



EARN CASH! SELL ARUBA & HPE NETWORK SOLUTIONS

Q118 Switching SPIFs			Q118 WLAN and Controller SPIFs		
Product SKU	Product Description	Points	Product SKU	Product Description	Points
JL253A	Aruba 2930F 24G 4SFP+ Swch	45	JW825A	Aruba IAP-335 (US) Instant 4x4:4 11ac AP	30*
JL254A	Aruba 2930F 48G 4SFP+ Swch	45	JX946A	Aruba IAP-305 (US) Instant 2x/3x 11ac AP	25*
JL255A	Aruba 2930F 24G PoE+ 4SFP+ Swch	45	JW813A	Aruba IAP-315 (US) Instant 2x/4x 11ac AP	25*
JL256A	Aruba 2930F 48G PoE+ 4SFP+ Swch	45	JX955A	Aruba IAP-207 (US) Instant 2x2:2 11ac AP	20*
JL320A	Aruba 2930M 24G PoE+ with 1-slot Switch	45	JX928A	Aruba 7008 (US) 16 AP Branch Cntrlr	25**
JL322A	Aruba 2930M 48G PoE+ 1-slot Switch	45	JW683A	Aruba 7024 (US) 32 AP Branch Cntrlr	50**
JL071A	Aruba 3810M 24G 1-slot Swch	75	JW736A	Aruba 7205 (US) Controller	75**
JL073A	Aruba 3810M 24G PoE+ 1-slot Swch	75	JW744A	Aruba 7210 (US) Controller	150**
JL072A	Aruba 3810M 48G 1-slot Swch	75	JY902AAE	Aruba MC-VA-50 (US) Cntrlr 50 AP E-LTU	50**
JL074A	Aruba 3810M 48G PoE+ 1-slot Swch	75	JY903AAE	Aruba MC-VA-250 (US) Cntrlr 250 AP E-LTU	150**
J9772A	Aruba 2530-48G-PoE+ Switch	25	Q118 OfficeConnect SPIFs		
J9773A	Aruba 2530-24G-PoE+ Switch	25	Product SKU	Product Description	Points
J9774A	Aruba 2530-8G-PoE+ Switch	20	JL380A	HPE 1920S 8G Switch	20
JL356A	Aruba 2540 24G PoE+ 4SFP+ Switch	35	JL381A	HPE 1920S 24G 2SFP Switch	20
JL357A	Aruba 2540 48G PoE+ 4SFP+ Switch	35	JL382A	HPE 1920S 48G 4SFP Switch	20
Q118 Central SPIFs			JL383A	HPE 1920S 8G PPoE+ 65W Switch	20
Product SKU	Product Description	Points	JL384A	HPE 1920S 24G 2SFP PPoE+ 185W Swch	20
JW450AAE	Aruba Central 1 IAP 1yr Sub E-STU	5	JL385A	HPE 1920S 24G 2SFP PoE+ 370W Swch	20
JW451AAE	Aruba Central 1 IAP 3yr Sub E-STU	10	JL386A	HPE 1920S 48G 4SFP PPoE+ 370W Swch	20
JW452AAE	Aruba Central 1 IAP 5yr Sub E-STU	20	JZ073A	HPE OC20 802.11ac (US) Access Point	15

*200 unit claim cap per invoice; **5 unit claim cap per invoice

NEW CUSTOMER LOGO SPIFF- UP TO 11,000 POINTS!

- New Logo's Expand the HPE footprint in your current customer account and earn 5,000 points for a new Storage (Nimble & 3PAR) customer, 3,000 for a new DCN customer, or 1,000 for new Server, Services or Aruba customer.
- Just One is Okay! Apply for just a storage (Nimble & 3PAR), networking or server deal and secure an incentive
- Apply through Engage & Grow
- \$25,000 @ end-user invoice (or \$125K for all 5 on one PO):
 - Minimum HPE sale amount for each product group on the PO.
- 18 Month: Look-Back Period for Customer Purchases
- 1/31/18: Deal Must Ship

FEATURED PROMOTION: HPE OFFICECONNECT GO WIRELESS + WIRED PROMOTION

- Designed for resellers that focus on SMB. Resellers get up to 50% off MSRP on Access Points and Switches
- Effective 11/1/17 – 10/31/18
- Cannot be combined with deal registration, Partner Ready for Networking Program discounts, or any other offers.
- 4 NEW BIG DEAL ID's:
 - 95316333 – Proximity/Business Partners, up to 47% off MSRP
 - 95316601 – Silver Partners, up to 48% off MSRP
 - 95316330 – Gold Partners, up to 49% off MSRP
 - 95316605 - Platinum / NSP Partners, up to 50% off MSRP

To enroll and submit Aruba SPIF claims, go to www.hpeengageandgrow.com