



a Hewlett Packard  
Enterprise company

## Secure your datacenter with the 4th evolution of Data Center Switching.

Buy a pair of the Aruba CX 10000 switches and  
receive the Aruba Base Services for CX 10000  
E-LTU perpetual license at 99% discount.



Designed with the next generation of data centres in mind, the Aruba CX 10000 Switch Series delivers a flexible and innovative approach to address the security compliance, performance, agility, and scalability demands of the highly distributed, hybrid, multi-cloud application era.

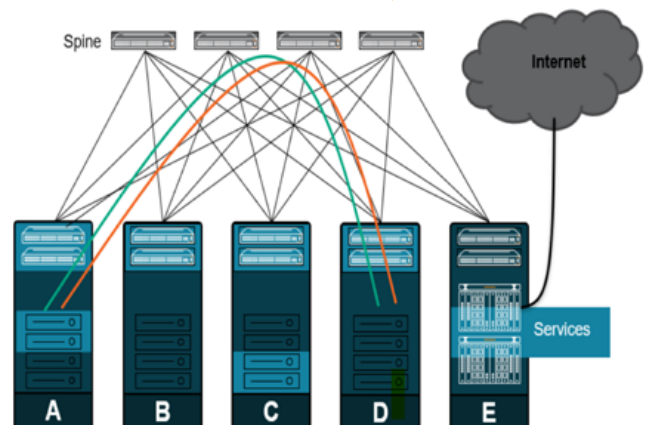
In conjunction with Pensando, Aruba has defined a new market category of data center switches. The Aruba CX 10000 Series Switch with Pensando combines best-of-breed Aruba CX data center L2/3 switches with the industry's first hardware-accelerated programmable processor (Pensando P4). This allows the Aruba CX 10000 Series Switch to deliver stateful software-defined services including stateful firewall inline, at scale, with wire-rate performance and orders of magnitude scale and performance improvements over traditional L2/3 switches at a fraction of their TCO..

### Customer benefits

- ✓ **Embedded security** in the fabric of the network.
- ✓ **Simplify network designs**, removing the need for using VLAN/Subnet segregation.
- ✓ **Zero Trust**, is a journey that the Aruba CX 10000 can support you on, embracing micro segmentation within your data center network.
- ✓ **Telemetry** is key to understanding the existing communication of the data center, the Aruba CX 10000 can provide and help map this data towards a policy.

### Distributed intelligence

- ✓ Software defined services
- ✓ High performance at scale
- ✓ L2/L3 and L4 mode
- ✓ Centralized management
- ✓ Stateful services
- ✓ New capabilities



### Offer and eligibility

- ✓ The offer is 99% discount on the purchase of the Aruba Base Services license with every pair of Aruba CX 10000 ordered before Oct 28th 2022.
- ✓ A pair of Aruba CX 10000 switches + Rack Mount kits, Aruba Base Services license and support must be ordered for the discount to apply on the Aruba Base Services license. As shown in the table on the next page.

Terms & Conditions apply, please see following page for details.

To avail of this offer, please engage with your local Aruba Distributor or Aruba Sales Representative,  
or follow the I.Q. 2.0 quoting steps below.

## Sales Enablement for partners

You can find on the [Arubapedia for Partners](#).



Training



Sales Presentations;  
comes with speaker notes



Demo



Collaterals

## Eligible products

Bill of Materials (Back to Front): BtoF Bundle offer #1			
Line #	Part Number	Description	Qauantity
1.0	R8P14A	Aruba CX 10000-48Y6C BF 6F 2PS Bundle	2
1.1	R8P14A ABB	INCLUDED: Power Cord - Europe localization	2
1.2	H60V3E	Aruba 1Y FC NBD OS CX 10000-48Y6C SVC [for R8P14A]	2
1.3	R8R56A	Aruba CX 10000 1U 4-post Rack Mount Kit	2
1.4	R9H25AAE	Aruba Base Services for CX 10000 E-LTU (Stateful Firewall/Zero Trust Segmentation/Telemetry/DDoS protection)	2
1.5	H61F1E	Aruba 1Y FC SW CX 10000 Base E-LTU SVC [for R9H25AAE]	2
2.0	R7G99AAE (*)	Aruba Fabric Composer DMS Tier 4 Switch 1yr Sub E-STU	2

(\*) The Aruba Fabric Composer DMS Tier 4 Switch 1yr Sub E-STU is **optional but recommended**.

Bill of Materials (Front to Back): FtoB Bundle offer #2			
Line #	Part Number	Description	Qauantity
1.0	R8P13A	Aruba CX 10000-48Y6C FB 6F 2PS Bundle	2
1.1	R8P14A ABB	INCLUDED: Power Cord - Europe localization	2
1.2	H60V3E	Aruba 1Y FC NBD OS CX 10000-48Y6C SVC [for R8P14A]	2
1.3	R8R56A	Aruba CX 10000 1U 4-post Rack Mount Kit	2
1.4	R9H25AAE	Aruba Base Services for CX 10000 E-LTU (Stateful Firewall/Zero Trust Segmentation/Telemetry/DDoS protection)	2
1.5	H61F1E	Aruba 1Y FC SW CX 10000 Base E-LTU SVC [for R9H25AAE]	2
2.0	R7G99AAE (*)	Aruba Fabric Composer DMS Tier 4 Switch 1yr Sub E-STU	2

(\*) The Aruba Fabric Composer DMS Tier 4 Switch 1yr Sub E-STU is **optional but recommended**.

## TERMS AND CONDITIONS

Only authorized HPE/Aruba Business Partners and Aruba Partner Ready for Networking Medallion Partners are eligible for this offer.

This offer is available in Europe, Middle East and Africa only, terms may vary by country.

The offer is valid through October 28th 2022.

Aruba & HPE reserve the right to terminate, alter, or modify these terms at any time.

Offer cannot be combined with any other promotional offer.

This is an end-user customer ONLY specific promotion.

The Aruba Base Services for CX 10000 E-LTU Licenses must be quoted, bought and delivered at the same time.

The promotion is applicable for a pair of Aruba CX 10000 switches under the specified Bill of Materials above ONLY.

Please work with your Distributor or Aruba Sales Representative for pricing requests.

## Quoting process steps

### Please contact your Aruba Sales Rep for quoting support

An NGQ quote will be needed in order to request this promotional offer.



1. Enter your bill of materials as above.



2. Please ensure to put **EMEA\_C10K\_PROMO\_Q4 FY22** in the business case. It will ensure the pricing teams will be able to review your discount request efficiently.



3. Your local Aruba sales representative will have promotional discounts guidelines. If not, ask them to contact **Aruba\_EMEA\_DCN\_Sales@hpe.com**



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