



a Hewlett Packard
Enterprise company

HPE Partner Ready Vantage

ARUBA CENTERS OF EXPERTISE

TAKE YOUR EXPERTISE TO NEW HEIGHTS

Traditional offers and selling methods no longer keep up with the demands of your customers. Discover how you can expand your business by partnering with us.

Learn how you can grow your business with HPE Aruba Networking as-a-service solutions. Get a tailored set of training, best practices, go-to-market offers, and tools that help you deliver more value and realize greater earning potential for your business.



Learn what's required to take your business to the next level

Sell Track



As-a-Service

Raise your annual recurring revenue by building and leveraging best practices in subscription selling.

Benefits to you

- Sales and technical training
- Lifecycle incentives
- Development funds eligibility

Service Track



Customer Success

Utilize enhanced digital insights to positively impact the customer journey and gain a better understanding of how to maintain and grow your targeted account base.

Benefits to you

- Customer Success playbooks
- Digital insights to target account expansion
- Aruba Partner Success Manager guidance



Managed Services

Uncover new opportunities—beyond basic managed services—to evolve and grow your businesses by delivering solutions that meet your customers' changing business needs.

Benefits to you

- MSP-specific discounts
- Development funds eligibility
- Customer Success Practice Building Toolkit



Professional Services

Deliver best-in-class, high-quality professional services by collaborating with HPE to succeed in benchmark network design, implementation, and management.

Benefits to you

- Advanced delivery training
- Access to technical library, templates, and community
- Aruba Global Services Advisor guidance

TAKE YOUR AS-A-SERVICE BUSINESS FURTHER THAN EVER

Enroll in HPE Partner Ready Vantage today. Or to learn more, visit the [HPE Partner Ready Portal](#).

Join now

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