2H’FY20 아루바 채널 정책 및 공지

Aruba Reseller Manager | 손여정 과장
APJ Korea Channel, Sep 23 2020

Aruba Partner Day Webinar

aruba a Hewlett Packard Enterprise company | 신세계 아이앤씨

Agenda

1. Q4 파트너쉽 업데이트
2. APJ Partner 행사 리뷰
3. 9월 파트너 업데이트 사항
4. FY20 하반기 파트너 프로그램
5. 시험 및 온라인 트레이닝
6. FY20 영업 및 기술 자격증
7. EMR/NFR 데모장비 활용
8. Q4 파트너 보너스 프로그램
9. Engage & Grow – 인센티브 플랫폼
10. Aruba Partner Community

1. FY20 Q4 Korea Channel Partnership

총판:

- **동국시스템즈 (DKUNC)**
- **인성정보**
- **신세계 I&C**

#	Partner Id	Partner English Name	FY20 Q4 파트너 멤버쉽
1	2-60YZGX	LAN Oasis	PR for Ntwkg Plat Campus Mobility Specialist
2	2-LW2455	WITHX IT Co., Ltd.	PR for Ntwkg Plat Campus Mobility Specialist
3	2-7EV8-4007	FEELANET CO., LTD.	PR for Ntwkg Plat Campus Mobility Specialist
4	2-E9XLX1	Eden T & S Inc.	PR for Ntwkg Plat Campus Mobility Specialist
5	2-AU32F2	Uber Systems Co., Ltd.	PR for Ntwkg Plat Campus Mobility Specialist
6	2-7EV7-7579	BASE KOREA IC	PR for Ntwkg Gold Campus Mobility Specialist
7	2-D256WO	netKTI Co.Ltd.	PR for Ntwkg Gold Campus Mobility Specialist
8	2-W8MJRC	OPASNET	PR for Ntwkg Gold Campus Mobility Specialist
9	2-7EUW-18	Comtec System Co., Ltd.	PR for Ntwkg Gold Campus Mobility Specialist
10	2-1EWC5JN	Sejong ITL	PR for Ntwkg Gold Campus Mobility Specialist
11	2-7EUW-443	S NET SYSTEM INC	PR for Ntwkg Gold Campus Mobility Specialist
12	2-1AM0UM1	BAnT	PR for Ntwkg Gold Campus Mobility Specialist
13	2-7EUW-1575	DONGDEUK C&C CO. Ltd	PR for Ntwkg Gold Campus Mobility Specialist
14	2-E9U91N	ASYS Co., Ltd.	PR for Ntwkg Silv Campus Mobility Specialist
15	2-14NWEPI	NETSOULTECH.CO.LTD.	PR for Ntwkg Silv Campus Mobility Specialist
16	2-QX66O2	Ability Systems Co., Ltd.	PR for Ntwkg Silv Campus Mobility Specialist
17	2-7EUW-3222	AimToG Co.,Ltd	PR for Ntwkg Silv Campus Mobility Specialist
18	2-3I6O2I	aceNetpia	PR for Ntwkg Silv Campus Mobility Specialist
19	2-7EV7-7994	Anacom Corperation Co., Ltd	PR for Ntwkg Silv Campus Mobility Specialist
20	2-7EVC-5418	ITLOGIN	PR for Ntwkg Silv Campus Mobility Specialist
21	2-IQL0Q2	Tivoli C&C	PR for Ntwkg Silv Campus Mobility Specialist
22	2-7EVB-9166	Apple si Co.,Ltd	PR for Ntwkg Silv Campus Mobility Specialist
23	2-7EUW-1919	KOREA INFO TECHNOLOGIES TELESIS	PR for Ntwkg Silv Campus Mobility Specialist
24	2-TQ6IG9	Innopia Technologies, Inc	PR for Ntwkg Silv Campus Mobility Specialist
25	2-7EV8-3013	FORE LINK	PR for Ntwkg Silv Campus Mobility Specialist
26	2-FIIQ0D	UGENT	PR for Ntwkg Silv Campus Switching Specialist
27	2-7EV7-7444	Network Leader. Co., Ltd	PR for Ntwkg Silv Campus Switching Specialist
28	2-7EV8-9974	RIVER NETWORK CO., LTD.	PR for Ntwkg Silv Campus Switching Specialist
29	2-YV0X-4	Connect Information Co.,Ltd.	PR for Ntwkg Silv Campus Switching Specialist
30	2-1MXBHOD	WANTSNET	PR for Ntwkg Silv Campus Switching Specialist
31	2-7EUW-2936	SG Co., LTD.	PR for Ntwkg Silv Wireless LAN Specialist
32	2-1NVZ5JI	DaolTS Co.,Ltd	PR for Ntwkg Silv Wireless LAN Specialist

2. Aruba APJ Partner 행사 (9/3, 9/10)

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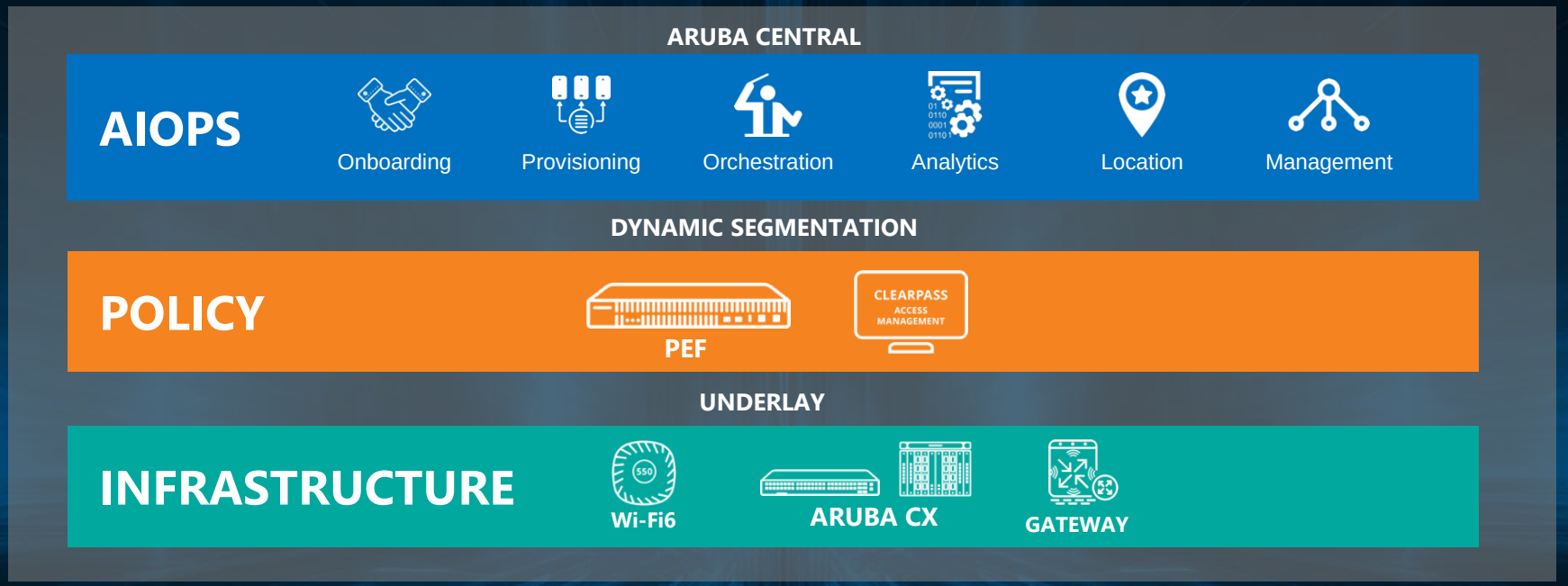
ARUBA ESP
AI-POWERED EDGE SERVICES PLATFORM

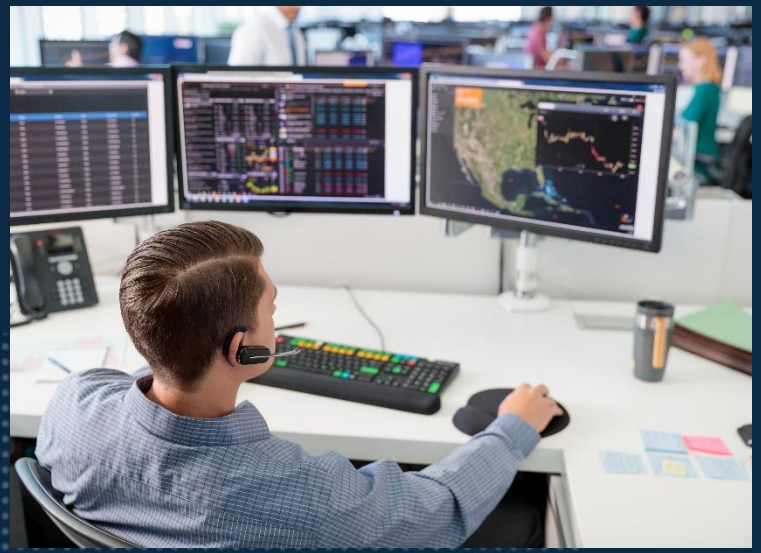
REMOTE | BRANCH OFFICE | CAMPUS | DATA CENTER



Purpose-built for the Edge with Cloud-like Experience

BRINGING THE CLOUD EXPERIENCE TO THE EDGE

ARUBA ESP AS A SERVICE OPTIONS



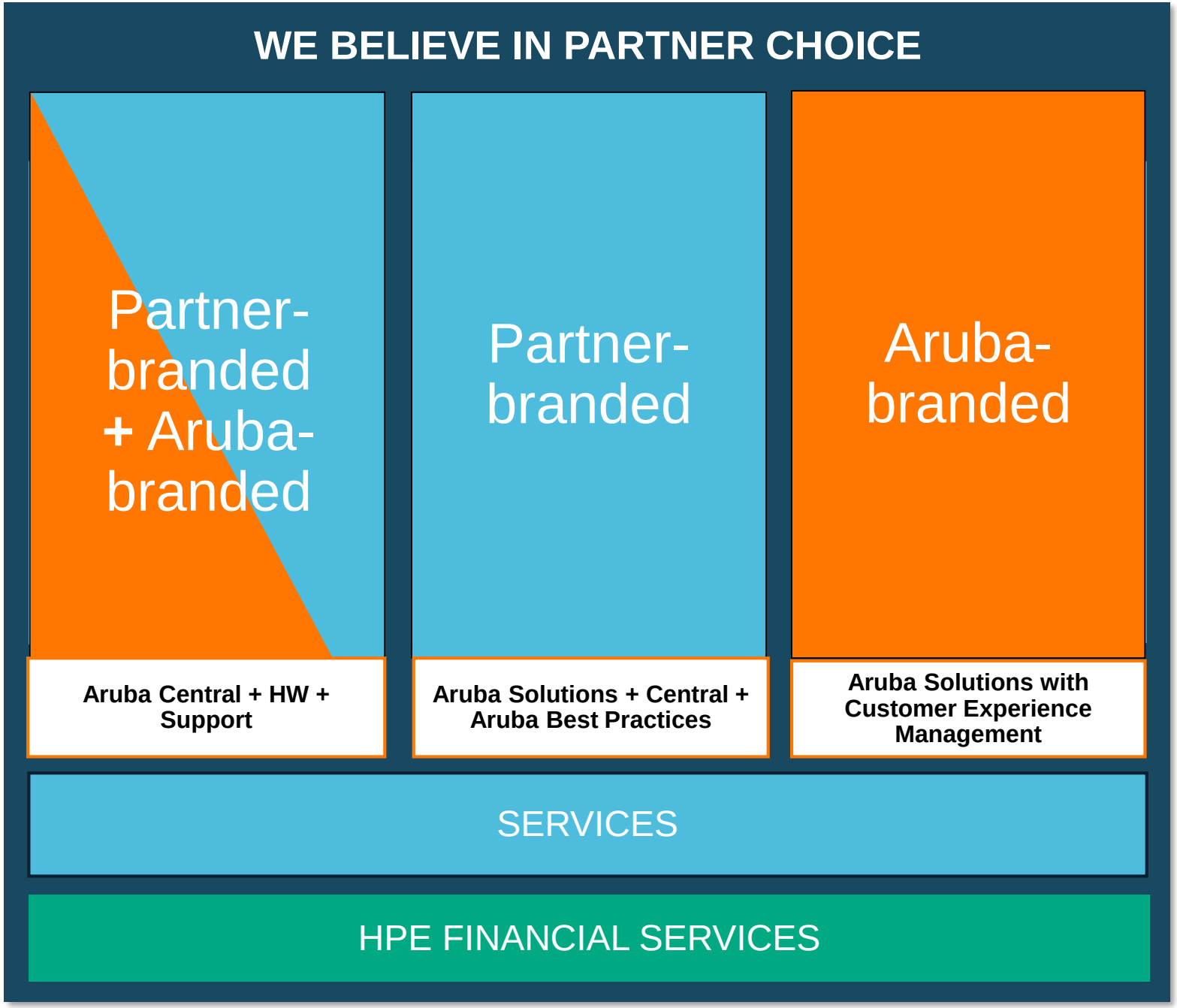
ARUBA CLOUD-NATIVE SaaS
Cloud or On-premises

MANAGED SERVICE PROVIDER

ARUBA MANAGED CONNECTIVITY SERVICES
NaaS

HPE FINANCIAL SERVICES
Flexible Financing Options

We have the best, most flexible, NaaS options



We have the best, most flexible, NaaS options

WE BELIEVE IN PARTNER CHOICE

Partner-branded + Aruba-branded	Partner-branded	Aruba-branded
Solution Provider	*MSP*	*Solution Provider or MSP*
You resell Central, provide services, relationship management We provide Central, Support	You use your own brand, NOC and services and relationship management We provide Central, Solutions, Best Practices	You provide services, relationship management We provide NOC, Intelligent Ops Services, Solutions, Best Practices
Customer gathers and takes actions on insights from Central	**You gather and take actions on insights from Central**	**Aruba gathers and takes actions on insights from Central**
Aruba Central + HW + Support	**Aruba Solutions + Central + Aruba Best Practices**	**Aruba Solutions with Customer Experience Management**

In *EVERY* Opportunity, YOU Can Provide Professional Services for NaaS:
Design, Install/Configure, Migration, and Change Management

HPE FINANCIAL SERVICES
Flexible Financing Options

We have the best, most flexible, NaaS options

WE BELIEVE IN PARTNER CHOICE

Partner-branded + Aruba-branded	Partner-branded	Aruba-branded
Solution Provider	*MSP*	*Solution Provider or MSP*
You res… pro… rela…gement W…de Central, Support	You use yo… NOC a… rela…gement W…de Central, Solutio…s, Best Practices	You pr…es, relati…ement W…de NOC, Intelligent Ops Services, Solutions, Best Practices
Customer gathers and takes actions on insights from Central	**You gather and take actions on insights from Central**	**Aruba gathers and takes actions on insights from Central**
Aruba Central + HW + Support	**Aruba Solutions + Central + Aruba Best Practices**	**Aruba Solutions with Customer Experience Management**

Partner Ready for Networking

Partner Ready for MSP

Greenlake for Aruba

In *EVERY* Opportunity, YOU Can Provide Professional Services for NaaS:
Design, Install/Configure, Migration, and Change Management

HPE FINANCIAL SERVICES
Flexible Financing Options

Greenlake for Aruba (GL4A)?

GreenLake for Aruba

- Self monitor
- Pay per month
- Scale up
- Managed for you

Steps in the Sales Process

When Your Partner Lands A GL4A Opportunity

Step 1 - Respond

Respond to customer's interest in GreenLake model:

- Customer has an Aruba refresh or new network purchase in the next 6 months
- Customer wants a subscription/monthly payment over 3/4/5 years
- Customer is interested in evergreen equipment refresh
- Customer wants more information on managed services to alleviate IT staff burden

Provide the customer with collateral from HPE GreenLake for Aruba

Reach out to Aruba Global Services to qualify the account and to discuss next steps

Send your email to:
HPE ASK G4A <ask-g4a@hpe.com>

Step 2 - Quote

Work with Aruba sales and construct the quote:

- Design the network, subject to Aruba Global Services design review
- Provide the BOM to Aruba Global Services
- Receive the quote for the monthly subscription (complete with SOW & all legal documents)
- Obtain customer acceptance of the quote
- Partner PS is separately quoted and accepted

Step 3 - Deliver

Partner delivers the network (install/deploy)

Customer accepts the delivery

Aruba Global Services onboards the customer to our services:

- Customer Success Manager assigned
- NOC/MOA managed services delivery begins (if included)

Aruba begins monthly invoicing

*** 해당 모델로 진행시, Back Rebate: 총판 3% 리셀러 11%**

3. 9월 업데이트

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2H'FY20 PRfN Reseller Program 변동사항

1) Membership Revenue Threshold Requirement 에 서비스 금액 포함

– NOTE: 서비스 부분에 대한 리베이트는 없음; 서비스금액을 포함하지만 전체 Revenue Threshold 를 올리지 않음

– Services PLs:

VR	Aruba WLAN Services
L4	Aruba Security Services
L5	Aruba Cloud & Network Mngt Services
L6	Aruba High Touch Services
L7	Aruba DataCenter Switching Services
3W	Aruba Networking as a Service
LS	Aruba Campus Switching Services

2) Central Competency (Go live: 1st May 2020) – Additional 10% Rebate (영업 및 엔지니어 교육 이수시)

JY926AAE	Aruba Central Device Management 1 Token 1y Sub E-STU
JY925AAE	Aruba Central Device Management 1 Token 3y Sub E-STU
JY927AAE	Aruba Central Device Management 1 Token 5y Sub E-STU
JY928AAE	Aruba Central Cloud Services 1 Token 1 Year Subscription E-STU
JY929AAE	Aruba Central Cloud Services 1 Token 3 Year Subscription E-STU
JY930AAE	Aruba Central Cloud Services 1 Token 5 Year Subscription E-STU

2H’FY20 PRfN Reseller Program 변동사항

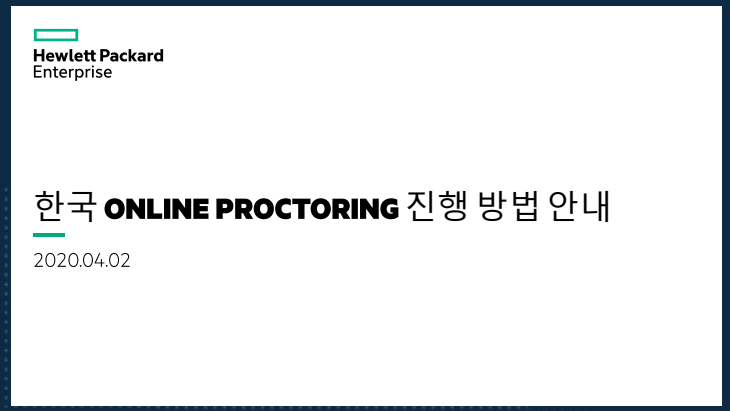
3) 자격증 만료일 **연장**

COVID 19 상황으로 인하여, 2020년 5월 1일부로 만료되는 자격증 5개월 추가 연장

그리하여, 2020년 10월 1일 이전까지 갱신필요

4) 시험장 방역으로 인한 시험 일정 축소로, 기존 시험센터에서 보던 **시험을 집에서 보실 수 있음**

웹캠과 오디오를 통해서 시험감독관이 시험 응시자를 원격감독함 (규정 및 가이드 준수 필요)



2H'FY20 PRfN Reseller Program 변동사항

5) FY21 실적기준 유예

COVID19 Pandemic -

영업/기술자격증이 충족된 경우, 실적 기준을 못맞추더라도 FY21 에 FY20 Partnership Level 유지

6) COVID-19 사태로 인해 Aruba Certified Expert Level Exam을

기존 Off-Line 감독관 주관 시험에서 Remote Virtual 시험으로 개설

Written 통과하신 분들은 알려주시면 가이드드리도록 하겠습니다. (Teams 참고)

- **사전조건: ACMX/ACCX/ACDX Written Exam을 취득**
- **ACMX/ACCX 월수금 응시, ACDX 월목 응시**

7) Aruba Support Portal (ASP) 관련 문의

ASP 사이트 계정 및 라이센스 다운로드/이관 등에 요청사항 있을경우,

Aruba Support Portal Access asp-access@hpe.com 로 메일 접수 (영문작성)

4. FY20 하반기 파트너 프로그램 업데이트

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2H'FY20 PRfN Reseller Program Framework

Networking Specializations ➢ 파트너쉽 별 리베이트 차등

Technical Competencies ➢ 파트너쉽 상관없이 Back rebate Plus 10%

Membership Requirements

Back rebate 6%

Back rebate 4%

Back rebate 2%

Back rebate 0%

Networking

Wireless LAN **AND** Switching (Campus / DCN)

Wireless LAN **OR** Switching (Campus / DCN)

New

- Location Services Solution
- SD-Branch
- ClearPass Policy Management
- Central

AND

- 세일즈 매출액 (제품 + **서비스**)
- 영업자격증
- 기술자격증

New

Note:
Minimum revenue threshold and number of individuals required at Silver, Gold & Platinum

Requirements and benefits vary by membership status and by region / country

HPE Aruba Business Partner

Core Campus Networking Skills

Software Layer

FY20 Partner Ready for Networking Program

		연간매출	영업자격증	기술자격증
Platinum	**Wireless LAN AND Switching**	US$1.5M	4	1 ACMX/DX/SX + 2 ACMP + 2 ACSP + 1 ACDP/ACSP 6 total certs / 4 people
Gold	**Wireless LAN AND Switching**	US$600K	3	2 ACMP + 1 ACSP + 1 ACDP/ACSP 4 total certs / 3 people
Silver	**Wireless LAN AND/OR Switching**	US$150K	2	1 ACMP or 1 ACSA or ACDA 1 cert, 1 person

- ***Sales certification*** *– only 2019 Aruba Sales Certification is recognized*
- ***Technical certification*** *– all Aruba tech certs – Associate, Professional and Expert – will have 3 year expiration and individuals need to recertify.*
- ***DCN Tech certification*** *– honor DCN tech certs till 31st Oct 2020 (ASE = ACSA; MASE = ACSP). Partners are encouraged to acquire Aruba Switching certifications.*
- *Check out the latest versions of Aruba certification and pre-requisites https://certification-learning.hpe.com/tr/certifications*

Predictable Rebate Structure
For Korea

Aruba Membership	Product Categories	Eligible Aruba Product Lines	Korea
Platinum	Wireless and Software	VL, N6, PV, L3, VN, VM, PW	6%
	Aruba Switching	35, NV, 6H	
	Legacy Switching	*I6, NT, 1U, FA, NC, 34, I7*	*4%*
Gold	Wireless and Software	VL, N6, PV, L3, VN, VM, PW	4%
	Aruba Switching	35, NV, 6H	
	Legacy Switching	*I6, NT, 1U, FA, NC, 34, I7*	*3%*
Silver	Wireless and Software	VL, N6, PV, L3, VN, VM, PW	2%
	Aruba Switching	35, NV, 6H	
	Legacy Switching	I6, NT, 1U, FA, NC, 34, I7	2%

- M15R, M04, M72B, M72G, M79, M79BR are included in performance but excluded from rebate

Predictable Rebate Structure

Illustration 1

Membership	Scenarios	Rebate amount
Platinum	AP/Controller + Airwave = $150,000 Aruba Switch = $100,000 Total Sell-Through = $250,000	**$15,000** ($250,000 x 6%)
	AP/Controller + Central = $150,000 Legacy Switching = $100,000 Total Sell-Through = $250,000	**$13,000** ($150,000 x 6%) + ($100,000 x 4%)
	AP/Controller + SD-Branch = $150,000 Aruba Switch = $100,000 Legacy Switch = **$50,000** Total Sell-Through = $300,000	**$17,000** ($250,000 x 6%) + **($50,000 x 4%)**

Note:

- Aruba PL – 35, NV, 6H, VL, N6, PV, L3, VN, VM, PW
- Legacy Switching PL – I6, NT, 1U, FA, NC, 34, I7
- PL I5 and 3P are excluded from rebate computation
- Rebates on Competency are paid on the specific Product SKUs associated to the competencies
- M15R, M04, M72B, M72G, M79, M79BR are included in performance but excluded from rebate

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Predictable Rebate Structure

Illustration 2

Membership	Scenarios	A. Reseller has NO Solution Competency, they earn rebate amount	B. Reseller has ClearPass Competency, they earn rebate amount	C. Reseller has both SD-Branch & ClearPass Competencies, they earn rebate amount
Platinum	AP/Controller/Aruba Switch/Central = $150,000 ClearPass = $50,000 Total Sell-Through = $200,000	**$12,000** ($200,000 x 6%)	**$17,000** ($200,000 x 6%) + ($50,000 x 10%)	**$17,000** ($200,000 x 6%) + ($50,000 x 10%)
	AP/Controller/Aruba Switch/Airwave = $150,000 SD-Branch = $50,000 Total Sell-Through = $200,000	**$12,000** ($200,000 x 6%)	**$12,000** ($200,000 x 6%)	**$17,000** ($200,000 x 6%) + ($50,000 x 10%)
	AP/Controller/Aruba Switch/Airwave = $150,000 ClearPass = $50,000 SD-Branch = $100,000 **Total Sell-Through = $300,000**	**$18,000** ($300,000 x 6%)	**$23,000** ($300,000 x 6%) + ($50,000 x 10%)	**$33,000** ($300,000 x 6%) + ($50,000 x 10%) + ($100,000 x 10%)

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Note:

- Rebates on Competency are paid on the specific Product SKUs associated to the competencies
- M15R, M04, M72B, M72G, M79, M79BR are included in performance but excluded from rebate

5. 시험 및 온라인 트레이닝

Creating Account in Partner Portal

1) 아루바 파트너 포탈:
Partner Ready for Networking Portal.

https://partner.hpe.com/aruba

2) My Learning ID 발급

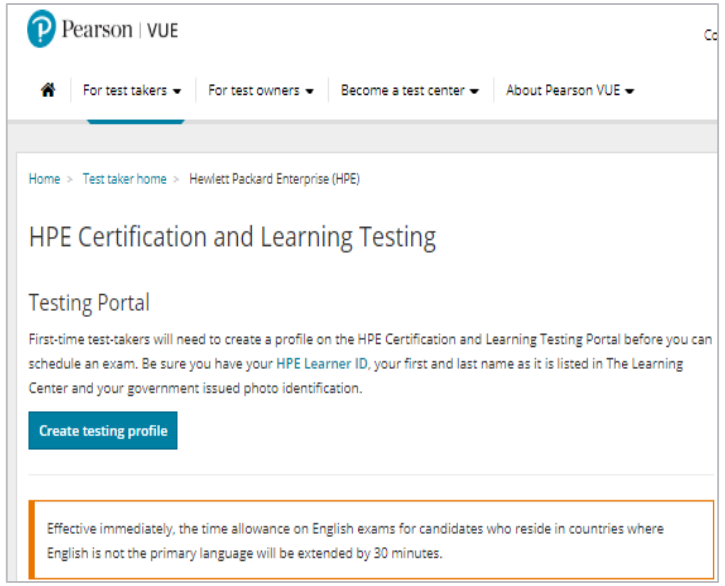
mylearninghpe.com

3. Pearsonvue(공식 시험사이트) 접속하여 시험일정 확인 및 결제

Testing Profile Creation

To take a Aruba certification exam, a testing profile is required at https://home.pearsonvue.com/hpe

- 영문 성/이름 정확히 기재 필요
- Learner ID 가 있어야 가입 가능



Exam Reservation

Login to the Testing Portal and click Schedule and Purchase Exams.

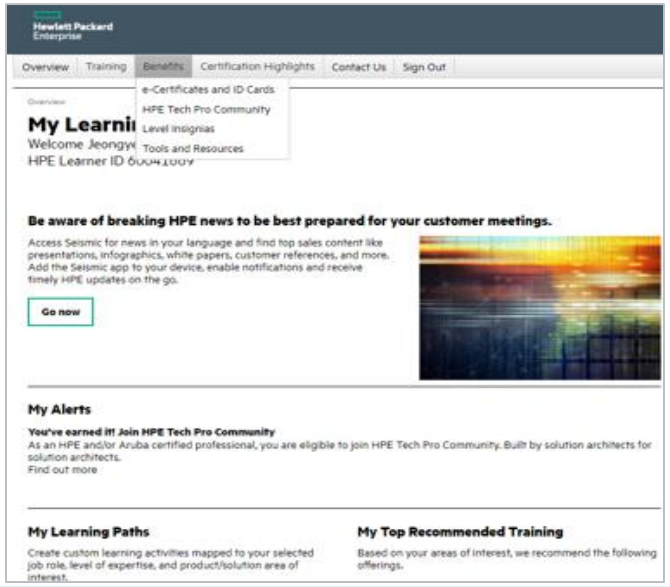
Select the exam you would like to take. HPE2 exam is Web-based and HPE6 is Proctored exam. Please proceed for confirming your booking and complete the payment.

* **HPE2 exam must be completed within 24 hours of purchase.**

e-Certificate Download

You will be able to see and download your achieved certification in 3-5 days upon passing the exam.

1. Login to mylearninghpe.com
2. Click e-Certifications and ID Cards under Benefit Menu.
3. Select your desired format of your certification and download it.



6. 영업 및 기술자격증

ARUBA 영업 자격증

SALES CERTIFICATION		Supporting Course	Training Format - duration	Exam
	HPE Sales Certified - Aruba Products and Solutions	• Selling Aruba Products and Solutions	WBT – 5.5 Hours	• HPE2-W02: Selling Aruba Products and Solutions

- Sales Exam is available in English, Korean, Simplified Chinese and Japanese.
- HPE2 – Non Proctored exam: $120
- HPE6 – Proctored Exam: $230

- Aruba Sales and Product certifications are valid for two years from date achieved.

Aruba 기술자격증

✓ For Aruba Edge holders, one exam will recertify all certifications

- Aruba Edge recognizes multi-domain certification holders for both breadth and depth of knowledge.
- Aruba Career Certification is valid for three years from date achieved.

ARUBA CAREER CERTIFICATIONS - MOBILITY

Certification	Prerequisite I Upgrade path	Supporting Course	Training Format - duration	Exam
	▪ No prerequisites	▪ Aruba Mobility Fundamentals	ILT – 3 days VILT – 3 days WBT – 3 days	▪ HPE6-A70: Aruba Certified Mobility Associate Exam
	• ACMA OR • Cisco – Wireless (CCNP)	▪ Implementing Aruba Mobility	ILT – 5 days VILT – 5 days WBT – 5 days	▪ HPE6-A71: Aruba Certified Mobility Professional Exam
	▪ HPE6-A48: Aruba Certified Mobility Expert Written exam (Inactive on 12/1/2020) ▪ HPE6-A79 - Aruba Certified Mobility Expert Written Exam (Active on 07/02/2020)	▪ Aruba Advanced Mobility Troubleshooting & Solutions	ILT – 5 days	▪ HPE0-A119P: Aruba Certified Mobility Expert Practical Exam

SKU	DESCRIPTION		LIST PRICE			PRFN PRICE
H1EJ9E	Aruba Training Credit - used to purchase Aruba certification and product training		$200			$140
				Training Credits		
Course ID	Course Name	Certification	Days	ILT	vILT	eLearning + Labs
Design						
HPE0-A121P	Aruba Certified Design Expert (Practical Exam)	ACDX	1	6		
01128147	Aruba Design Fundamentals, Rev. 19.41	ACDA	3	12	9	
0001130961	Designing Aruba Solutions, Rev. 20.11	ACDP	5	18	16	9
0001131305	Aruba Advanced Network Design and Solutions, Rev. 20.11	ACDX	5	18	16	6

- For 3rd party certification, please submit your copy of certification to **clsupport.ap@hpe.com**
- For recertification, learners can renew the current certification or achieve the higher level of certification.

ARUBA CAREER CERTIFICATIONS - DESIGN

Certification	Prerequisite I Upgrade path	Supporting Course	Training Format - duration	Exam
	▪ No prerequisites	• Aruba Design Fundamentals	ILT – 3 days VILT – 3 days	▪ HPE6-A66: Aruba Certified Design Associate Exam
	• ACDA OR • Cisco – Certified Design Professional (CCDP)	• Designing Aruba Solutions	ILT – 5 days VILT – 5 days WBT – 5 days	▪ HPE6-A47: Aruba Certified Design Professional Exam
	• HPE6-A49: Aruba Certified Design Expert Written Exam (Inactive on 10/15/2020) OR • HPE6-A80: Aruba Certified Design Expert Written Exam (Active on 06/02/2020)	• Aruba Advanced Network Design & Solutions	ILT – 5 days	▪ HPE0-A121P: Aruba Certified Design Expert Practical Exam

- For 3rd party certification, please submit your copy of certification to **clsupport.ap@hpe.com**
- For recertification, learners can renew the current certification or achieve the higher level of certification.

ARUBA CAREER CERTIFICATIONS - CLEARPASS

Certification	Prerequisite I Upgrade path	Supporting Course	Training Format - duration	Exam
	▪ No prerequisites	▪ Aruba ClearPass Fundamentals ▪ Aruba ClearPass Essentials	ILT – 3 days VILT – 3 days ILT – 5 days VILT – 5 days	▪ HPE6-A82: Aruba Certified ClearPass Associate Exam
	▪ ACCA	▪ Implementing Aruba ClearPass ▪ Aruba ClearPass Essentials	ILT – 3 days VILT – 3 days ILT – 5 days VILT – 5 days	▪ HPE6-A68: Aruba Certified ClearPass Professional Exam
	▪ HPE6-A77: Aruba Certified ClearPass Expert Written Exam	▪ Aruba Advanced ClearPass Troubleshooting & Solutions	ILT – 5 days	▪ HPE0-A122P: Aruba Certified ClearPass Expert Practical Exam

- For 3rd party certification, please submit your copy of certification to **clsupport.ap@hpe.com**
- For recertification, learners can renew the current certification or achieve the higher level of certification.

ARUBA CAREER CERTIFICATIONS - SWITCHING

Certification	Prerequisite I Upgrade path	Supporting Course	Training Format - duration	Exam
	▪ No prerequisites	▪ Aruba Switching Fundamental ▪ Aruba OS CX Switching Fundamentals	ILT / VILT - 3 days ILT / VILT – 5 days	• HPE6-A41: Aruba Certified Switching Associate Exam (Inactive on 11/1/2020) • **HPE6-A72: Aruba Certified Switching Associate Exam (Active on 6/2/2020)**
	▪ ACSA OR • Cisco – Routing & Switching (CCNP) OR • *HP ASE – FlexNetwork, HPE ASE – Data Center Network*	▪ Implementing Aruba Switching ▪ Implementing Aruba OS CX Switching	ILT / VILT – 5 days ILT / VILT – 5 days	• HPE6-A45: Aruba Certified Switching Professional Exam (Inactive on 11/1/2020) • *HPE6-A46: Delta - Certified Switching Professional Exam for HP HPE ASE Certification holders (Inactive on 11/1/2020)* • **HPE6-A73 – Aruba Certified Switching Professional Exam (Active on 6/2/2020)**

- For 3rd party certification, please submit your copy of certification to **clsupport.ap@hpe.com**
- For recertification, learners can renew the current certification or achieve the higher level of certification.

ARUBA EDGE CERTIFICATIONS

Certification	Prerequisite	Recertification Path
	▪ Learners holding at least three of four Aruba associate level certifications (ACMA, ACCA, ACDA, ACSA), are granted the Aruba Certified Edge Associate Certification. ▪ Achieving or recertifying the Aruba Edge certification automatically extends all of your active Associate level certifications.	▪ HPE6-A74: Aruba Certified Edge Associate Exam
	▪ Learners holding at least three of four Aruba professional level certifications (ACMP, ACCP, ACDP, ACSP), are granted the Aruba Certified Edge Professional Certification. ▪ Achieving or recertifying the Aruba Edge certification automatically extends all of your active Professional level certifications.	▪ HPE6-A75: Aruba Certified Edge Professional Exam
	▪ Learners holding ACMX, ACCX and ACDX are granted the Aruba Certified Edge Expert Certification. ▪ Achieving or recertifying the Aruba Edge certification automatically extends all of your active Expert, Professional and Associate level certifications.	▪ HPE6-A76: Aruba Certified Edge Expert Exam

* Aruba Mobile First Expert certification holders will be grandfathered into ACEX certification.

Solution Competencies – *10% Additional Rebate*

Location Services

Mobile engagement and asset tracking solutions

Sales Qualification
2 x Location Services Sales Training
Product Certification
1 x ALSS
(ACEAP has renamed to ALSS)

Design, deploy & manage the Aruba Meridian & ALE software platforms, with Aruba BLE enabled access points, sensors and BLE-based Beacons and Tags for location aware apps and asset tagging

ClearPass

Role and device- based network access control

Sales Qualification
2 x ClearPass Sales Traning

Technical Certification
1 ACCX

Design, configure & troubleshoot various CP products commonly used in large scale customer deployments including CP Policy Mgr, Guest, Profiling, Onboarding, On-Guard, Posture, Clustering, Redundancy & external server integration

SD-Branch

Cloud scalability for branches, simplicity at enterprise scale, optimized branch experience, integrated security

Sales Qualification
2 x SD-Branch Sales Training

Technical Training
2 x Configuring Aruba SD Branch

Utilize a common model, designed with cloud-based management in mind to simplify the deployment, configuration, and the management of everything within a branch location.

New

Central

Cloud platform for network management services and business insights

Sales Qualification
2 x Selling Aruba Central in Mid-Market
Technical Training
2 x Aruba MSP Boot Camp
or **2 x Managing Campus Networks with Aruba Central**

Complete cloud-hosted management platform. End-to-end visibility and control of wired, wireless, and WAN network operations. Simple device on-boarding, 2-click contextual navigation and guided workflows makes managing the network easy

- *Solution competency requirements offered to only HPE Aruba Platinum/Gold/Silver partners.*
- *Additional rebate for ClearPass, Location Services, SD-Branch & Central , upon completion of the competency certification requirement.*
- *Rebate payment applies to net sell-out performance of Eligible SKUs sold for the competency attained.*
- *No certification exams for SD-Branch/Central for now – sales & technical training completed anytime in FY20 will be valid till FY21 (2 years). Partners will be kept informed when exams are available.*

ARUBA COMPETENCY – LOCATION SERVICES

SALES QUALIFICATION	Course	Format - duration	Exam
Location Service Sales Training	• 01120905: Location Services Sales Training, Rev. 18.41	WBT - 70 Mins	No Exam Required

PRODUCT CERTIFICATIONS	Supporting Course	Training Format - duration	Exam
HPE Product Certified – Aruba Location Services Specialist	▪ Configuring Aruba Location Services	ILT – 3 days VILT- 3 days	• HPE2-W04: Aruba Location Services Specialist Exam

- Web based Training is available for Aruba Channel Partners in SABA
- Technical training classes can be found at Aruba LMS portal

ARUBA COMPETENCY – CLEARPASS

SALES QUALIFICATION	Course	Format - duration	Exam
ClearPass Sales Training	• 01128767: Selling Aruba ClearPass Security Solutions	WBT – 75 Mins	No Exam Required

TECHNICAL CERTIFICATIONS	Prerequisite I Upgrade path	Supporting Course	Training Format - duration	Exam
	▪ No prerequisites	▪ Aruba ClearPass Fundamentals ▪ Aruba ClearPass Essentials	ILT/ VILT – 3 days ILT/ VILT – 5 days	▪ HPE6-A67: Aruba Certified ClearPass Associate Exam
	▪ ACCA	▪ Implementing Aruba ClearPass ▪ Aruba ClearPass Essentials	ILT/ VILT – 3 days ILT/ VILT – 5 days	▪ HPE6-A68: Aruba Certified ClearPass Professional Exam
	▪ HPE6-A77: Aruba Certified ClearPass Expert Written Exam	▪ Aruba Advanced ClearPass Troubleshooting & Solutions	ILT – 5 days	▪ HPE0-A122P: Aruba Certified ClearPass Expert Practical Exam

- For 3rd party certification, please submit your copy of certification to **clsupport.ap@hpe.com**
- For recertification, learners can renew the current certification or achieve the higher level of certification.

ARUBA COMPETENCY – SD BRANCH

SALES QUALIFICATION	COURSE	Format - duration	Exam
Aruba SD-Branch Sales Training	• 01126181: Selling Aruba SD-Branch, Rev. 19.21	WBT – 1.5 Hours	No Exam Required

TECHNICAL TRAINING	COURSE	Format - duration	Exam
• Aruba SD Branch	• Configuring Aruba SD Branch	ILT – 3 days VILT – 3 days	No Exam Required

- Web based Training is available for Aruba Channel Partners in SABA
- Technical training classes can be found at Aruba LMS portal

ARUBA COMPETENCY – CENTRAL

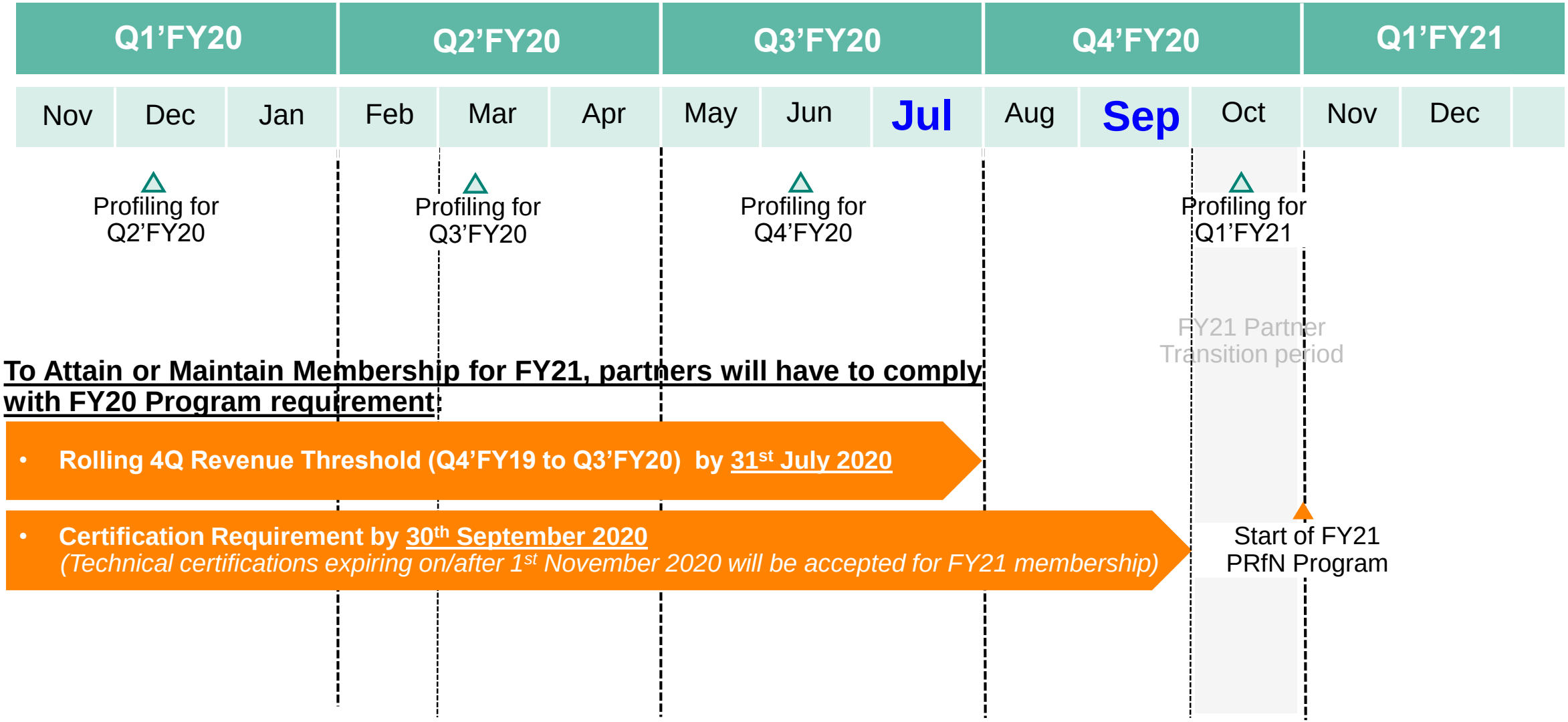
SALES QUALIFICATION	COURSE	Format - duration	Exam
Selling Aruba Central to the Mid Market	• 0001131522: Selling Aruba Central to the Mid Market	WBT – 1.5 Hours	No Exam Required

TECHNICAL TRAINING	COURSE	Format - duration	Exam
• MSP Bootcamp	• Aruba Managed Service Provider Bootcamp	ILT – 3 days VILT – 3 days	No Exam Required
• Aruba Central	• Managing Campus Networks with Aruba Central	ILT – 2 days VILT – 2 days	

*** 90days Free Trial - Test Drive Central:** https://www.arubanetworks.com/en-au/products/networking/management/central/eval/

- Web based Training is available for Aruba Channel Partners in SABA
- Technical training classes can be found at Aruba LMS portal

FY20 Program Timeline



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7. EMR/NFR 데모장비 활용

Aruba DEMO Equipment Usage Guide

I. EMR

- 재고 확인 필요

1. Renew 장비 @ 싱가폴 공장
2. Demo 장비 @ 한국 물류센터

- 목적: 고객사 BMT/POC 용
- 절차: 고객사별 TM 에게 BOM 전달하여 재고 현황 체크 > 가능한 경우 Justification/ opportunity 확인 후 장비 제공
- 무상대여 > Resale 권고

II. NFR

- 모든 아루바 장비
- 목적: 고객사 BMT/POC, 내부 교육용, Troubleshooting, 파트너 Lab 구축
- 절차: Channel Manager 통하여 NFR D/C 적용 구입 > 12개월 내 재 판매 금지
- 1년에 25K 미만으로 구입 가능

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8. Q4 파트너 신규 보너스 프로그램

4분기 파트너 보너스 프로그램

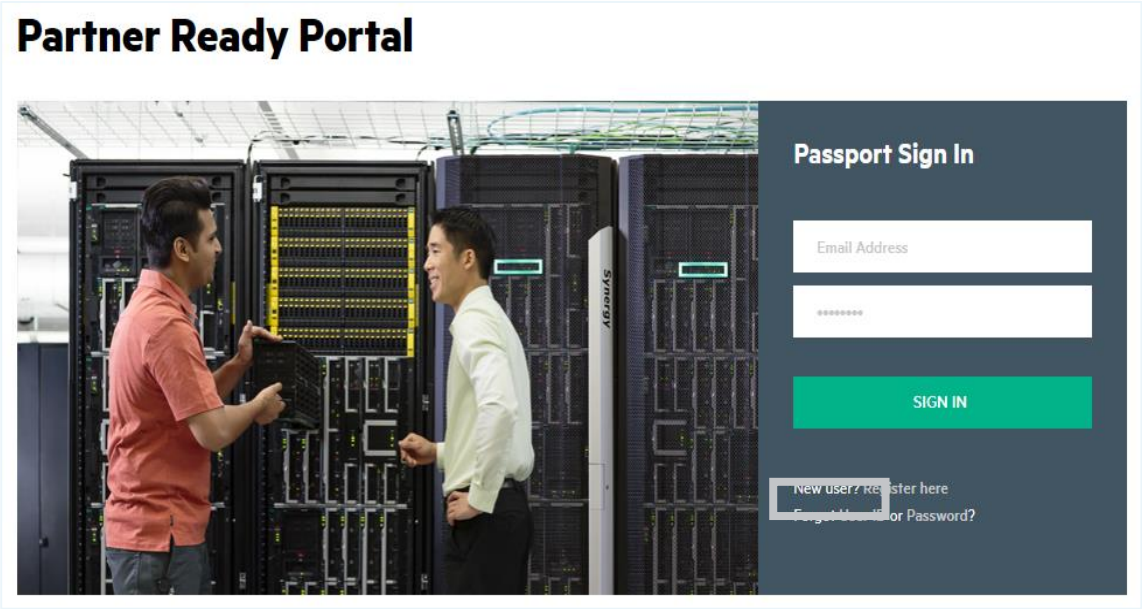
- 4분기 (8, 9, 10 월) 내에 Sell thru 된 제품에 한하여 지급됩니다.
  - Cloud Solutions, 6300/6200 Switches, WiFi 6 AP, UXI 에 집중해주세요!
  - **Engage & Grow Platform** 에 적립되어 지급됩니다. **(E&G 등록을 서둘러주세요!)**

SELL-THROUGH OF	ELIGIBLE PRODUCTS	PROGRAM METRIC & PARTNER SALES REWARD
CLOUD – SD-Branch	**Gateway subscription (3 year or more) Foundation / Advanced / Security 9000-series Gateway**	Up To **300 USD** for * 단일 건으로 최소 1 Gateway + 10 ea x 3년 subscription or more
[추가] CLOUD – Central	**Aruba Central Device Management**	Up To **250 USD** for * 20개의 Central 3/5 년 토큰 판매시
AX – WiFi 6 / 802.11AX Access Points	**AP504 / 505 / 505H AP535/555 AP518 AP574 / 575 / 577**	Up To **250 USD** per customer win * 단일 건으로 최소 20대 이상 판매시
CX – 6200 & 6300M/F Switches	**CX6200 CX6300M/F**	**CX6200**: Up To **150 USD** per unit **CX6300M/F**: Up To **250 USD** per unit * 고객사당 최대 4대까지 누적 적용
UX – User Experience Insight (UXI)**	**Sensor + Subscription**	Up to **150 USD** per customer win * 단일건으로 최소 5개 센서와 subscription 판매시

** Q1, Q2 Rebate 는 COVID19 로 인하여 Q4 에 일괄 지급예정*

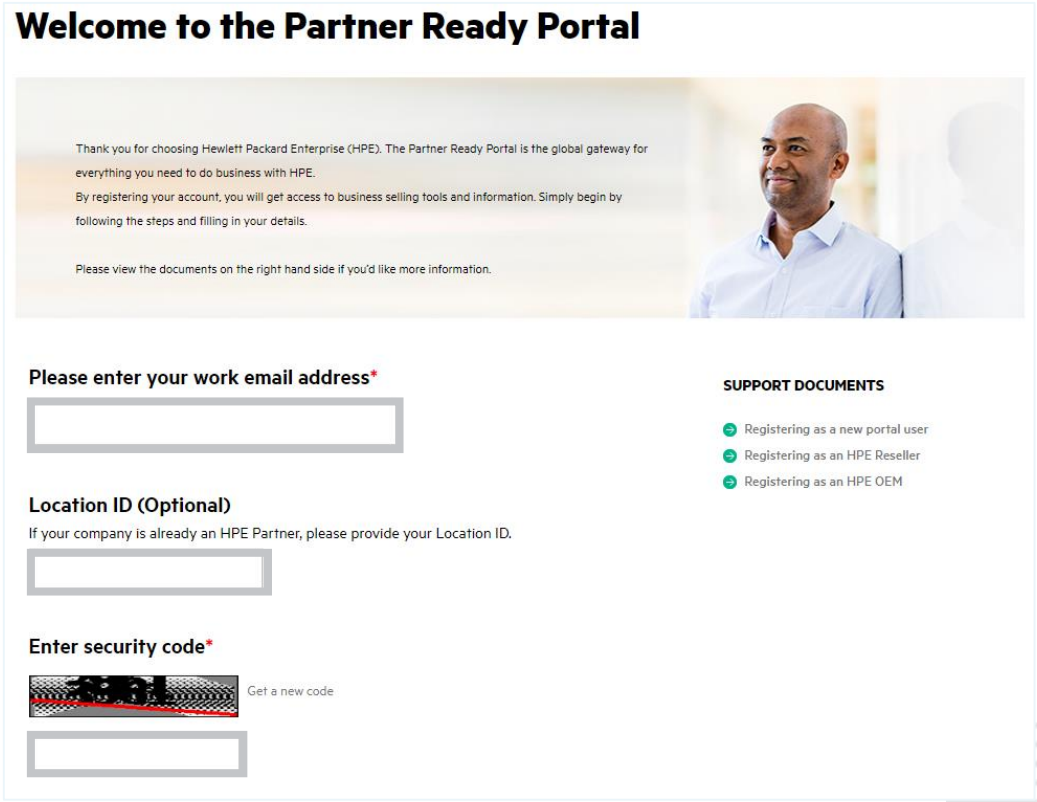
9. Engage & Grow Platform

1. 계정 생성 – HPE PASSPORT 받기



https://partner.hpe.com으로 이동
'여기서 등록' 클릭

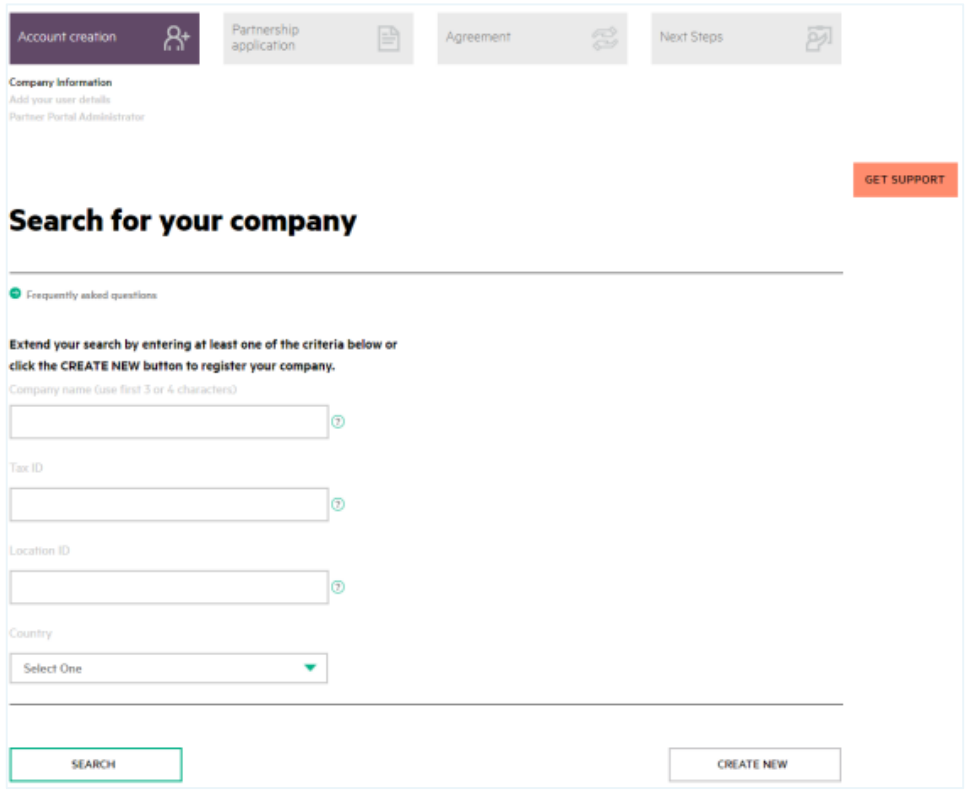
초기 필드 작성



*** 등록에 이슈가 있을 경우, support@hpereward.com**

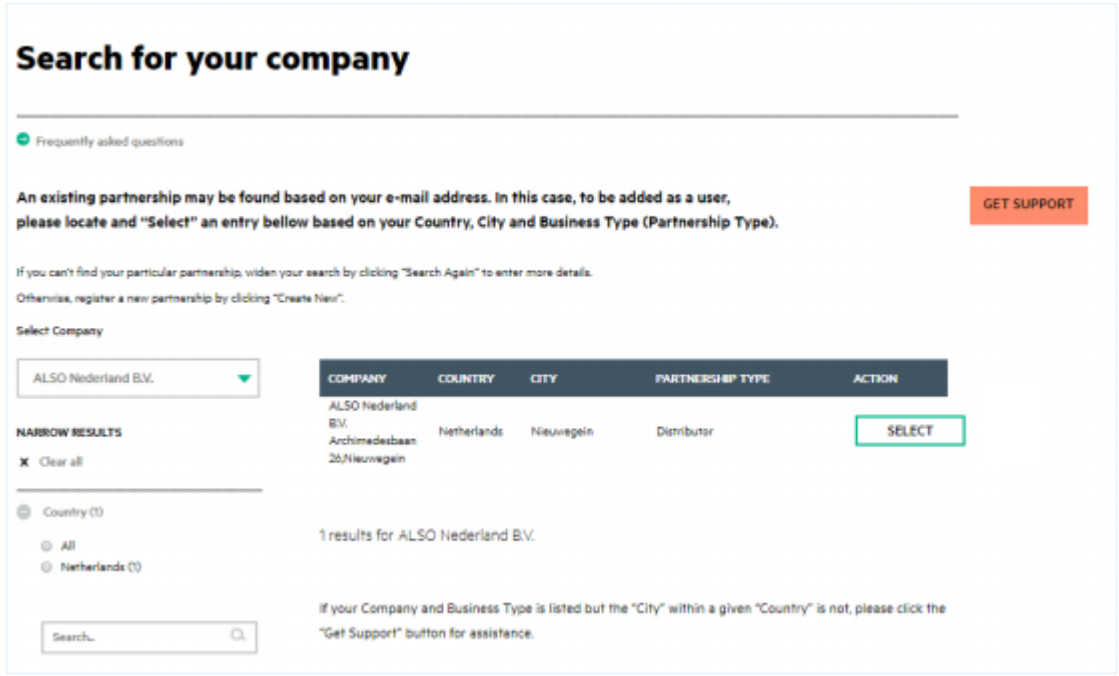
1. 계정 생성 – HPE PASSPORT 받기

회사 검색



- '회사 이름' 및 '국가' 필드 작성
- 가능한 경우 그 외 모든 선택 필드 작성

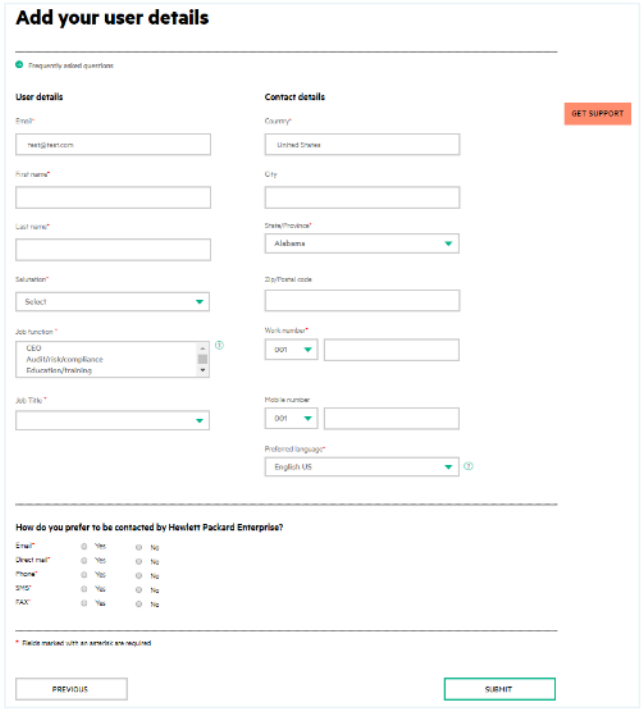
회사 선택



- '검색'을 클릭하고 결과 보기
- 회사에서 '선택' 클릭
- 이슈가 있을 경우 > 우측부분 Get support 로 지원요청

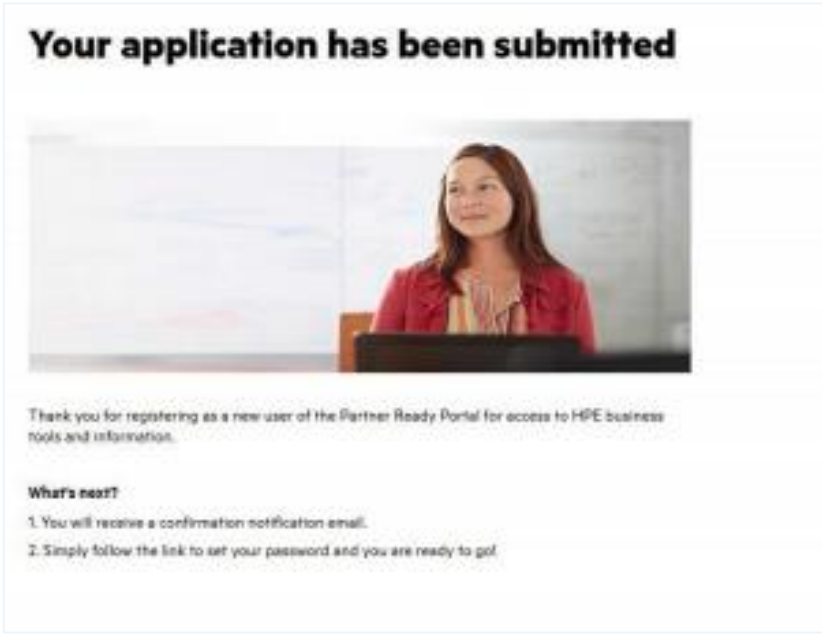
1. 계정 생성 – HPE PASSPORT 받기

세부 정보 작성



- 모든 필수 필드 작성
- 이미 HPE Partner Sales Reward에 계정이 있는 경우 계정이 자동으로 연계될 수 있도록 동일한 이메일 주소 사용

완료



2. Engage&Grow – 관계자 구분

1. PA (포털 관리자)

- 각 회사에 PA 한명지정 필요
- HPE 파트너 회사에서 HPE Partner Sales Reward(apjrewards.hpe.com)에 등록하는 첫 번째 직원에게 PA 역할 할당
- 역할은 이후 동일한 회사의 다른 구성원에게 할당될 수 있음
- PA는 보통 비즈니스 소유자/회사에서 지정한 관리 임원/세일즈 디렉터
- PA는 보상 **5% 상한 적용**

2. SR (세일즈 담당자)

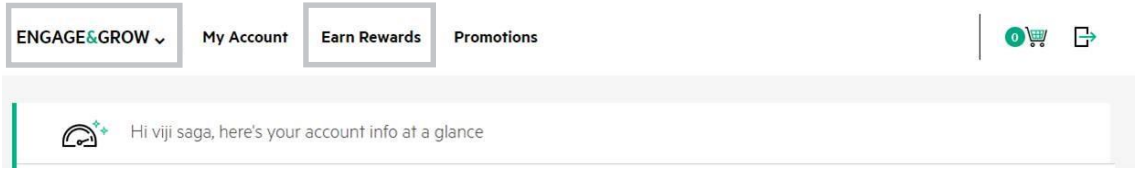
- HPE 파트너사에서 세일즈를 담당하는 경우 이 옵션 선택 가능
- SR은 보통 비즈니스 개발 담당자/세일즈 담당자
- **보상 = 60%**

3. PR (기술/프리세일 담당자)

- PR은 보통 솔루션 아키텍트/최종 사용자를 위한 솔루션 제안에서 기술 전문성을 활용하여 판매를 지원한 사람
- **보상 = 35%**

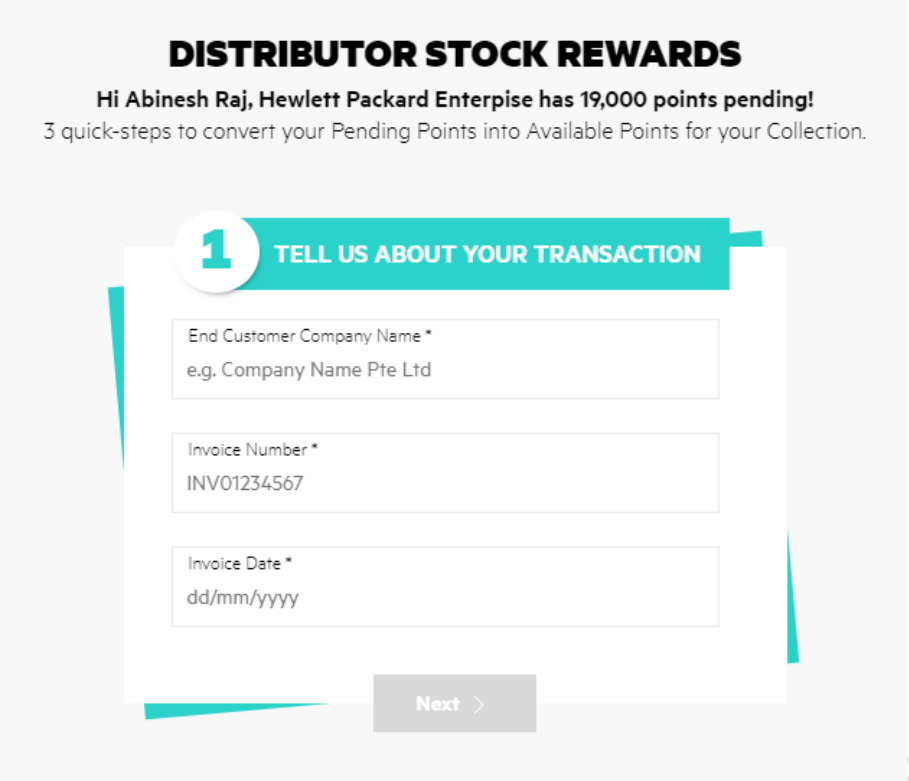
3. Engage&Grow – 인센티브 받는 방법

1. '포인트 받기' 클릭



- 'E&G' 캠페인 참여 여부 확인
- '보상 얻기' 클릭

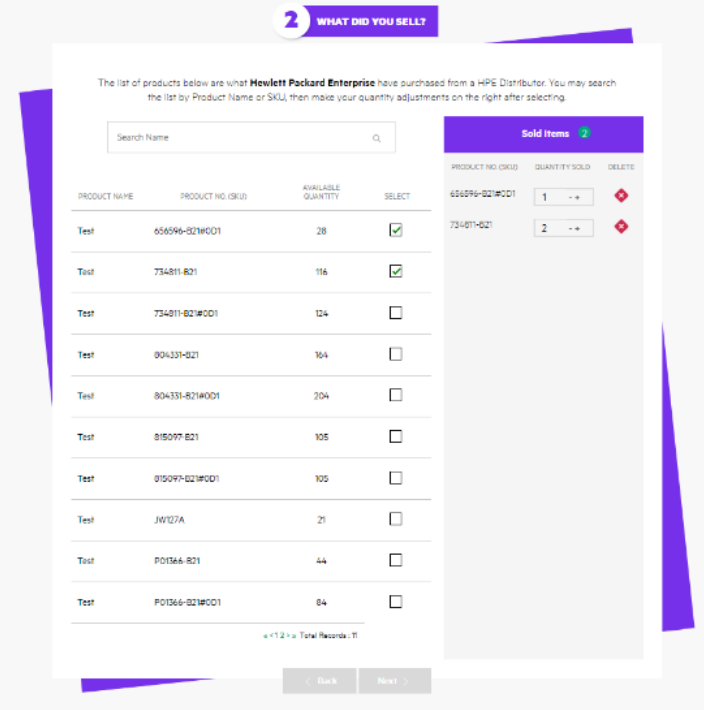
2. 청구서 세부 정보 입력



- 위쪽에 회사에서 사용 가능한 포인트 표시
- 청구서 세부 정보를 제출하고 '사용 가능한' 포인트를 '받은' 포인트로 전환
- '다음'을 클릭하고 계속 진행

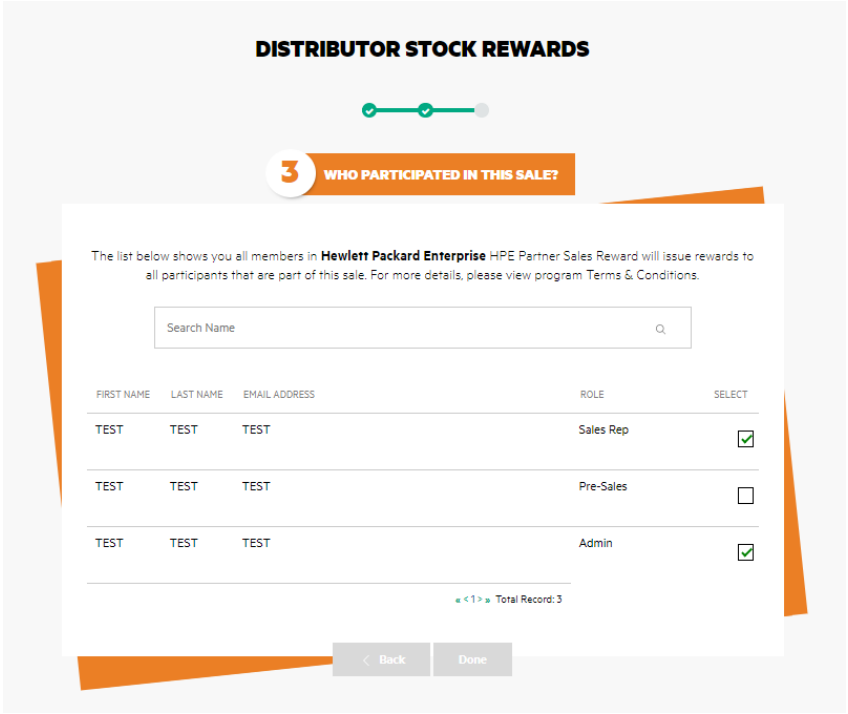
3. Engage&Grow – 인센티브 받는 방법

3. 청구서에서 판매된 SKU 선택



- 이 페이지에 회사가 HPE 유통업체로부터 구매한 모든 제품 표시
- 제품 옆의 확인란을 선택하고 '판매한 항목' 목록에 추가
- 확인하고 '다음'을 클릭하여 계속 진행

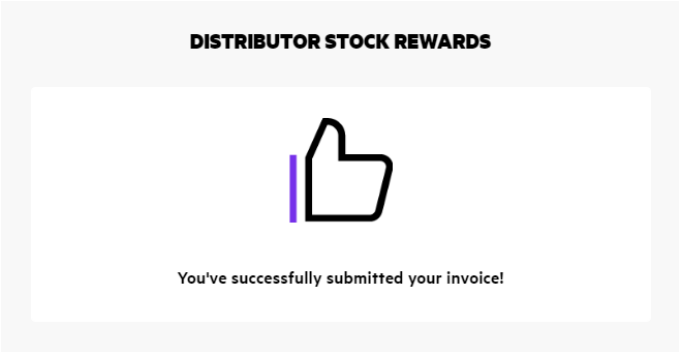
4. 구성원 식별



- 이 페이지에 동일한 회사의 다른 구성원 표시
- 청구서에 참여한 구성원 옆의 확인란 선택(식별된 구성원에게 보상의 몫 할당)

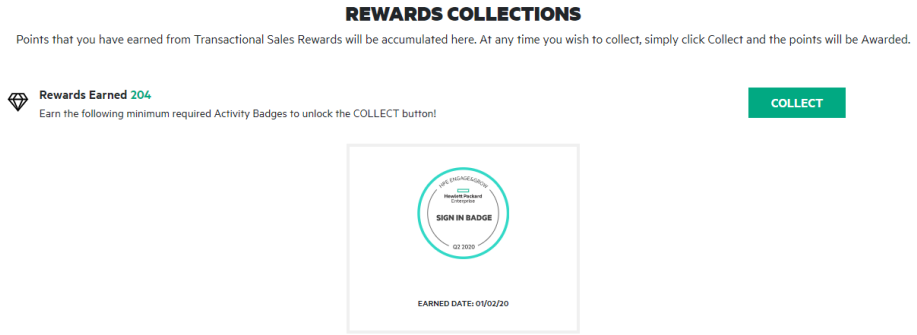
3. Engage&Grow – 인센티브 받는 방법

5. 해당 청구서에 대한 보상 획득



- 청구서가 제출되었으며 보상을 수집할 수 있음
- 1단계부터 반복하여 계속해서 모든 청구서 제출

6. 획득한 보상 수집



- '포인트 받기' 메뉴에서 '보상 수집' 클릭
- '수집'을 클릭하면 포인트가 수여됨

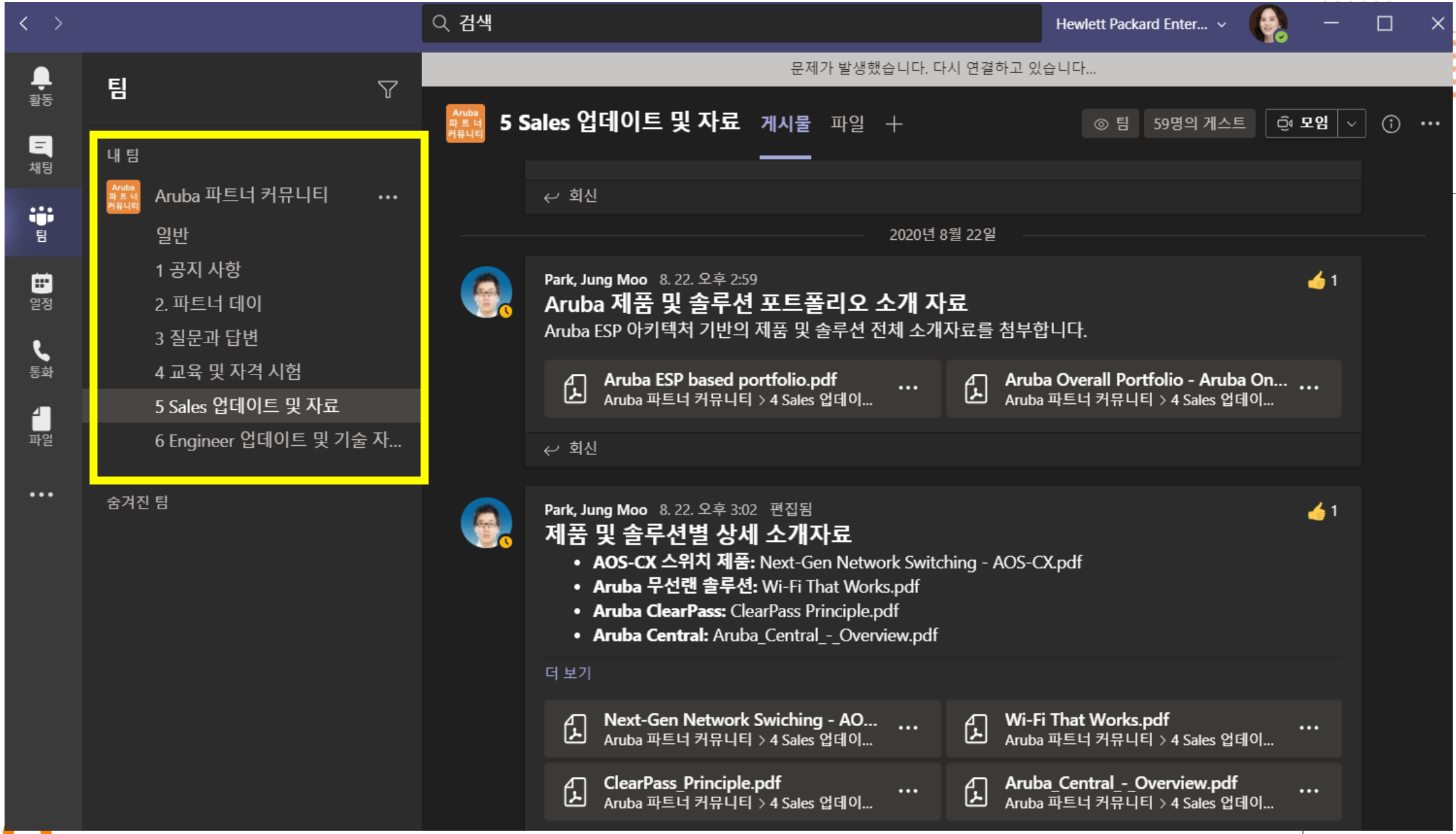
* 수여된 포인트는 확인 기간 후 다음 달에 발행됨

1 Point = US$1

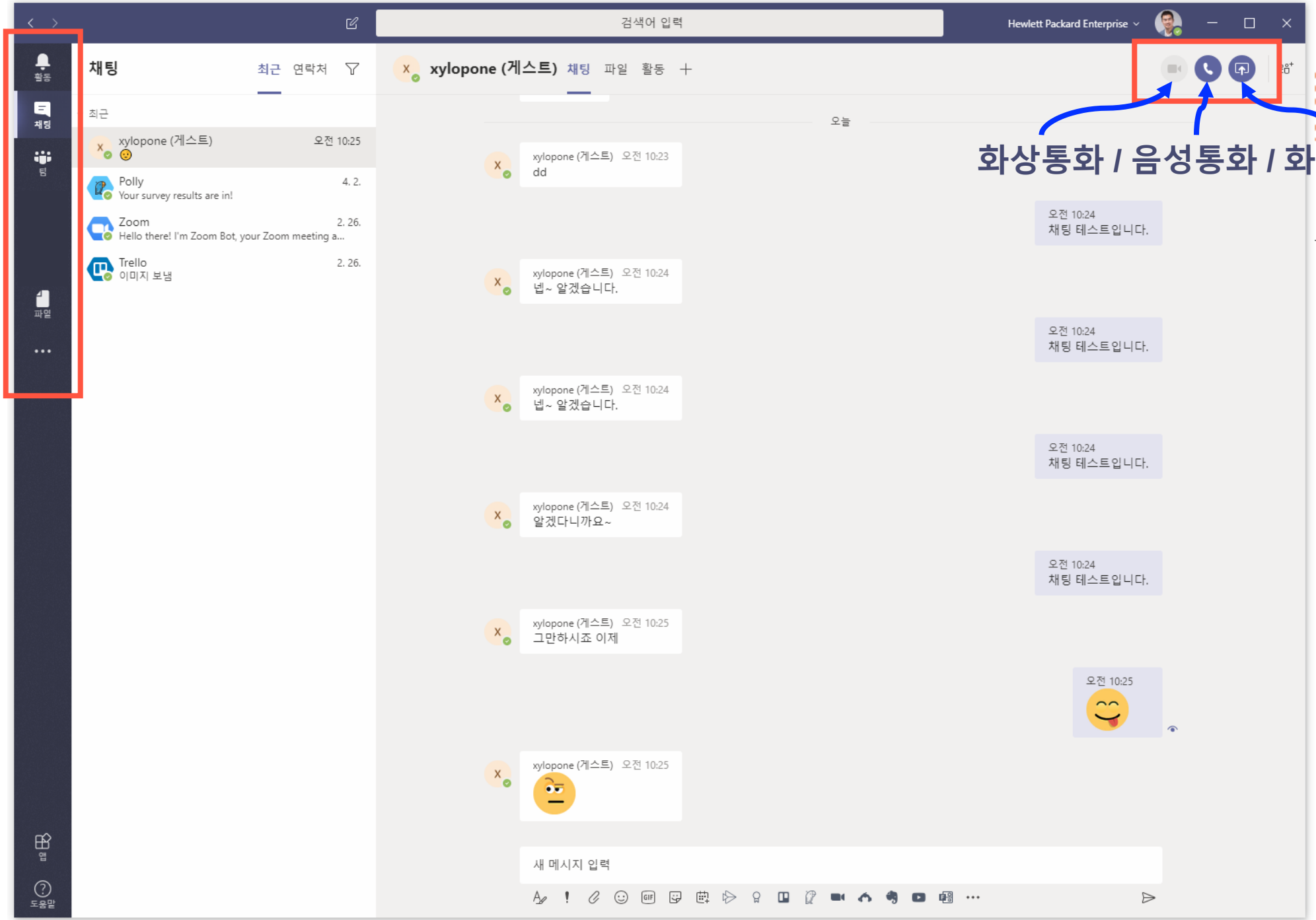
전자기기 | 라이프 스타일 | 사무실 | 가정 | 바우처 | 미용/건강

- 총판을 통해 오더한 내역에 대해서 적용됨
- VISA Check 카드 추가 업데이트 예정

10. Aruba Partner Community


검색
Hewlett Packard Enter...
문제가 발생했습니다. 다시 연결하고 있습니다...
활동
채팅
팀
일정
통화
파일
팀
내 팀
Aruba 파트너 커뮤니티
일반
1 공지 사항
2. 파트너 데이
3 질문과 답변
4 교육 및 자격 시험
5 Sales 업데이트 및 자료
6 Engineer 업데이트 및 기술 자...
숨겨진 팀
5 Sales 업데이트 및 자료
게시물
파일
팀
59명의 게스트
모임
회신
2020년 8월 22일
Park, Jung Moo 8. 22. 오후 2:59
1
Aruba 제품 및 솔루션 포트폴리오 소개 자료
Aruba ESP 아키텍처 기반의 제품 및 솔루션 전체 소개자료를 첨부합니다.
Aruba ESP based portfolio.pdf
Aruba 파트너 커뮤니티 > 4 Sales 업데이...
Aruba Overall Portfolio - Aruba On...
Aruba 파트너 커뮤니티 > 4 Sales 업데이...
회신
Park, Jung Moo 8. 22. 오후 3:02 편집됨
1
제품 및 솔루션별 상세 소개자료
AOS-CX 스위치 제품: Next-Gen Network Switching - AOS-CX.pdf
Aruba 무선랜 솔루션: Wi-Fi That Works.pdf
Aruba ClearPass: ClearPass Principle.pdf
Aruba Central: Aruba_Central_-_Overview.pdf
더 보기
Next-Gen Network Swiching - AO...
Aruba 파트너 커뮤니티 > 4 Sales 업데이...
Wi-Fi That Works.pdf
Aruba 파트너 커뮤니티 > 4 Sales 업데이...
ClearPass_Principle.pdf
Aruba 파트너 커뮤니티 > 4 Sales 업데이...
Aruba_Central_-_Overview.pdf
Aruba 파트너 커뮤니티 > 4 Sales 업데이...

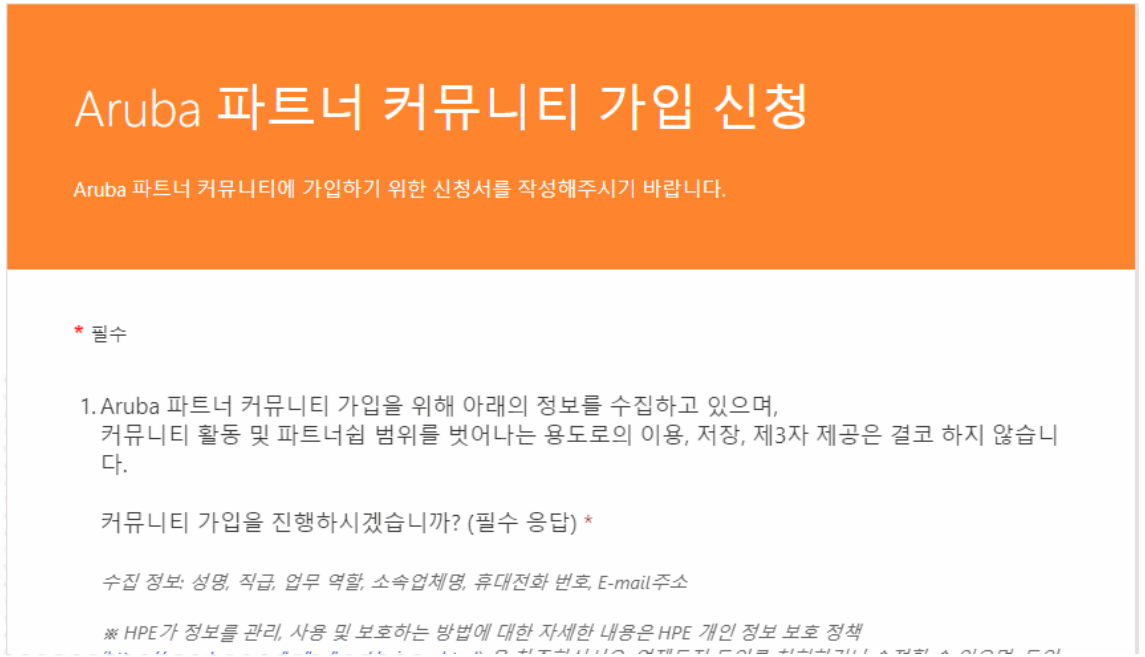
채팅



화상통화 / 음성통화 / 화면공유

Aruba 파트너 커뮤니티 가입

– Silver 등급 이상은 가입을 하여 본 툴을 적극 이용하기 바랍니다.



Aruba 파트너 커뮤니티 가입 신청

Aruba 파트너 커뮤니티에 가입하기 위한 신청서를 작성해주시기 바랍니다.

* 필수

1. Aruba 파트너 커뮤니티 가입을 위해 아래의 정보를 수집하고 있으며, 커뮤니티 활동 및 파트너쉽 범위를 벗어나는 용도로의 이용, 저장, 제3자 제공은 결코 하지 않습니다.

커뮤니티 가입을 진행하시겠습니까? (필수 응답) *

수집 정보: 성명, 직급, 업무 역할, 소속업체명, 휴대전화 번호, E-mail주소

※ HPE가 정보를 관리, 사용 및 보호하는 방법에 대한 자세한 내용은 HPE 개인 정보 보호 정책

Aruba 파트너 커뮤니티 가입 신청서 작성 ←클릭

aruba
a Hewlett Packard Enterprise company

Thank You & any question?

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