2H'FY20 아루바 채널 정책 업데이트

2020 년 5 월1 일 – 10 월 31 일 적용

Aruba Reseller Manager 손여정 대리

APJ Korea Channels, 22st April 2020

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Agenda

1. Q3 파트너쉽 업데이트
2. FY20 하반기 파트너 프로그램 업데이트
3. 시험 및 온라인 트레이닝
4. FY20 영업 및 기술 자격증
5. EMR/NFR 데모장비 활용
6. Q3 파트너 신규 보너스 프로그램

FY20 Q3 Korea Channel Partnership

총판: 동국시스템즈 (DKUNC) | 인성정보 | 신세계 I&C | 대원 CTS

#	Partner Name	Final FY20 Q3
1	Eden T & S Inc.	Platinum
2	FEELANET CO., LTD.	
3	LAN Oasis	
4	Uber Systems Co., Ltd.	
5	WITHX IT Co., Ltd.	
6	S NET SYSTEM INC	Gold
7	netKTI Co.Ltd.	
8	Comtec System Co., Ltd.	
9	BASE KOREA IC	
10	OPASNET	
11	Sejong ITL	
12	RIVER NETWORK CO., LTD.	Silver
13	**Connect Information**	
14	**Netsoul Tech**	
15	**Forelink**	
16	**SG co. Ltd**	
17	Network Leader. Co., Ltd	
18	UGENT	
19	Ability Systems Co., Ltd.	
20	aceNetpia	
21	AimToG Co.,Ltd	
22	Anacom Corperation Co., Ltd	
23	Apple si Co.,Ltd	
24	ASYS Co., Ltd.	
25	BAnT	
26	Innopia Technologies, Inc	
27	ITLOGIN	
28	KOREA INFO TECHNOLOGIES TELESIS	
29	Tivoli C&C	

2. FY20 하반기 파트너 프로그램 업데이트

2H'FY20 PRfN Reseller Program Framework

	Networking Specializations	Technical Competencies	Membership Requirements
Back rebate 6% — aruba Solution Provider PLATINUM PARTNER	Networking: Wireless LAN **AND** Switching (Campus / DCN)	Location Services Solution; SD-Branch; ClearPass Policy Management; Central (New) **AND**	• 세일즈 매출액 (제품 + 서비스) (New) • 영업자격증 • 기술자격증
Back rebate 4% — aruba Solution Provider GOLD PARTNER			
Back rebate 2% — aruba Solution Provider SILVER PARTNER	Wireless LAN **OR** Switching (Campus / DCN)		
Back rebate 0% — aruba Solution Provider BUSINESS PARTNER	HPE Aruba Business Partner		

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

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

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

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

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 해당 Partnership Level 유지

3. 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.

4. 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

Depth

CAREER CERTIFICATIONS	MOBILITY	DESIGN	CLEARPASS	SWITCHING	EDGE
Expert	ACMX	ACDX	ACCX		ACEX
Professional	ACMP	ACDP	ACCP	ACSP	ACEP
Associate	ACMA	ACDA	ACCA	ACSA	ACEA

- 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
aruba CERTIFIED ACMA Mobility ASSOCIATE	▪ No prerequisites	▪ Aruba Mobility Fundamentals	ILT – 3 days VILT – 3 days WBT – 3 days	▪ HPE6-A70: Aruba Certified Mobility Associate Exam
aruba CERTIFIED ACMP Mobility PROFESSIONAL	• ACMA OR • Cisco – Wireless (CCNP)	▪ Implementing Aruba Mobility	ILT – 5 days VILT – 5 days WBT – 5 days	▪ HPE6-A71: Aruba Certified Mobility Professional Exam
aruba CERTIFIED ACMX Mobility EXPERT	▪ 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

- 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
aruba CERTIFIED ACDA Design ASSOCIATE	▪ No prerequisites	• Aruba Design Fundamentals	ILT – 3 days VILT – 3 days	▪ HPE6-A66: Aruba Certified Design Associate Exam
aruba CERTIFIED ACDP Design PROFESSIONAL	• 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
aruba CERTIFIED ACDX Design EXPERT	• 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
aruba CERTIFIED ACCA ClearPass ASSOCIATE	▪ No prerequisites	▪ Aruba ClearPass Fundamentals ▪ Aruba ClearPass Essentials	ILT – 3 days VILT – 3 days ILT – 5 days VILT – 5 days	▪ HPE6-A67: Aruba Certified ClearPass Associate Exam
aruba CERTIFIED ACCP ClearPass PROFESSIONAL	▪ 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
aruba CERTIFIED ACCX ClearPass EXPERT	▪ 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
aruba CERTIFIED ACSA Switching ASSOCIATE	▪ 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)**
aruba CERTIFIED ACSP Switching PROFESSIONAL	▪ ACSA OR • Cisco – Routing & Switching (CCNP)	▪ 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)
	OR • *HP ASE – FlexNetwork, HPE ASE – Data Center Network*			• *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
aruba CERTIFIED EDGE ASSOCIATE	▪ 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
aruba CERTIFIED EDGE PROFESSIONAL	▪ 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
aruba CERTIFIED EDGE EXPERT	▪ 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
aruba CERTIFIED ALSS Location Services PRODUCT SPECIALIST	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
aruba CERTIFIED ACCA ClearPass ASSOCIATE	▪ No prerequisites	▪ Aruba ClearPass Fundamentals ▪ Aruba ClearPass Essentials	ILT/ VILT – 3 days ILT/ VILT – 5 days	▪ HPE6-A67: Aruba Certified ClearPass Associate Exam
aruba CERTIFIED ACCP ClearPass PROFESSIONAL	▪ ACCA	▪ Implementing Aruba ClearPass ▪ Aruba ClearPass Essentials	ILT/ VILT – 3 days ILT/ VILT – 5 days	▪ HPE6-A68: Aruba Certified ClearPass Professional Exam
aruba CERTIFIED ACCX ClearPass EXPERT	▪ 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	

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

FY20 Program Timeline

Q1'FY20			Q2'FY20			Q3'FY20			Q4'FY20			Q1'FY21		
Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	**Jul**	Aug	**Sep**	Oct	Nov	Dec	

- Profiling for Q2'FY20
- Profiling for Q3'FY20
- Profiling for Q4'FY20
- Profiling for Q1'FY21
- FY21 Partner Transition period
- Start of FY21 PRfN Program

To Attain or Maintain Membership for FY21, partners will have to comply with FY20 Program requirement:

- **Rolling 4Q Revenue Threshold (Q4'FY19 to Q3'FY20) by 31st July 2020**
- **Certification Requirement by 30th September 2020**
  (Technical certifications expiring on/after 1st November 2020 will be accepted for FY21 membership)

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5. 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

6. Q3 파트너 신규 보너스 프로그램

2. Q3'FY20 Reseller Sales Reward Promotion

Objectives

– To Reward Partners for the Sell-Through of Aruba Focus Products.

- Cloud Solutions, 6300/6200 Switches, WiFi 6 AP, UXI 에 집중해주세요!
- 해당 제품 판매시, 파트너 영업사원에게 지급됩니다.

HPE Engage & Grow Platform

SELL-THROUGH OF	ELIGIBLE PRODUCTS	PROGRAM METRIC & PARTNER SALES REWARD	PAYOUT
CLOUD – SD-Branch	**Gateway subscription (3 year or more)** **Foundation / Advanced / Security** **9000-series Gateway**	Up To **300 points/USD** for * 단일 건으로 최소 1 Gateway + 10 ea x 3년 subscription or more	8월 지급
AX – WiFi 6 / 802.11AX Access Points	**AP504 / 505 / 505H** **AP535/555** **AP518** **AP574 / 575 / 577**	Up To **250 points/USD** per customer win * 단일 건으로 최소 20대 이상 판매시	
CX – 6200 & 6300M/F Switches	**CX6200** **CX6300M/F**	**CX6200**: Up To **150 points/USD** per unit **CX6300M/F**: Up To **250 points/USD** per unit * 고객사당 최대 4대까지 누적 적용	
UX – User Experience Insight (UXI)**	**Sensor + Subscription**	Up to **150 points/USD** per customer win * 단일건으로 최소 5개 센서와 subscription 판매시	

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Thank You

Q&A

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