

SELL AGAINST







COMPETITIVE GUIDE



ACCESS POINTS

Why Aruba Instant On?

- Simple, Secure, Supported business-grade networking.
- Cloud managed anytime, anywhere, free of charge on your smart devices.
- 2X+ margin over Ubiquiti (no deal reg needed)
- Stock readily available










ARUBA INSTANT ON FOR SMALL BUSINESS	PART NUMBERS	SELL AGAINST THESE COMPETITORS
 <p>AP11 Dual Radio, 2x2</p>	<p>R2W96A</p> <p>R6K61A (pwr adapter/cord bundle)</p>	<ul style="list-style-type: none"> • Ubiquiti UAP-AC-LITE • Meraki Go GR10 • Netgear WAC505 & WAC510 • Linksys LAPAC1200C
 <p>AP11D Dual Radio, 2x2 Wall/Desk Mount</p>	<p>R2X16A</p> <p>R6K64A (pwr adapter/cord bundle)</p>	<ul style="list-style-type: none"> • Ubiquiti UAP-AC-IW
 <p>AP12 Dual Radio, 3x3</p>	<p>R2X01A</p>	<ul style="list-style-type: none"> • Ubiquiti UAP-AC-PRO • Netgear WAC510 • Linksys LAPAC1750C
 <p>AP15 Dual Radio, 4x4</p>	<p>R2X06A</p>	<ul style="list-style-type: none"> • Ubiquiti UAP-NANOHD • Netgear WAC540 • Linksys LAPAC2600C
 <p>AP17 Outdoor Dual Radio, 2x2</p>	<p>R2X11A</p>	<ul style="list-style-type: none"> • Ubiquiti UAP-AC-M (2x2) • Ubiquiti UAP-AC-M-Pro (3X3) • Meraki Go GR60
 <p>AP22 WiFi 6 Dual Radio, 2x2</p>	<p>R4W02A</p> <p>R6M51A (pwr adapter/cord bundle)</p>	<ul style="list-style-type: none"> • Only Wi-Fi 6 Certified AP in it's class!

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SWITCHES

POWER OVER ETHERNET WITH ARUBA SWITCHES!	PART NUMBERS	SELL AGAINST THESE COMPETITORS
8 Port Switches		
 <p>Instant On 1930 8G</p>	JL680A	<ul style="list-style-type: none"> • Ubiquiti US-8 • Cisco SG250-8 • Meraki Go GS110-8 • Netgear GS110T/GC110/510
 <p>Instant On 1930 8G PoE 124W</p>	JL681A	<ul style="list-style-type: none"> • Ubiquiti US-8-150W • Cisco SG250-8HP • Meraki Go GS110-8P • Netgear GS110TP/GC110P/510P
24 Port Switches		
 <p>Instant On 1930 24G</p>	JL682A	<ul style="list-style-type: none"> • Ubiquiti US-24 • Cisco SG250-26 • Meraki Go GS110-24 • Netgear GS72xT/GC728X
 <p>Instant On 1930 24G PoE 195W</p>	JL683A	<ul style="list-style-type: none"> • Ubiquiti USW-24-POE • Cisco SG250-26P • Meraki Go GS110-24P • Netgear GS72xTPxx/GC728XP (PoE)
 <p>Instant On 1930 24G PoE 370W</p>	JL684A	<ul style="list-style-type: none"> • Ubiquiti USW-24-POE • Cisco SG250-26P • Meraki Go GS110-24P • Netgear GS72xTPxx/GC728XP
 <p>Instant On 1960 24G PoE 370W</p>	JL807A	<ul style="list-style-type: none"> • Cisco SG350X-24MP • Cisco SG350-28MP • Ubiquiti USW-PRO-24-POE • Netgear S3300
48 Port Switches		
 <p>Instant On 1930 48G</p>	JL685A	<ul style="list-style-type: none"> • Ubiquiti US-48 • Cisco SG250-50 • Meraki Go GS110-48 • Netgear GC752X
 <p>Instant On 1930 48G PoE 370W</p>	JL686A	<ul style="list-style-type: none"> • Ubiquiti USW-48-POE • Cisco SG250-50P • Meraki Go GS110-48P • Netgear GS752TP/GC752XP
 <p>Instant On 1960 48G PoE 600W</p>	JL809A	<ul style="list-style-type: none"> • Cisco SG350X-48P • Cisco SG350-52P • Ubiquiti USW-PRO-48-POE • Netgear S3300



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