

## US CHANNEL PROMOTIONS August - October 2025

### WIN A TRIP TO ARUBA - SEASON 3!



- The Top 5 Partner Reps with most SPIFF dollars earned in the following categories will win! Total 20 Reps and their guest will earn **a fabulous trip including hotel and airfare to ARUBA!**
- Categories:
  - DCN Switches
  - New SASE Customer Deals and Deal Registrations
  - Core Campus Switches (non-DCN) & Campus Access Points
  - New Customer/Logo deals
- Trip Includes Airfare, Lodging, Meals, Ground Transportation!
- For SPIFFs claimed between 7/1/2025 - 12/31/2025
- Enter via [www.hpeengageandgrow.com](http://www.hpeengageandgrow.com) & submit your spiff claims and enter to WIN!

### 1-2-3 GET AN AP PROMO - Customers get up to \$110 rebate for each eligible HPE Aruba Networking AP traded in.

- Partners can facilitate a customer rebate or credit towards the purchase of eligible AP7XX & AP6XX AP's to replace qualified HPE Aruba Networking AP-1xx, AP-2xx and AP-3xx series 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
- Eligible Partners: All HPE Partner Ready for Networking Program Partners in US & Canada.
- Go to [the HPE Aruba Networking AP Trade-Up Page for Partners](#)

### MAY OUR SPIFFS CREATE YOUR OWN PERSONAL PARADISE!

We have incentives for learning, quoting and 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 - \$100		Up to \$150 / Eligible Unit	Up to \$5,000

## FEATURED HPE ARUBA NETWORKING CHANNEL PROMOTIONS FOR US & CANADA: August - October 2025

### 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 15% 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.

## Aruba Engage & Grow Individual Product SPIFF's, August - October 2025



ELIGIBLE MODELS		Points	Cap
Campus Switches			
6200 Switch Series	US and CAN: JL724A, JL725A, JL726A, JL727A, JL728A, JL724B, JL725B, JL726B, JL727B, JL728B, R8Q71A, R8Q69A, R8Q70A, R8V13A, SOM87A, SOM82A, SOM84A	30	25
6300 Switch Series	US and CAN: JL662A, JL661A, JL660A, JL659A, JL658A, JL666A, JL665A, R8S90A, R8S91A, SOE91A	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	US and CAN: JL700C, JL701C, JL702C, JL703C, JL706C, JL707C, JL720C, JL704C, JL705C, JL717C, 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, R749A, S3J35A	15,20	25
635 Series 5 Pack APs	US: S3J36A CAN: S3J35A	75	10
615 Series Aruba 10 Pack APs	S3J34A, CAN: S3J33A	150	5
700 Series Aruba APs	US: S1G33A, S1G43A, S1G75A, S1G80A, S1G85A, S1G90A, S4A25A CAN: S1G32A, S1G42A, S1G74A, S1G84A, S4A22A	20	25
700 Series Aruba 5 Pack APs	US: S0H13A, S0H11A CAN: S0H12A, S0H10A	125	10
725 Series Aruba 10 Pack APs	US: S4A26A CAN: S4A24A	150	5
Central Licenses			
Aruba Central - Switches	US and CAN: Q9Y72AAE, Q9Y68AAE, Q9Y69AAE, Q9Y70AAE, Q9Y71AAE, Q9Y77AAE, Q9Y73AAE, Q9Y74AAE, Q9Y75AAE, Q9Y76AAE, R3K02AAE, Q9Y78AAE, Q9Y79AAE, Q9Y80AAE, Q9Y81AAE, R3K07AAE, R3K03AAE, R3K04AAE, R3K05AAE, R3K06AAE	15-May	25
Aruba Central - APs	US and CAN: Q9Y67AAE, Q9Y63AAE, Q9Y64AAE, Q9Y65AAE, Q9Y66AAE, Q9Y62AAE, Q9Y58AAE, Q9Y59AAE, Q9Y60AAE, Q9Y61AAE	15-May	25

+250 units of  
600 & 700 series  
earns \$2000  
Bonus!

<http://www.hpeengageandgrow.com> For HPE and Channel Partner Internal Use. Effective 8/01/2025 - 10/31/2025. Please visit Engage & Grow website for details and Terms and Conditions. USA and Canada only. All units have a cap per end user customer limit, please check the Engage and Grow site for the caps.