



a Hewlett Packard  
Enterprise company

# Make the switch to Cloud Networking with Aruba Central. Buy 1 Switch Foundation License, get 1 up to 99% discount.

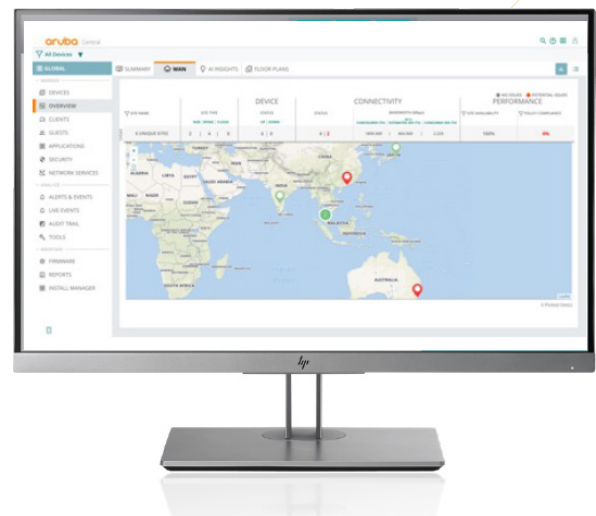
Aruba Central is a cloud-native networking solution that simplifies how IT teams deploy, secure, and manage today's networks.

Featuring AI-powered insights, intuitive workflows, and robust security, Aruba Central provides a single pane of glass for wired, wireless, WAN, and VPN operations, so IT can spend less time managing networks, and more time delivering value to the business.

To help customers make the transition to Aruba Central, a buy 1 Switch Foundation license, get 1 license at up to 99% discount promotion is now available on qualifying purchases of Aruba switches.

## Customer benefits

- ✔ **Unified operations:** Manage access, aggregation, core, and data center switches from a single user interface.
- ✔ **Improved service delivery:** AI-based insights for faster troubleshooting and resolution of network- and business-impacting issues.
- ✔ **Simplified change windows:** UI-based configs and a versatile multi-editor make it easier to deploy network changes at scale.
- ✔ **Extensibility:** APIs and webhooks make it easy to integrate with other leading IT tools.
- ✔ **Proactive support:** Embedded 24x7 TAC software support for Aruba Central and all managed switches.



## Offer and eligibility

- ✔ The offer is applicable to 1-, 3-, and 5-year Central Switch Foundation licenses for eligible ArubaOS and Aruba CX Switches.
- ✔ The offer is applicable to both cloud and on-premises deployments of Aruba Central.
- ✔ Aruba Central includes 24x7 Technical Assistance Center (TAC) support for managed devices and this offer includes the option to add Next Business Day Exchange or 4-Hour Onsite hardware replacement (e.g., HJOJ2E: Aruba 1 Year Foundation Care Next business day Exchange Hardware Only 3810M 16G SFP Switch Service).
- ✔ For eligible products, please see the table below.

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.**

## Eligible products

Aruba Central (Cloud) Software Licenses for Switching	
PART #	DESCRIPTION
Q9Y73AAE	Aruba Central 62/29xx F 1y E-STU
Q9Y74AAE	Aruba Central 62/29xx F 3y E-STU
Q9Y75AAE	Aruba Central 62/29xx F 5y E-STU
Q9Y78AAE	Aruba Central 63/38xx F 1y E-STU
Q9Y79AAE	Aruba Central 63/38xx F 3y E-STU
Q9Y80AAE	Aruba Central 63/38xx F 5y E-STU
R8L80AAE	Aruba Central 64/54xx F 1y E-STU
R8L81AAE	Aruba Central 64/54xx F 3y E-STU
R8L82AAE	Aruba Central 64/54xx F 5y E-STU
R3K03AAE	Aruba Central 8xxx F 1y E-STU
R3K04AAE	Aruba Central 8xxx F 3y E-STU
R3K05AAE	Aruba Central 8xxx F 5y E-STU

Aruba Central (On-Premises) Licenses for Switching	
PART #	DESCRIPTION
R6U78AAE	Aruba COP 62/29xx F 1yr E-STU
R6U79AAE	Aruba COP 62/29xx F 3yr E-STU
R6U80AAE	Aruba COP 62/29xx F 5yr E-STU
R6U83AAE	Aruba COP 63/38xx F 1yr E-STU
R6U84AAE	Aruba COP 63/38xx F 3yr E-STU
R6U85AAE	Aruba COP 63/38xx F 5yr E-STU
R8M10AAE	Aruba COP 64/54xx F 1yr E-STU
R8M11AAE	Aruba COP 64/54xx F 3yr E-STU
R8M12AAE	Aruba COP 64/54xx F 5yr E-STU
R6U88AAE	Aruba COP 8xxx F 1yr E-STU
R6U89AAE	Aruba COP 8xxx F 3yr E-STU
R6U90AAE	Aruba COP 8xxx F 5yr E-STU

### TERMS AND CONDITIONS

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

The offer is valid through October 31, 2021

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

Offer cannot be combined with any other promotional offer.

There will be limitations placed on discounts allowed for Central purchases when combined with this offer, please work with your Distributor or Aruba Sales rep for pricing requests.

This is an end-user customer specific promotion

The qualified Licenses must be quoted, bought and delivered at the same time

Only Aruba Partner Ready for Networking Program partners are eligible for this offer.

The Central switching licenses must be on the same purchase order that contains the Aruba switching hardware.

The Central licenses must match the switching model – mixing hardware models and software licenses is not permitted.

## Quoting process steps

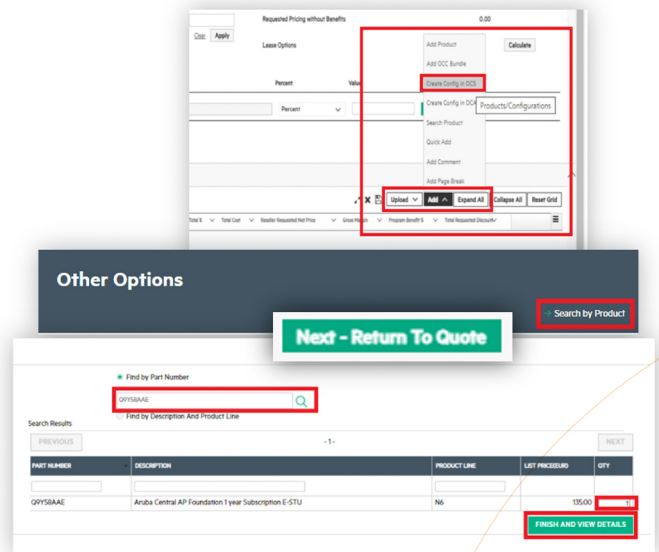
Or contact your Aruba Sales Rep for quoting support

1. All requests for use of the promotion need an NGQ / I.Q. 2.0 quote to be submitted.
2. Please ensure to include either **AW – Central Promo** or **Switching Central Promo** is mentioned in the business case.
3. The request will flow via special pricing approvals as per usual process.
4. For the switching promotion, to be eligible, the switch being purchased must also be on the quote along with the licenses (i.e. switch should be purchased together with the licenses, the switch should not be from Channel stock).

## Quoting steps for promotional licenses

To process the promotional license(s) in I.Q. 2.0, you will need to use OCS within NGQ to add the same SKU on separate lines of your quote.

1. From your opportunity, choose Create Quote as normal.
2. Once in NGQ, select 'Create Config in OCS' under the 'Add' drop-down (see image).
3. When in OCS, the fastest method is to choose 'Other Options' -> 'Search by Product' @ the bottom of the page.
4. Next, search your SKU and update the quantity; please keep in mind you will half the quantity that you need.
5. Click 'Finish', then click 'Save'.
6. Click 'Return to Quote'.
7. Repeat steps 2, 3, 4, 5 and 6 to add another bundle of the same SKU to the BOM.
8. Follow normal pricing process – click on 'Refresh Pricing'.



9. Update the discounts in the product grid ensuring one line of subscription is at a higher % discount.
10. Escalate and add business case as per normal.

## NB!

Some users experience connectivity issues with OCS. If OCS does not open automatically, you should take these steps:

1. In your browser, open below OCS URL:  
<https://ngc-sasu.houston.hp.com/ngc/IntegrationLogin>
2. Click on "Advanced" button and click on **Proceed to ngc-sasu.houston.hp.com (unsafe)** (OCS will be opened).
3. Close OCS and go back to NGQ. You should be able to proceed with the upload.

[www.arubanetworks.com](http://www.arubanetworks.com)

3333 Scott Blvd | Santa Clara, CA 95054 | T: 1.408.227.4500 | Fax: 1.408.752.0626

© Copyright 2021 Hewlett Packard Enterprise Development LP. The information contained herein is subject to change without notice. The only warranties for Hewlett Packard Enterprise products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. Hewlett Packard Enterprise shall not be liable for technical or editorial errors or omissions contained herein.

**aruba**  
a Hewlett Packard  
Enterprise company