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## ARUBA CENTRAL CLOUD EXPERT (ACCE) PROGRAM

### Turbo Boost Your Margins With Aruba's Cloud-Managed Networking Solutions

Aruba's ACCE Program is an exclusive program to help partners generate cloud-managed networking opportunities and grow their networking business with Aruba.

The program offers rich financial benefits to support strong margin growth and additional incentives for sales reps and SEs to reward them for their efforts. ACCE partners will have access to additional resources to help develop sales and technical expertise and learn about sales positioning and differentiators of Aruba's cloud-managed networking solutions.

#### PROGRAM DETAILS

##### PROGRAM EFFECTIVE DATE:

- November 1, 2020 - April 30, 2021

##### PARTNER ELIGIBILITY:

- Partners authorized under Aruba's Partner Ready for Networking program in the US and Canada.
- Experience selling subscription services with a supporting sales compensation model.

##### PROGRAM REQUIREMENTS:

- Partners must obtain approval from Aruba Channel Sales management.
- Sign and submit ACCE Program Terms and Conditions document.
- Complete Sales and Technical Training.
- Maintain demo equipment kit for customer engagement.

##### PARTNER SALES COMMITMENT:

- Minimum annual revenue commitment required for the program (varies by partner tier).
- ACCE qualified deals consisting of a 1:1 Central cloud-management attach with hardware.

##### PROGRAM BENEFITS:

Approved partners will receive:

- Additional 10% discount on eligible products.
- Incentives for Partner Sales and System Engineers.
  - 100 Engage & Grow points for the Partner Sales Rep and 50 Points for SE's.
  - Minimum \$25,000 deal size for ACCE qualified deals).

##### OFFER TERMS & CONDITIONS:

- Eligible Products / Product Lines:
  - Aruba Central Cloud Management- N6
  - WLAN (excluding controllers)- VL
  - Aruba OS-Switch Access Switches – 35
  - UXI Sensors- PW
- Every deal must have an approved deal registration number to qualify for ACCE.
- ACCE discount can only be applied to \$250k in total customer spend.
- Partner must sell Central licenses to the customer and work with the customer to activate them within 45 days.
- ACCE benefits cannot be combined with any other pricing or promotions.
- ACCE program pricing may not be used for E-Rate Deals.
- HPE and Aruba reserve the right to cancel or alter this offer at any time.
- See all Terms and Conditions for this program in the ACCE Program Terms & Conditions document.

**For more information about the ACCE program, please contact your Aruba Channel Account Manager**