HPE Aruba's COVID-19 Response
PARTNER READY FOR NETWORKING

Valued Aruba Partners,

The COVID-19 pandemic is impacting our global community at an unprecedented scale. In these uncertain times, Aruba is focused on the health and well-being of our employees, customers, partners, and the communities where we do business—we believe that is our core responsibility. In response to this pandemic, we've created a plan to help you weather the storm and get through these challenging times.

If you have a certification expiring soon, you should have been notified that we are granting an extension as summarized below. In addition, Aruba will be suspending revenue threshold requirements for FY21 program entry. Partners will maintain the same medallion level status earned in FY20 provided they achieve the Aruba training and certification requirements by September 30, 2020. With the uncertainty ahead and how the current situation may impact partners, we will do a FY21 mid-year review of partner performance; more information to come by region.

Partners who meet all Partner Ready for Networking program requirements (including revenue thresholds) for advancement by September 30, 2020, will be promoted to the next membership tier.

Partner Training and Certification

- <u>Certification Extension</u> - With Aruba's version-less certification, Aruba Education Services is providing a 5-month extension to partners with a re-certification date of May 1, 2020. The new deadline to complete these certifications is October 1, 2020.

- <u>Exam Extension</u> - The eligibility timeframe of the written expert exam towards the taking of the practical exam is extended from 18 months to 24 months for all written exams set to expire through November 1, 2020.

- <u>Training Credits</u> expiring March 1, 2020 – June 30, 2020 are extended for 3 months. Contact arubatraining@hpe.com with the HPE PO# for your training credits to validate training credit balances and expiration dates.

  NOTE: HPE Learning team sent system generated Email notifications to impacted partners. If you are unsure, to view your certification expiration date, visit the <u>HPE My Learning Portal.</u>

Aruba Partners can access our business continuity webpage <u>here</u> where you will find solutions to solve the challenges many companies are facing today such as remote network access for the workforce.   Aruba's overall COVID-19 response is <u>here</u>, and you may also find the Partner business continuity guides useful via the <u>Partner Ready for Networking portal</u>. To see how Aruba is supporting our customers and the community, watch President and Co-founder Keerti Melkote's webcast <u>here</u>.

If you want to get further engaged in Aruba's community efforts, we have established the Airheads Volunteer Corp.

> To help healthcare organizations get set up quickly, Aruba has created the Airheads Volunteer Corps; an opt-in registry of volunteer network engineers ready to assist in the build out of network infrastructures for medical facilities battling this pandemic and caring for the surge of patients. In creating this registry, Aruba aims to connect those in need of IT skills, with those who have the ability to help. Our hope is that by working together, Aruba and our Airheads community can help those on the front lines dealing with the challenges of this global crisis. If you'd like to help, register today.

We are sensitive to our partners' concerns and are committed to being thoughtful and fair regarding any compliancy decisions. If you have additional questions, please reach out to your Aruba Partner Business Manager or your Aruba Channel Account Manager.

Best Regards,

Donna Grothjan, VP WW Channels

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