



## ARUBA COMPETITIVE WLAN TRADE-IN PROMOTION

Customers receive \$125/AP trade-in discount for competitors access points

For your business to succeed you need to embrace mobility – allowing your employees and customers to be able to work anywhere, on any device. With the explosion of smartphones, tablets, and IoT, the way you design, use and manage your Wi-Fi network has become a critical business requirement.

Aruba 802.11ac wireless access points deliver superb Wi-Fi performance and can be deployed as controller-managed, controller-less (Aruba Instant), or remote access depending on the design, scope and scale of your wireless network. Our newest Wave 2 APs deliver secure, screaming fast 11ac speeds with a HPE Smart Rate multi-gig up-link to boost network performance in high-density environments.

In Gartner's "Magic Quadrant for the Wired and Wireless LAN Access Infrastructure" 2017 report, Aruba was highlighted in the leader's quadrant for completeness of vision and ability to execute – the analyst firm notes "Clients globally should consider HPE Aruba for all wired/WLAN access layer opportunities...".

Now is the time to upgrade your Wi-Fi network and take advantage of this competitive trade-in promotion!

### CUSTOMER OFFER

End user customers can trade-in competitor's access points, and HPE, HP, Aruba access points and get an instant rebate of \$125 on each new qualifying Aruba access point purchased.

### ELIGIBLE PRODUCTS

See eligible sku list

### PROMOTION TIMEFRAME

March 1, 2018 to July 31, 2018

### HOW TO ORDER

1. Complete the Trade-In Request Form and submit it to your preferred Aruba reseller.
2. When approved, Aruba reseller will provide you with a quote which will include the trade-in credit applied to your purchase.
3. Submit your purchase order to the reseller, and include a signed Letter of Intent to Destroy form, agreeing to permanently decommission the old traded-in access points.

### TERMS AND CONDITIONS

- End user customers must submit completed Customer Trade-In-Request Form and Letter of Intent to Destroy along with their purchase order to their authorized HPE/Aruba reseller.
- Instant rebates are provided to end user customers from the authorized reseller at time of invoicing.
- Offer may not be combined with any other HPE Office Connect or Aruba promotions or other special pricing.
- Offer is valid on deals not to exceed a net price off \$250,000.00 per end user transaction.
- Promotion is not valid through HPE Source.
- HPE reserves the right to terminate, alter, or modify these terms and conditions at any time.

## TRADE-IN PROMOTION ELIGIBLE SKU'S

Qualified Competitive APs	Trade-in Details
<ul style="list-style-type: none"> <li>• All existing Cisco Aironet APs</li> <li>• All Meraki MR series APs</li> <li>• All Ruckus R series APs</li> <li>• All Aerohive XX APs</li> <li>• All Ubiquiti Unifi APs</li> <li>• All HPE, HP, Aruba APs</li> </ul>	Customers get \$125 trade-in discount for every old access point when they replace it with an eligible Aruba access point.

## Eligible Aruba Access Points

Part Number	Description
JX935A	Aruba AP-304 Dual 2x2/3x3 802.11ac AP
JX936A	Aruba AP-305 Dual 2x2/3x3 802.11ac AP
JX940A	Aruba IAP-304 (US) Instant 2x/3x 11ac AP
JX946A	Aruba IAP-305 (US) Instant 2x/3x 11ac AP
JW795A	Aruba AP-314 Dual 2x2/4x4 802.11ac AP
JW797A	Aruba AP-315 Dual 2x2/4x4 802.11ac AP
JW807A	Aruba IAP-314 (US) Instant 2x/4x 11ac AP
JW813A	Aruba IAP-315 (US) Instant 2x/4x 11ac AP
JX967A	Aruba AP-365 (US) Outdoor AP
JX974A	Aruba AP-367 (US) Outdoor AP
JW184A	Aruba AP-324 Dual 4x4:4 802.11ac AP
JW186A	Aruba AP-325 Dual 4x4:4 802.11ac AP
JW321A	Aruba IAP-324 (US) Instant 4x4:4 11ac AP
JW327A	Aruba IAP-325 (US) Instant 4x4:4 11ac AP
JZ023A	Aruba AP-344 (US) Unified AP
JZ033A	Aruba AP-345 (US) Unified AP
JZ153A	Aruba AP-318 (US) Indr Hardened 11ac AP
JZ163A	Aruba AP-374 (US) Outdoor 11ac AP
JW799A	Aruba AP-334 Dual 4x4:4 11ac 2.5GbE AP
JW801A	Aruba AP-335 Dual 4x4:4 11ac 2.5GbE AP
JW819A	Aruba IAP-334 (US) Instant 4x4:4 11ac AP
JW825A	Aruba IAP-335 (US) Instant 4x4:4 11ac AP
JZ173A	Aruba AP-375 (US) Outdoor 11ac AP
JZ183A	Aruba AP-377 (US) Outdoor 11ac AP

REQUEST FORM

# COMPETITIVE WLAN TO ARUBA 802.11AC TRADE-IN

## HPE/ARUBA 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 Competitive WLAN to Aruba 802.11ac Trade-in promotion.

On behalf of \_\_\_\_\_ (company or organization name), I hereby certify by my signature below that the equipment traded in are access points in working condition. I understand that the resulting trade-in quote will be contingent upon purchase of new Aruba 802.11ac access points (APs).

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 authorized Aruba reseller 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:	
Reseller Contact Name:	
Business Phone:	Business Email:

### LIST OF TRADE-IN AND REPLACEMENT ACCESS POINTS

Please provide information about the traded-in APs.

Trade-in AP Brand/Model	Trade-in Serial Number	Replacement AP Model

<b>Trade-in AP Count Total</b>	
<b>Replacement AP Count Total</b>	

Submit this form to your authorized Aruba reseller to receive a quote for replacement Aruba 802.11ac APs.

# LETTER OF INTENT TO DESTROY

HPE/ARUBA 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 HPE and Aruba trade-in 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) 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 access points from Aruba, a Hewlett Packard Enterprise Company.

Signature \_\_\_\_\_ Date \_\_\_\_\_  
*(Must be signed by a certified customer representative)*

Name, Title \_\_\_\_\_

TO BE COMPLETED BY AUTHORIZED RESELLER	
Reseller Company Name:	
Reseller Contact Name:	
Business Phone:	Business Email:

Submit this form to your authorized reseller to receive a quote for replacement Aruba 802.11ac APs.



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