



## Aruba Top Value Promo

Resellers can get up to 70% off MSRP on select Aruba & OfficeConnect products!

Small and Midsize businesses have a lot to think about when it comes to their networks. Mobility and cloud-based applications are quickly changing the way SMBs operate and how employees work and engage with customers. 67% of SMBs view mobile solutions and services as critical to their businesses. To help you take advantage of this opportunity, and make business easier for your customers, Aruba, a Hewlett Packard Enterprise Company, offers the Top Value promotion.

For a limited time, resellers receive discounts up to 70% off MSRP on eligible Aruba and HPE OfficeConnect access points, switches, cloud management software, and transceivers.

Use this promotion to help you:

- Seize your share of 2020 SMB IT spending.
- Help your customers' network keep up with the Wi-Fi performance needs of new mobile devices, IoT & applications.
- Offer convenient, cost-effective, basic layer 3 switches up to the highest performance 10Gbps switches so their wired infrastructure fits the needs of their business.



### TIMEFRAME

- Effective June 1, 2020 - July 31, 2020, or while supplies last.

### TERMS AND CONDITIONS

- Discount is available only on Aruba & HPE SKU's listed below.
- Instant discount will be applied by distributor to reseller invoice.
- Resellers must reference the appropriate Aruba Big Deal# on purchase orders to distributors.
- Cannot be combined with HPE Partner Ready for Networking Program pricing, special pricing, deal registration, HPE/Aruba E-Rate discounts, or any other promotional offer from HPE or Aruba.
- This promotion is NOT available through HPE Source.
- HPE and Aruba reserves the right to terminate, alter, or modify these terms and conditions at any time.

### RESELLER OFFER

- Resellers can receive discounts up to 70% Off MSRP (See the eligible product list on page 2 of this document):
- Reference Big Deal ID# 97131529 on purchase orders to your authorized Aruba distributor.

### PARTNER ELIGIBILITY

- All Hewlett Packard Enterprise authorized and non-authorized partners in the United States.

## ELIGIBLE MODELS:

Description	Aruba or OfficeConnect SKU	Estimated Partner Discount Off MSRP	Description	Aruba or OfficeConnect SKU	Estimated Partner Discount Off MSRP
Aruba 2530 Switches	JL070A, J9772A, J9773A, J9774A, J9775A, J9776A, J9777A, J9778A, J9779A, J9780A, J9781A, J9782A, J9783A	51% - 55%	cable accessories & power supplies	JL311A, J9736A, J9806A, J9285D, J9281D, J9283D, JL087A, JL086A, JL085A, JX990A, JW627A; R2X22A	32% - 60%
Aruba 2540 Switches	JL357A, JL356A, JL354A, JL355A	60% - 62%	Modules	JL083A, JL325A, J9731A, J9732A, J9733A, J9734A, J9835A	50% - 70%
Aruba PoE Switch 2930F	JL256A, JL558A, JL253A, JL255A, JL258A, JL254A, JL557A, JL259A, JL260A, JL261A, JL262A,	45% - 67%	Shelf & Rack Mount Kits	J9583A, J9735A, Q9U25A, JX961A, JW045A, JW047A	50% - 60%
Aruba 2930M Switch	JL320A, JL322A	45%	OfficeConnect 1405 & 1420 Switches	JH329A, JH016A, JH019A, JH017A, JH330A, JG708B, JH327A, JH328A, JH018A, JH407A, JH408A,	48% - 60%
Aruba 3810M Switch	JL081A, JL078A	50%	OfficeConnect 1620 Switches	JG914A, JG913A	50% - 65%
Aruba Access Points: AP-303, IAP-305, IAP-315; AP-365, AP-367	JW813A, JX946A, JX967A, JX974A, JZ321A	45% - 50%	OfficeConnect 1820 Switches	J9983A, J9984A, J9979A, J9982A, J9980A, J9981A	54% - 65%
Aruba Instant On Access Points: AP11, AP11D, AP12, AP15, AP17	R2W95A, R3J21A, R2X00A, R3J23A, R2X10A, R3J25A, R2X15A	25% - 39%	OfficeConnect 1850 Switches	JL169A, JL173A, JL171A, JL172A, JL170A	50%
Aruba 1930 Switches	JL680A, JL682A, JL685A, JL681A, JL683A, JL684A, JL686A	24% - 36%	OfficeConnect 1920S Switches	JL380A, JL381A, JL382A, JL383A, JL384A, JL385A, JL386A	60% - 70%
Aruba Central Cloud Mgt	JY927AAE, JY930AAE, JY926AAE, JY925AAE, JY928AAE, JY929AAE	44% - 50%	OfficeConnect 1950 Switches	JG962A, JG963A, JG961A, JG960A, JH295A	52% - 60%
Transceivers	J9054D, JD092B, JD094B, JD119B, JD089B, J9150D, J4858D, J4859D, J8177D, J9151E, J9153D, J9152D	50% - 68%	HPE OfficeConnect Switches	Product Line i5 (if not listed above)	50%