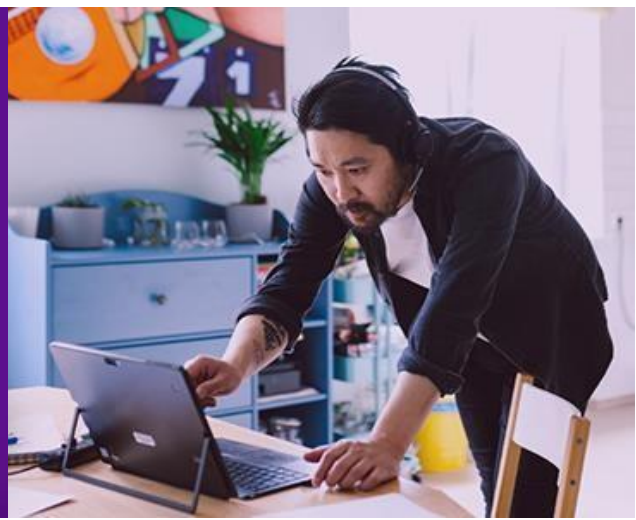


# 'Aruba Instant On Experience Kits' Promotion



RESELLER VERSION

## Save up on TPL with the 'Aruba Instant On Experience' Kit The Always On Network for the Always On Business

Here's a great way for your customers to **EXPERIENCE** our innovative Small Business portfolio of access points and switches delivering high-performance, business grade, secure networking that's easy to set-up and won't break the bank. Installed in minutes, with no expertise required, network management and monitoring has never been easier with the Instant On mobile app, or cloud based management option.

Choose from the following Aruba Instant On solution kits and deliver the EXPERIENCE your customers deserve:

Bundle ID:	Switch	Quantity	Access Point	Quantity
<b>AIOEK – 3011</b> Save up on TPL	<b>JL681A</b> Aruba IOn 1930 8G 2SFP 124W Switch	1	<b>R2W96A</b> Aruba Instant On AP11	2
<b>AIOEK – 3012</b> Save up on TPL	<b>JL683A</b> Aruba IOn 1930 24G 4SFP+ 195W Switch	1	<b>R2X01A</b> Aruba Instant On AP12	2

Egypt and Israel have different country specific SKU's available under this promotion. Please contact your local Aruba distribution partner for details and quoting.

### Partner Value Proposition



#### Customer Acquisition

Be a one-stop shop for your customer networking needs by offering an end-to-end smart, secure and simple SMB solution. Benefit from Aruba's industry strength and Enterprise grade solutions now brought to SMBs to offer reliable and secure networking.



#### Cash

Offer value-added services, you can manage WIFI guest and multiple Instant On networks for different customers remotely. Take advantage with thirdparty integrations as new revenue streams.



#### Competitive Advantage

Competitive wired, wireless and Cloud or App based management options with intuitive dashboards and no hidden fees  
Extensive range of wireless access points (indoor and outdoor) with 802.11as Wave 2 Wi-Fi technology.

#### Terms and Conditions:

- All promotions and incentives come with specified terms and conditions of sale and claiming
- This promotion is available in Europe, Middle East and Africa only and expires 31<sup>st</sup> October 2020
- Terms and conditions may vary by country
- Resellers should contact their nominated distribution partner for pricing and quoting requests at all times
- This promotion MAY NOT be combined with any other special pricing, deal registration or promotional offers
- Aruba and HPE reserve the right to terminate, alter, or modify its terms and conditions at any time