

## US CHANNEL PROMOTIONS November - January 2026

### 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, airfare, meals and ground transportation in ARUBA!**
- Categories:
  - DCN Switches
  - New SASE Customer Deals and Deal Registrations
  - Core Campus Switches (non-DCN) & Campus Access Points
  - New Customer/Logo deals
- 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 rebates/credits 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!

Minimum 50 units traded-up

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

We have incentives for learning, quoting and closing.



Products	FOR LEARNING	FOR QUOTING	FOR CLOSING	
	SE and Sales Certification SPIFF	Deal Registration	Per Unit SPIFF	New Customer / Logo SPIFF
DCN Switches	Up to \$500 per certification		Up to \$300 / Eligible Unit	Up to \$5,000
EdgeConnect SASE / SSE		\$300		Up to \$5,000
Core - AP's and Switches			Up to \$150 / Eligible Unit	Up to \$5,000

## FEATURED HPE ARUBA NETWORKING CHANNEL PROMOTIONS FOR US & CANADA: November 2025 - January 2026

### 5 For 3 ACCESS POINTS

- Customers can get 5 eligible AP's for the price of 3!
- Eligible Models: AP504/505/515/615/635 and the AP735 5 pack
- Cannot be combined with deal registration, PR4N Program discounts, or any other promotions.
- Hardware SKU's must ship from distributor inventory, no drop-shipments.

### 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.

# ENGAGE AND GROW SPIFFS

ELIGIBLE MODELS		Points	Cap
<b>Campus Switches</b>			
6200 Switch Series	US and CAN: JL724A, JL725A, JL726A, JL727A, JL728A, JL724B, JL725B, JL726B, JL727B, JL728B, R8071A, R8069A, R8070A, R8V13A, S0M87A, S0M82A, S0M84A, S0M85A	30	25
6300 Switch Series	US and CAN: JL662A, JL661A, JL660A, JL659A, JL658A, JL666A, JL665A, R8S90A, R8S91A, SOE91A	30	25
<b>Data Center Switches</b>			
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, S4B22A, S4A51A, S4A49A	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
<b>Aruba Access Points</b>			
600 Series Aruba APs	US: R7J28A, R7J39A, R7J50A, R7J55A, R7J33A, R7J44A CAN: R7J27A, R7J38A, R7J54A, R7J32A, R7J43A, R749A	15,20	25
635 Series 5 Pack APs	US: S3J36A CAN: S3J35A	75	10
615 Series Aruba 10 Pack APs	US: S3J34A, CAN: S3J33A	150	5
700 Series Aruba APs	US: S1G33A, S1G43A, S1G75A, S1G80A, S1G85A, S1G90A, S4A25A, S5R01A, S4K09A, S4K19A, S4K34A CAN: S1G32A, S1G42A, S1G74A, S1G84A, S4A22A, S5Q98A, S4K10A, S4K20A, S4K35A	15-25	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
745 Series Aruba 5 Pack APs	US: S5R02A CAN: S5R00A	125	10
<b>Central Licenses</b>			
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	5-15	25
Aruba Central - APs	US and CAN: Q9Y67AAE, Q9Y63AAE, Q9Y64AAE, Q9Y65AAE, Q9Y66AAE, Q9Y62AAE, Q9Y58AAE, Q9Y59AAE, Q9Y60AAE, Q9Y61AAE	5-15	25

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