



UPGRADE YOUR SMB CUSTOMERS NETWORK PERFORMANCE INSTANT ON RIP AND REPLACE OFFER!

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 15% 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!



PARTNER ELIGIBILITY

All Aruba Partner Ready for Networking Program Partners and Proximity Partners in US & Canada buying through an authorized Aruba distributor.

ELIGIBLE PRODUCTS

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

EFFECTIVE DATES

January 1, 2022 – April 30, 2022

HOW IT WORKS

- Reseller must email a Competitive Trade-In Request form to 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.

TERMS AND CONDITIONS

- Promotion is not applicable to existing Aruba deals (deals with an existing quote).
- Eligible End User Customers: US & Canada Only.
- Reseller PO must be received by distribution on or before April 30, 2022.
- An approved Big Deal ID# is required for this promotion.
- This promotion may not be combined with any other Aruba promotion, Big Deal, or Non Standard Pricing (NSP).
- An approval by Aruba Business Development Manager or Inside Channel Account Manager is required in order to activate Big Deal Pricing
- Aruba, HPE, and authorized Aruba distributors will not receive or take-in any equipment, or products that are being traded-in by end user customers.
- Aruba reserves the right to end/modify this promotion at any time.
- In case of a dispute, decision taken by Aruba management will be final and binding on all parties.

REQUEST FORM

ARUBA 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 Aruba 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 Aruba products.

I agree that, at the time of issuing a purchase order to Aruba, a signed *Letter of Intent to Destroy* (LOID) will be submitted to an Aruba 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 ARUBA RESELLER

Aruba Reseller Name:	Location ID Code:
Reseller Contact Name:	
Business Phone:	Business Email:
Distributor to be used:	

ARUBA CUSTOMER LETTER OF INTENT TO DESTROY FORM

END USER CUSTOMER INFORMATION

Company Name:	
Contact Name:	
Business Phone:	Business Email:
Address:	
City:	State/Province:
Zip Code:	Country:

INTENT TO DESTROY

I acknowledge and agree to the terms and conditions of the Aruba 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 / Aruba.

Signature _____ Date _____
(Must be signed by a certified customer representative)

Name, Title _____

TO BE COMPLETED BY AUTHORIZED ARUBA RESELLER

Reseller Company Name:	Location ID Code:
VAR Contact Name:	
Business Phone:	Business Email:

Submit this form to your authorized Aruba reseller to receive a quote for replacement Aruba or HPE 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 Aruba Model to be ordered

Trade-in Unit Count Total	
Replacement Unit Count Total	

Submit this form to your certified VAR to receive a quote for replacement Aruba or HPE Networking products



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