

US CHANNEL PROMOTIONS

February 1, 2025 - April 30, 2025

Engage and Grow cash SPIFFs for every step of your sales cycle

	FOR LEARNING	FOR PROSPECTING	FOR QUOTING	FOR CLOSING	
Products	SE and Sales Certification SPIFF	Customer Appointment SPIFF*	Deal Registration	Per Unit SPIFF	New Customer / Logo SPIFF
DCN Switches	\$50 - \$300	\$350		Up to \$300 / Eligible Unit	Up to \$10,000
EdgeConnect SASE / SSE	\$50 - \$300	\$350	\$100	Up to \$100 / Eligible Unit	Up to \$10,000
Core - AP's and Switches	\$50 - \$300	\$350		Up to \$50 / Eligible Unit	Up to \$10,000

HPE ARUBA NETWORKING ENGAGE & GROW INDIVIDUAL PRODUCT SPIFFS

ELIGIBLE MODELS		Points	Cap
Campus Switches			
6000 Switch Series	US and CAN: R8N85A, R8N86A, R8N87A, R8N88A, R8N89A	25	25
6100 Switch Series	US and CAN: JL679A, JL678A, JL677A, JL676A, JL675A	30	25
6200 Switch Series	US and CAN: JL725A, JL727A, JL728A, JL725B, JL727B, JL728B, R8Q71A, R8Q69A, R8Q70A	30	25
6300 Switch Series	US and CAN: JL662A, JL661A, JL660A, JL659A, JL658A, JL666A, JL665A, R8S90A, R8S91A	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: JL479A, JL581A, JL624A, JL625A, JL626A, JL627A, R9F64A, R9F65A, R9F66A, R9F67A	50	15
CX8360 Data Center Switches	JL704C, JL705C, 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, S0F97A, S0F98A	300	10
Aruba Access Points			
500 Series Aruba APs	US: R2H29A, Q9H58A, Q9H63A, JZ337A, JZ357A CAN: R2H28A, Q9H57A, Q9H62A, JZ336A, JZ356A	10-20	25
600 Series Aruba APs	US: R7J28A, R7J39A, R7J50A, R7J55A, R7J33A, R7J44A CAN: R7J27A, R7J38A, R7J54A, R7J32A, R7J43A	15,20	25
700 Series Aruba APs	US: S1G75A, S1G80A, S1G85A, S1G90A CAN: S1G74A, S1G84A	20	25
600 and 700 Series Aruba 5	US: S0H13A, S3J36A, S0H11A CAN: S0H12A, S3J35A, S0H10A	75-125	10
615 Series Aruba 10 Pack APs	S3J34A, CAN: S3J33A	150	10
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	5-15	25
Aruba Central - APs	US and CAN: Q9Y67AAE, QY63AAE, QY64AAE, Q9Y65AAE, Q9Y66AAE, Q9Y62AAE, Q9Y58AAE, Q9Y59AAE, Q9Y60AAE, Q9Y61AAE	5-15	25

Sell qty 250+ earn a \$2000 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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