

# Q4 Promotions Call Guide



Hi, I'm <name> from <partner name>.

I'm sure that you have heard of Aruba. They have a small business networking solution called Aruba Instant On.

I wanted to give you a quick call to let you know of the great offers on Aruba Instant On for limited time only.

For volume deals, you can save up to 7% with a bundle package in **Aruba SMB Flex Offers**.

*Chat to your customer about their type of business and requirements and see how Aruba Instant On Wi-Fi Everywhere promotion can help. Use the [Aruba Instant On Product Finder](#) to help you select the right solution.*

*Check out more detailed information on each promotion on the next page if the customer is interested in a specific promotion.*



## Don't forget to mention the Aruba app

The Aruba Instant On mobile app lets customers set up Wi-Fi in a few clicks—no tech experience needed. Business users can monitor and manage their network from their phone.



## Current promotional offers

### Aruba SMB Flex Offers

Up to 5% additional discount (5 bundle SKUs) and 7% additional on (20 bundle SKUs) for specified Aruba Instant On access points and switches.

