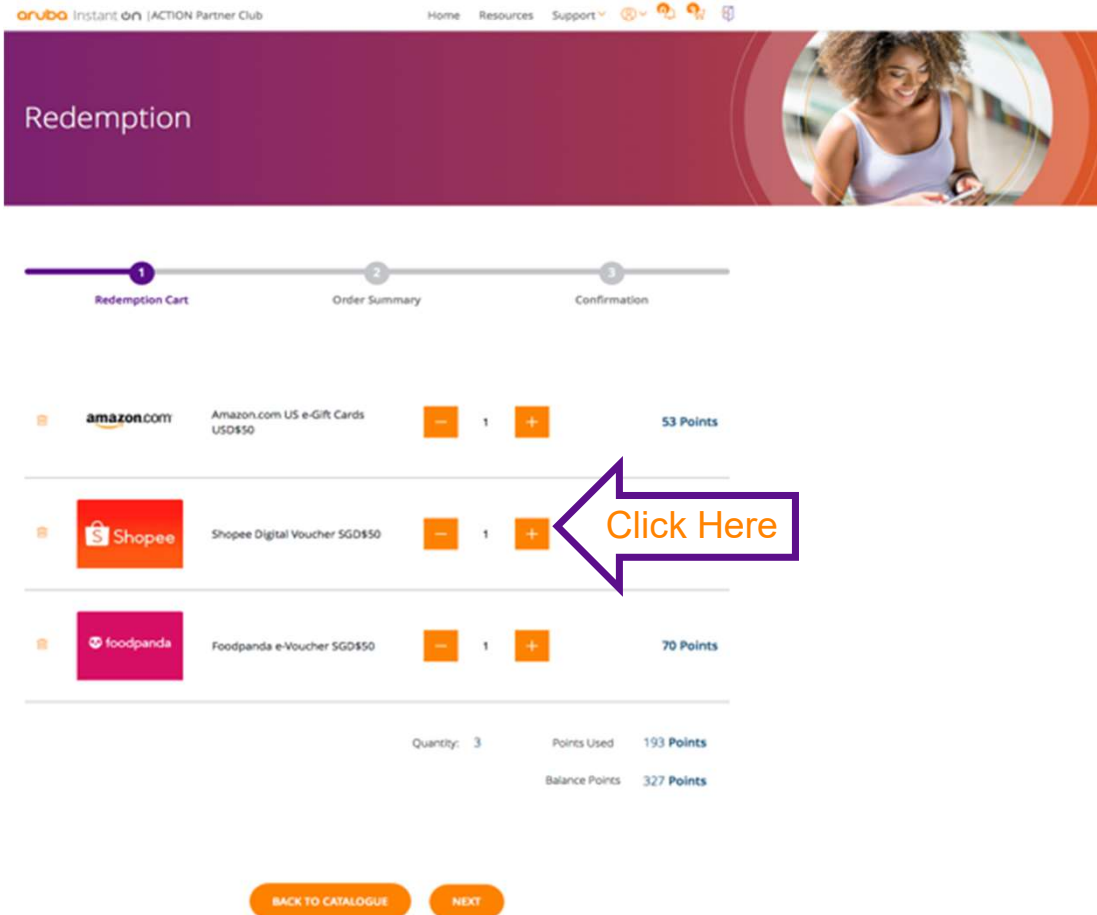


Partners will see the various options available for the country in the redemption catalogue

Select redemption option and click to add to cart

Only Company's portal administrator have access to redeem program points on behalf of the company.

My Redemption Cart



Partners will see a summary of all selected options in the redemption cart

Click to amend desired quantity of each selected option




Points required for the selected redemption and balance points will be shown

Only Company's portal administrator have access to redeem program points on behalf of the company.

My Redemption History

aruba Instant ON | ACTION Partner Club Home Resources Support

1 Redemption Cart 2 Order Summary 3 Confirmation

	Amazon.com US e-Gift Cards USD\$50	1	53 Points
	Shopee Digital Voucher SGD\$50	1	70 Points
	Foodpanda e-Voucher SGD\$50	1	70 Points

Quantity: 3 Points Used: 193 Points
Balance Points: 327 Points

Delivery Details

Name: Stephen Chong
Email: stephen.chong@hpe.com
Address:

- I will only accept Awards that are not prohibited by my organization's policies. I confirm that I (and not Hewlett Packard Enterprise) shall be responsible for managing compliance with my organization's policies.
- I have complied with HPE's compliance and anti-corruption policies, and all applicable anti-corruption laws.
- I understand that, if I do not already have a valid business partner agreement in place with HPE, I must receive background screening clearance in order to redeem Rewards.

Click on "Redeem" to confirm on redemption submission.

Redeemed items will be sent to the email indicated during registration.

Only Company's portal administrator have access to redeem program points on behalf of the company.

Rewards Redemption - APJ

Aruba ACTION Partner Club

1. At the end of HPE financial quarter, partners receive e-mail notification to redeem their reward
2. Partners have 60 days to redeem their reward on the portal, otherwise it gets forfeited

ACTION Claim Module on Portal :

ACTION Premier Claim module on Portal :

Points for Redemption – Redeem as vouchers

Cash transfer to company bank Account or Redeem Vouchers



APJ catalogue
evouchers selection

View details &
Add to cart

Shopping Cart
Review

Checkout

Redemption Success!

Tell your Partners about Action Club Today!

For more information, reach out to your country
Business Manager or Annette Chua
Annette.chua@hpe.com or Subha R
subha.r@hpe.com





Thank you

Backup

FY24 Aruba SMB Action, Action Premier Scheme A Partner Incentive Program

Eligible Scheme A Instant On Wireless Products

Product Line	SKU#	Product Description
3P	R2W96A	Aruba Instant On AP11 (RW) Access Point
3P	R2X01A	Aruba Instant On AP12 (RW) Access Point
3P	R2X06A	Aruba Instant On AP15 (RW) Access Point
3P	R2X11A	Aruba Instant On AP17 (RW) Access Point
3P	R2X16A	Aruba Instant On AP11D (RW) Access Point
3P	R3J22A	Aruba Instant On AP11 (EU) Bundle
3P	R3J24A	Aruba Instant On AP12 (EU) Bundle
3P	R3J26A	Aruba Instant On AP11D (EU) Bundle
3P	R4W02A	Instant On AP22 (RW) Access Point
3P	R6K61A	Instant On AP11 PSU BDL WWBase
3P	R6K64A	Instant On AP11D PSU BDL WWBase
3P	R6M50A	Instant On AP22 with 12V PSU EU Bundle
3P	R6M51A	Instant On AP22 with 12V PSU WW Bundle
3P	R9B28A	Instant On AP25 (RW) 4x4 Wi-Fi 6 AP
3P	R9B29A	Instant On AP25 (JP) 4x4 Wi-Fi 6 AP
3P	R9B33A	Instant On AP25 (EU) Bundle
3P	R9B34A	Instant On AP25 (WW) Bundle
3P	R9B35A	Instant On AP25 (JP) Bundle
3P	S1U76A	HPE NW ION AP22D (RW) Wi-Fi 6 AP
3P	S1T35A	HPE NW ION AP22D (RW1) Wi-Fi 6 AP
3P	S1U77A	HPE NW ION AP22D (JP) Wi-Fi 6 AP
3P	S1U81A	HPE NW ION AP22D (RW) AP 5 pack
3P	S0J33A	HPE NW ION AP22D (EU) Bundle
3P	S0J34A	HPE NW ION AP22D (RW) Bundle
3P	S0J35A	HPE NW ION AP22D (JP) Bundle
3P		And Any New Launch Products during the promo period

HPE Confidential – Approved for External Communications to Authorised HPE Channel Partners only

FY24 Aruba SMB Action, Action Premier Scheme A Partner Incentive Program

Product Line	SKU#	Product Description
15	JH407A	HPE 1405 5G v3 Switch
15	JH408A	HPE 1405 8G v3 Switch
15	JH016A	HP1420-16G Switch
15	JH017A	HP1420-24G-2SFP Switch
15	JH018A	HP1420-24G-2S Switch
15	JH019A	HP1420-24G-PoE+ (124W) Switch
15	JG708B	HPE 1420 24G Switch
15	JH327A	HPE 1420 5G Switch
15	JH328A	HPE 1420 5G PoE+ (32W) Switch
15	JH329A	HPE 1420 8G Switch
15	JH330A	HPE 1420 8G PoE+ (64W) Switch
15	JL810A	HPE Aruba Instant On 1830 8G Switch
15	JL811A	HPE Aruba Instant On 1830 8G 65W Switch
15	JL812A	HPE Aruba Instant On 1830 24G 2SFP Switch
15	JL813A	HPE Aruba Instant On 1830 24G 2SFP 195W Switch
15	JL814A	HPE Aruba Instant On 1830 48G 4SFP Switch
15	JL815A	HPE Aruba Instant On 1830 48G 4SFP 370W Switch

Product Line	SKU#	Product Description
15	JL680A	Aruba Instant On 1930 8G 2SFP Switch
15	JL681A	Aruba Instant On 1930 8G Class4 PoE 2SFP 124W Sw
15	JL682A	Aruba Instant On 1930 24G 4SFP/SFP+ Switch
15	JL683A	Aruba Instant On 1930 24G Class4 PoE4SFP/SFP+ 195W Sw
15	JL684A	Aruba Instant On 1930 24G Class4 PoE4SFP/SFP+ 370W Sw
15	JL685A	Aruba Instant On 1930 48G 4SFP/SFP+ Switch
15	JL686A	Aruba Instant On 1930 48G Class4 PoE4SFP/SFP+ 370W Sw
15	JL805A	Aruba Instant On 1960 12 XGT 4SFP+ Switch
15	JL806A	Aruba Instant On 1960 24G 2XGT 2SFP+ Switch
15	JL807A	Aruba Instant On 1960 24G 20p Class4 4p Class 6 PoE 2XGT 2SFP+ 370W Switch
15	JL808A	Aruba Instant On 1960 48G 2XGT 2SFP+ Switch
15	JL809A	Aruba Instant On 1960 48G 40p Class4 8p Class6 PoE 2XGT 2SFP+ 600W Switch
15	S0F35A	1960 8p 1G Class 4 4p SR1G/2.5G Class 6 PoE 2p 10GBASE-T 2p SFP+ 480W
15	R8R44A	Aruba IOn 1430 5G Sw
15	R8R45A	Aruba IOn 1430 8G Sw
15	R8R46A	Aruba IOn 1430 8G 64W Sw
15	R8R47A	Aruba IOn 1430 16G Sw
15	R8R48A	Aruba IOn 1430 16G 124W Sw
15	R8R49A	Aruba IOn 1430 24G Sw
15	R8R50A	Aruba IOn 1430 26G 2SFP Sw
		& Any new launch products during the promotion period



1H'24 Aruba SMB Action Premier Partner Incentive Program

Eligible Scheme B Switching Products

HPE Aruba	
PL Part	Description
35J9778A	HP 2530-48-PoE+ Switch
35J9779A	HP 2530-24-PoE+ Switch
35J9780A	HP 2530-8-PoE+ Switch
35J9781A	Aruba 2530 48 Switch
35J9782A	HP 2530-24 Switch
35J9783A	Aruba 2530 8 Switch
35JL253A	Aruba 2930F 24G 4SFP+ Swch
35JL254A	Aruba 2930F 48G 4SFP+ Swch
35JL255A	Aruba 2930F 24G PoE+ 4SFP+ Swch
35JL256A	Aruba 2930F 48G PoE+ 4SFP+ Swch
35JL258A	Aruba 2930F 8G PoE+ 2SFP+ Swch
35JL259A	Aruba 2930F 24G 4SFP Swch
35JL260A	Aruba 2930F 48G 4SFP Swch
35JL261A	Aruba 2930F 24G PoE+ 4SFP Swch
35JL262A	Aruba 2930F 48G PoE+ 4SFP Swch
35JL263A	Aruba 2930F 24G PoE+ 4SFP+ T Swch
35JL264A	Aruba 2930F 48G PoE+ 4SFP+ T Swch
35JL319A	Aruba 2930M 24G 1-slot Switch
35JL320A	Aruba 2930M 24G PoE+ with 1-slot Switch
35JL321A	Aruba 2930M 48G with 1-slot Switch
35JL322A	Aruba 2930M 48G PoE+ 1-slot Switch
35JL323A	Aruba 2930M 40G 8 Smrt Rte PoE+ 1s Swch
35JL324A	Aruba 2930M 24 Smrt Rte PoE+ 1s Swch
35JL557A	Aruba 2930F 48GPoE+4SFP 740W Swch
35JL558A	Aruba 2930F 48GPoE+4SFP+740W Swch
35JL559A	Aruba 2930F 48GPoE+4SFP+740WT Swch
35JL692A	Aruba 2930F 8G PoE+ 2SFP+ TAA Swch
35JL693A	Aruba 2930F 12G PoE+ Swch
35ROM67A	Aruba 2930M 40G 8SR PoE Class 6 1s Swch
35ROM68A	Aruba 2930M 24SR PoE Class 6 1s Swch

HPE Aruba	
PL Part	Description
WB JL675A	Aruba 6100 48G CL4 4SFP+ Swch
WB JL676A	Aruba 6100 48G 4SFP+ Swch
WB JL677A	Aruba 6100 24G CL4 4SFP+ Swch
WB JL678A	Aruba 6100 24G 4SFP+ Swch
WB JL679A	Aruba 6100 12G CL4 2SFP+ 139W Swch
WB R8N85A	Aruba 6000 48G CL4 4SFP Swch
WB R8N86A	Aruba 6000 48G 4SFP Swch
WB R8N87A	Aruba 6000 24G CL4 4SFP Swch
WB R8N88A	Aruba 6000 24G 4SFP Swch
WB R8N89A	Aruba 6000 12G CL4 2SFP 139W Swch
WB R9Y03A	HPE ANW 6000 48G CL4 4SFP 740W Switch
	HPE ANW 6100 48G CL4 4SFP+ 740W Switch
WB R9Y04A	

And Any New Launches during the promotion period



1H'24 Aruba SMB Action Premier Partner Incentive Program

Eligible Scheme B Wireless Products

PL	HPE Aruba Part	Description
VL	JY678A	Aruba AP-303H (RW) Unified AP
VL	JY679A	Aruba AP-303H (RW) TAA Unified AP
VL	JZ320A	Aruba AP-303 (RW) Unified AP
VL	JZ335A	Aruba AP-535 (JP) Unified AP
VL	JZ336A	Aruba AP-535 (RW) Unified AP
VL	Q9H56A	Aruba AP-514 (JP) Unified AP
VL	Q9H57A	Aruba AP-514 (RW) Unified AP
VL	Q9H61A	Aruba AP-515 (JP) Unified AP
VL	Q9H62A	Aruba AP-515 (RW) Unified AP
VL	Q9H67A	Aruba AP-514 (RW) TAA Unified AP
VL	Q9H72A	Aruba AP-515 (RW) TAA Unified AP
VL	R2H21A	Aruba AP-504 (JP) Unified AP
VL	R2H22A	Aruba AP-504 (RW) Unified AP
VL	R2H27A	Aruba AP-505 (JP) Unified AP
VL	R2H28A	Aruba AP-505 (RW) Unified AP
VL	R2H33A	Aruba AP-504 (RW) TAA Unified AP
VL	R2H38A	Aruba AP-505 (RW) TAA Unified AP
VL	R3V36A	Aruba AP-503H (RW) Unified AP
VL	R3V37A	Aruba AP-503H (RW) TAA Unified AP
VL	R3V40A	Aruba AP-503H (JP) Unified AP
VL	R3V46A	Aruba AP-505H (RW) Unified AP
VL	R3V47A	Aruba AP-505H (RW) TAA Unified AP
VL	R3V56A	Aruba AP-505HR (EU) Remote AP Bundle
VL	R7G96A	Aruba AP-503HR (EU) Remote AP Bundle
VL	R8M98A	Aruba AP-503 (RW) Campus AP
VL	R8N04A	HPE Aruba Networking AP-503R-RW AP
VL	S1E83A	Aruba AP-503 (RW) 10-Pack Campus AP
VL	S2C07A	HPE Aruba Networking AP-503-RW1 AP
VL	S2Q91A	HPE ANW AP-503R (RW1) AP



1H'24 ARUBA Action, Premier, SI Telco Partner Program

Terms & Conditions

Program Validity Period : Q1'24 1st Nov 2024 - 31st Jan 2024 : Q2'24 1st Feb 2024 - 30th Apr 2024



- Only TPL/No Touch purchases of eligible product SKUs from Aruba Distributors will qualify for program performance tabulation. Special priced projects will not qualify for program performance tabulation. Cables, accessories and modules, as well as NFR purchases will be excluded from the program result tabulation.
- Eligible Business :
 - Transactional Price List (TPL); MC 07, 77, 26R, 09 (No Touch Business)
 - Exclusion for all except Telco: Not for Resale (NFR) and deals with MC codes 04, 15R, 72B, 72G, 72M, 79, 79B/R are excluded from this program
 - Exclusion for Telco: Not for Resale (NFR) and deals with MC codes 04, 15R, 72B, 72G, 79, 79B/R are excluded from this program
- Program Eligibility for Action : All Business and Proximity Partners registered in Action Portal <https://action.arubainstanton.com/>
- Program eligibility for Scheme A : Aruba BP, Silver Registered in Action Portal and accepted T&C
- Program eligibility for Scheme B : Aruba BP Registered in Action Portal Portal and Accepted T&C
- Program Eligibility for Telco SI : BP, Silver, Gold, Plat approved for the program as per the process and signed T&C in Action Portal
- Program Rebate will be capped at 3000 Points for Action, \$4,000 for all partners in Scheme A and at \$50,000 for Telco and SI partners invited to the program
- Partner qualifies for either one of the thresholds and rebates are not cumulative
- Attainment in-between thresholds will fall to lower value
- Action Premier and Telco SI Partners must have signed HPE Tier 2 Partner Agreement prior to program end period to be eligible for incentive payout. Aruba Program Office reserves the right to reject incentive payout to Partners without official HPE Tier 2 Partner Agreement signed after prior to program period end.
- Program results will be tabulated based on data in HPE CSIS System at the end of each program period at Pay at Net
- There will be no program points for program achievement below minimal threshold level.
- Program points for achievement in excess of the highest threshold level will be capped at maximum indicated.
- Total Earning by partner must be above \$5 per quarter to redeem the reward
- Final points for Action Premier for the period allotted to Partner will be the total points earned for Scheme A and Scheme B combined.
- No points will be allocated for achievement levels below minimum qualifying thresholds for both Schemes.
- For All Action , Premier Scheme A and Scheme B, 1 point will equate to US\$1.00.
- Points redeemed by resellers will be administered in the form of cash transfer or vouchers mailed to the organization address submitted in the HPE Tier 2 Partner Agreement.
- Program Rewards will be sent to Partners within 60 days after each program period.
- Aruba reserves the right to amend the terms and conditions of the program without prior verbal / written notification
- In cases of dispute, Aruba's decision is final

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