

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

### EFFECTIVE DATES:

November 1, 2024 - October 31, 2025

### HOW IT WORKS

- Reseller must email a Competitive Trade-In Request form to [aionateam@hpe.com](mailto:aionateam@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,

## Get Great Discounts when you replace Ubiquiti products with HPE Networking Instant On solutions

Your small business customers rely on their Wi-Fi network to keep their business running at full speed. A reliable, secure, and simple to manage network makes their operations and services easier to administer and troubleshoot. Aruba Instant On wired and wireless solutions are simple and can expand along with the growth of their business.

For a limited time, partners can get an additional 10% discount on Aruba Instant ON products when their end users trade-in any Ubiquiti wired or wireless equipment and replace with new Aruba Instant ON or HPE networking products!

### 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 HPE Aruba Networking Business Development Manager or Inside Channel Account Manager is required in order to activate Big Deal Pricing.
- HPE Aruba Networking and HPE 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.

## REQUEST FORM

# HPE Networking 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 HPE Aruba Networking 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 HPE Aruba Networking 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

HPE Aruba Networking 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 HPE Networking 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 HPE ARUBA NETWORKING 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 HPE Networking 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**