

August 2022

aruba

a Hewlett Packard  
Enterprise company

# Aruba Partner Demo Not for Resale (NFR) FY22 Guide

## Q4FY22 – Update

Valid from 1<sup>st</sup> August 2022 – 31<sup>st</sup> October 2022

CONFIDENTIAL  
AUTHORIZED HPE PARTNER USE ONLY

# What is the pre-approved Partner Demo NFR pricing offered?

Below recommended Discount% refers to Reseller Discounts\* (for Reseller requests) or to Distributor Discounts (for Distributor internal use):

Discount	Product
Ranges 36% - 70%	PL I5 Aruba Instant On specified switch products only (expand to see tables below)
Ranges 32% - 60%	PL 3P Aruba Instant On specified products only (expand to see tables below)
70%	Across the Aruba Networking Portfolio as standard**
70% = Change	Software Licenses = Change

## NOTE:

\*Discounts are recommended Discounts through Distribution; contact your Distributor for actual discounts and pricing.

\*\*Excluding 3P, I5 products and Aruba Services

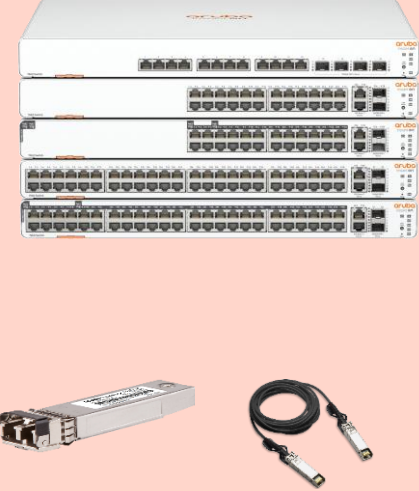


# Applicable Product Lines

Category	Product PL
<b>Switching Enterprise</b>	NT - H3C DCN OEM 34 - FlexNetwork 35 - Aruba Branded Access WB - Campus AOS-CX NV - Brand Agg/Core/DCN I6 - Transceivers, Cables FA - Pensando Partnership
<b>Small Business HW</b>	I5 - Instant on Wired (see table on the next slide for applicable SKUs & related discounts) 3P - Instant on Wireless (see table on the next slide for applicable SKUs & related discounts)
<b>WLAN HW Enterprise</b>	VL - WLAN HW NC - CBRS
<b>Routing – HW</b>	I7 - Routing
<b>Aruba Software</b>	PW - UXI SaaS N-ARR N6 - Cloud Mngt SaaS 6H - UXI SaaS ARR L3 - Aruba Security Products PV - Airwave & On Prem, Non SaaS
<b>Services</b>	There is no special offering in place for Aruba Services (only Contractual Discount can be offered).




# ADVANCED solution – 3P & I5 eligible products and discounts

DEMO	Products	Positioning	Save up to
	JL805A – Aruba IOn <b>1960</b> 12XT 4XF Switch	<p><b>Advanced SMB switching with Hybrid Stacking</b></p>	<p>40% – 70%</p>
	JL806A – Aruba IOn <b>1960</b> 24G 2XT 2XF Switch		
	JL807A – Aruba IOn <b>1960</b> 24G 2XT 2XF 370W Switch		
	JL808A – Aruba IOn <b>1960</b> 48G 2XT 2XF Switch		
	JL809A – Aruba IOn <b>1960</b> 48G 2XT 2XF 600W Switch		
	R9D16A – Aruba IOn 1G <b>SFP</b> LC SX 500m MMF XCVR		
	R9D18A – Aruba IOn 10G <b>SFP+</b> LC SR 300m MMF XCVR		
	R9D19A – Aruba IOn 10G SFP+ to SFP+ 1m <b>DAC</b> Cable		
	R9D20A – Aruba IOn 10G SFP+ to SFP+ 3m <b>DAC</b> Cable		




# PREMIUM solution – 3P & I5 eligible products and discounts

DEMO	Products	Positioning	Save up to
  	JL684A – Aruba IOn <b>1930</b> 24G 4SFP+ 370W Switch	<p style="text-align: center;"><b>Aruba Instant On</b> with <b>Small Business</b> <b>Wireless</b></p> 	<p>40% – 60%</p>
	R9B28A – Instant On <b>AP25</b> (RW) 4x4 Wi-Fi 6 AP		
	R9B28A – Instant On <b>AP25</b> (RW) 4x4 Wi-Fi 6 AP		
	R9B30A – Instant On <b>AP25</b> (EG) 4x4 Wi-Fi 6 AP		
	R9B31A – Instant On <b>AP25</b> (IL) 4x4 Wi-Fi 6 AP		
	R9B33A – Instant On <b>AP25</b> (EU) Bundle		
	R9B34A – Instant On <b>AP25</b> (WW) Bundle		
	R9B36A – Instant On <b>AP25</b> Flush Mount Sleeve		
	R9M77A – Aruba Instant On 802.3at <b>POE Injector</b>		
	R4W02A – Instant On <b>AP22</b> (RW) Access Point		
	R4W04A – Instant On <b>AP22</b> (EG) Access Point		
	R4W05A – Instant On <b>AP22</b> (IL) Access Point		
	R6M50A – Instant On <b>AP22</b> with 12V PSU EU Bundle		
	R6M51A – Instant On <b>AP22</b> with 12V PSU WW Bundle		
	R6R78A – Instant On <b>AP22</b> with 12V PSU Bundle (IL)		
	R6R79A – Instant On <b>AP22</b> with 12V PSU Bundle (EG)		
R6R90A – Instant On <b>AP22</b> Flush Mount Sleeve			



# ALTERNATIVE solution – 3P & I5 eligible products and discounts

DEMO	Products	Positioning	Save up to
	JL811A – Aruba IOn <b>1830</b> 8G 65W Switch	<p><b>Aruba Instant On</b> with Small Business <b>Wireless</b> Wi-Fi 5</p>	<p>32% – 50%</p>
	JL813A – Aruba IOn <b>1830</b> 24G 2SFP 195W Switch		
	R2X06A – Instant On <b>AP15</b> (RW) Access Point		
	R2X07A – Instant On <b>AP15</b> (EG) Access Point		
	R2X08A – Instant On <b>AP15</b> (IL) Access Point		
	R2X11A – Instant On <b>AP17</b> (RW) Access Point		
	R2X12A – Instant On <b>AP17</b> (EG) Access Point		
	R2X13A – Instant On <b>AP17</b> (IL) Access Point		
	R2X16A – Instant On <b>AP11D</b> (RW) Access Point		
	R2X17A – Instant On <b>AP11D</b> (EG) Access Point		
	R2X18A – Instant On <b>AP11D</b> (IL) Access Point		
	R3J26A – Instant On <b>AP11D</b> (EU) Bundle		
	R6K64A – Instant On <b>AP11D</b> PSU BDL WWBase		
	R8W31A – Instant On 802.af <b>POE Midspan</b>		



# Aruba Partner Demo NFR – Description

Eligible for Partner Demo NFR pricing are:

Platinum, Gold & Silver Aruba  
Networking Specialists

Business Partners

Aruba Distributors (for their own  
internal use)

## Other Terms and Conditions (T&Cs):

- Validity date from 1<sup>st</sup> August 2022 until 31<sup>st</sup> October 2022, being HPE Q4FY22
- Not for resale within 12 months from date of purchase;
- Cannot be funded with MDF;
- Excluded from any compensation schemes;
- Aruba products with Partner Demo NFR conditions are capped to 5 x switches, 5 x access points, 5 x software licenses with options/accessories limited to the technical configuration of the deal, per partner;
- Not for commercial use, partners own internal network or for managed services infrastructure purposes (should only be used for demo/training/lab purposes);
- We reserve the right to recover any discounts claimed that do not follow the published T&Cs;
- Failure to comply with these T&Cs may result in HPE excluding Partners from the Partner Demo NFR program and may result in HPE claiming costs to recoup discounts that had been applied.





In case of any questions, please reach out to your distributor contacts.