

US CHANNEL PROMOTIONS

May - July 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 - \$150		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: 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: JL624A, JL625A, JL626A, JL627A	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	300	10
Aruba Access Points			
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: S1G33A, S1G43A, S1G75A, S1G80A, S1G85A, S1G90A CAN: S1G74A, S1G84A, S1G32A, S1G42A,	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	5
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+ AP6XX/7XX 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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