

aruba

a Hewlett Packard
Enterprise company

FY21 Aruba 채널정책 안내

August, 2021
Aruba Korea Channel Team



Agenda

01

Overview

Slide 3

02

Partner Ready for Networking Overview

Slide 6

- Program Requirement
- Rebates Structure
- Technology Competencies
- Program Timeline
- Not-For-Resale (NFR) Overview

Slide 11

Slide 13

Slide 14

Slide 20

Slide 21

03

Aruba Sales & Technical Certification

Slide 27

04

Aruba Technical Training

Slide 38

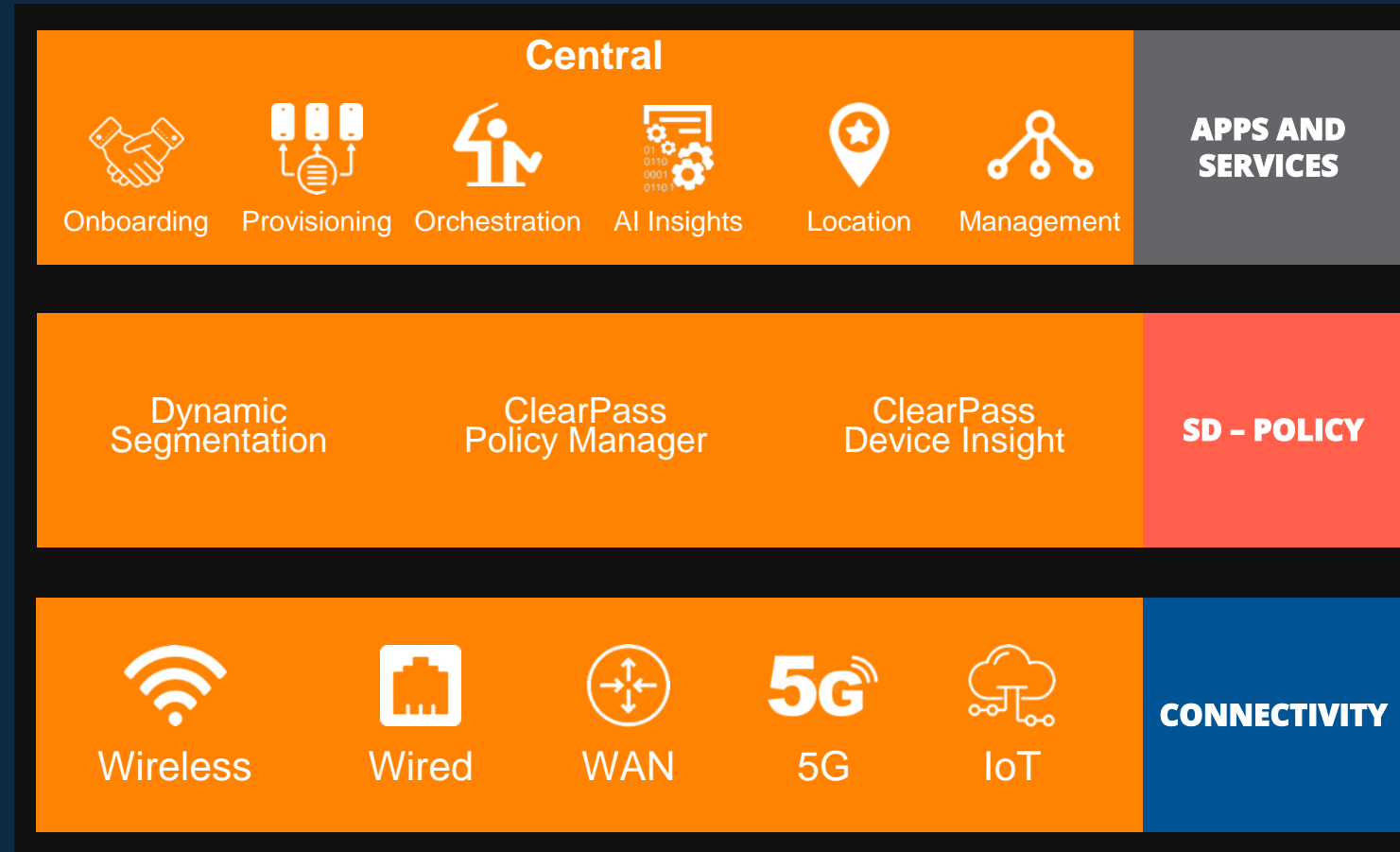
05

FY21Q4 Sales Rewards(Partner/End-user)

Slide 44



THE ARUBA Edge Services Platform Architecture



Aruba ESP as-a-Service



SaaS

As-a-Service subscription offers for software with services, in the cloud and on-premises

Simplifies access to network management



NaaS

Holistic Network as-a-Service lifecycle solutions combining hardware, software, and services

Accelerates every step in network utilization



Financial Services

Flexible payment solutions for network financing and secure asset management

Accelerates budget benefits and unlocks sunk-cost value

Activate your edge with as-a-Service financial and consumption flexibility to improve Ease, Speed, and Value



FY21Q3 Aruba Partnership



동국시스템즈

인성정보

신세계아이앤씨



웨스트콘 코리아



위버시스템즈

필라넷

랜오아시스

위덱스

이든티엔에스



에스넷시스템즈

오파스넷

비에이엔티

베이스코리아아이씨

콤텍시스템

애플씨

세종아이티엘

동덕씨앤씨

넷케이티아이

베이넥스

원츠넷



에이시스

어빌리티시스템즈

에임투지

티볼리씨앤씨

네티어시스템즈

한국아이티진흥

이노피아테크놀로지스

리버네트워크

커넥트정보통신

넷솔테크

에스지

포어링크

피앤지텍

케이엠넷

넥스트티엔

씨엠티통신

이원시스템

포스아이

케이투시스템즈

대흥정보기술

싸이버테크



Partner Ready for Networking Overview

PRfN Portal – Get Ready for FY21!

페이지 접속 방법 :

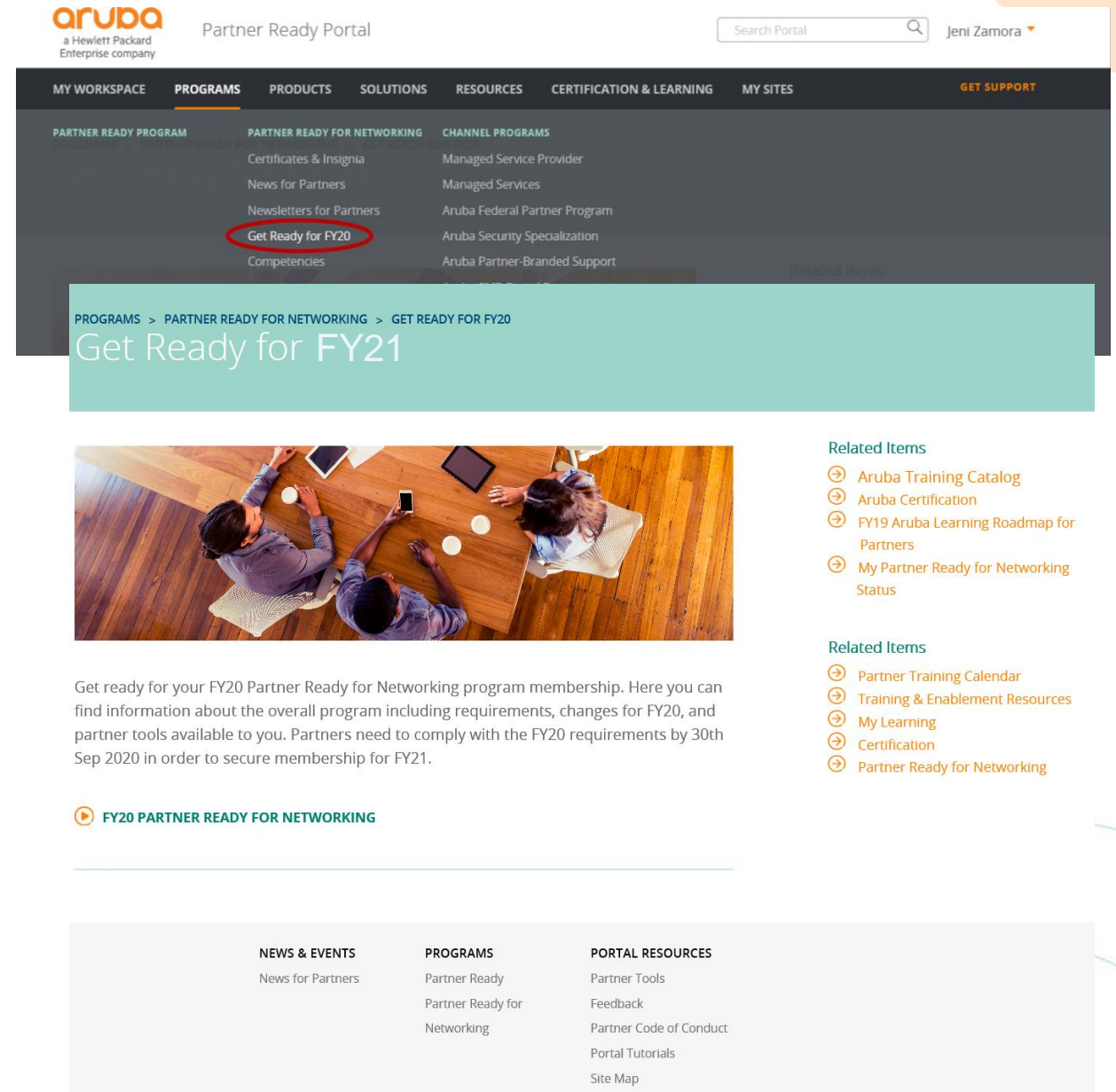
1. Log into PRfN Portal

<https://partner.hpe.com/aruba>

2. 톨 바위에 – “프로그램”

3. “Get Ready for FY21” 클릭

<https://partner.hpe.com/group/upp-aruba/get-ready-for-fy21>



The screenshot shows the Aruba Partner Ready Portal interface. At the top, the Aruba logo is on the left, and the text 'Partner Ready Portal' is on the right. A search bar and the user name 'Jeni Zamora' are also visible. The main navigation menu includes 'MY WORKSPACE', 'PROGRAMS', 'PRODUCTS', 'SOLUTIONS', 'RESOURCES', 'CERTIFICATION & LEARNING', 'MY SITES', and 'GET SUPPORT'. Under the 'PROGRAMS' menu, there are three columns: 'PARTNER READY PROGRAM', 'PARTNER READY FOR NETWORKING', and 'CHANNEL PROGRAMS'. In the 'PARTNER READY FOR NETWORKING' column, the link 'Get Ready for FY20' is circled in red. Below the navigation menu, a breadcrumb trail reads 'PROGRAMS > PARTNER READY FOR NETWORKING > GET READY FOR FY20'. The main content area features a large teal banner with the text 'Get Ready for FY21'. Below the banner is a photograph of four people sitting around a wooden table, looking at their devices. To the right of the photo is a 'Related Items' section with five links: 'Aruba Training Catalog', 'Aruba Certification', 'FY19 Aruba Learning Roadmap for Partners', 'My Partner Ready for Networking Status', and 'Partner Training Calendar'. Below this is another 'Related Items' section with four links: 'Training & Enablement Resources', 'My Learning', 'Certification', and 'Partner Ready for Networking'. At the bottom of the page, there is a 'FY20 PARTNER READY FOR NETWORKING' section with a play button icon. The footer contains three columns: 'NEWS & EVENTS' (with 'News for Partners'), 'PROGRAMS' (with 'Partner Ready', 'Partner Ready for Networking'), and 'PORTAL RESOURCES' (with 'Partner Tools', 'Feedback', 'Partner Code of Conduct', 'Portal Tutorials', 'Site Map').

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Partner Ready Portal

Search Portal Jeni Zamora


MY WORKSPACE PROGRAMS PRODUCTS SOLUTIONS RESOURCES CERTIFICATION & LEARNING MY SITES GET SUPPORT

PARTNER READY PROGRAM PARTNER READY FOR NETWORKING CHANNEL PROGRAMS

Certificates & Insignia Managed Service Provider
News for Partners Managed Services
Newsletters for Partners Aruba Federal Partner Program
Get Ready for FY20 Aruba Security Specialization
Competencies Aruba Partner-Branded Support

PROGRAMS > PARTNER READY FOR NETWORKING > GET READY FOR FY20

Get Ready for FY21



Related Items

- Aruba Training Catalog
- Aruba Certification
- FY19 Aruba Learning Roadmap for Partners
- My Partner Ready for Networking Status

Related Items

- Partner Training Calendar
- Training & Enablement Resources
- My Learning
- Certification
- Partner Ready for Networking

Get ready for your FY20 Partner Ready for Networking program membership. Here you can find information about the overall program including requirements, changes for FY20, and partner tools available to you. Partners need to comply with the FY20 requirements by 30th Sep 2020 in order to secure membership for FY21.

FY20 PARTNER READY FOR NETWORKING

NEWS & EVENTS
News for Partners

PROGRAMS
Partner Ready
Partner Ready for Networking

PORTAL RESOURCES
Partner Tools
Feedback
Partner Code of Conduct
Portal Tutorials
Site Map



Silver-Peak Partner Portal

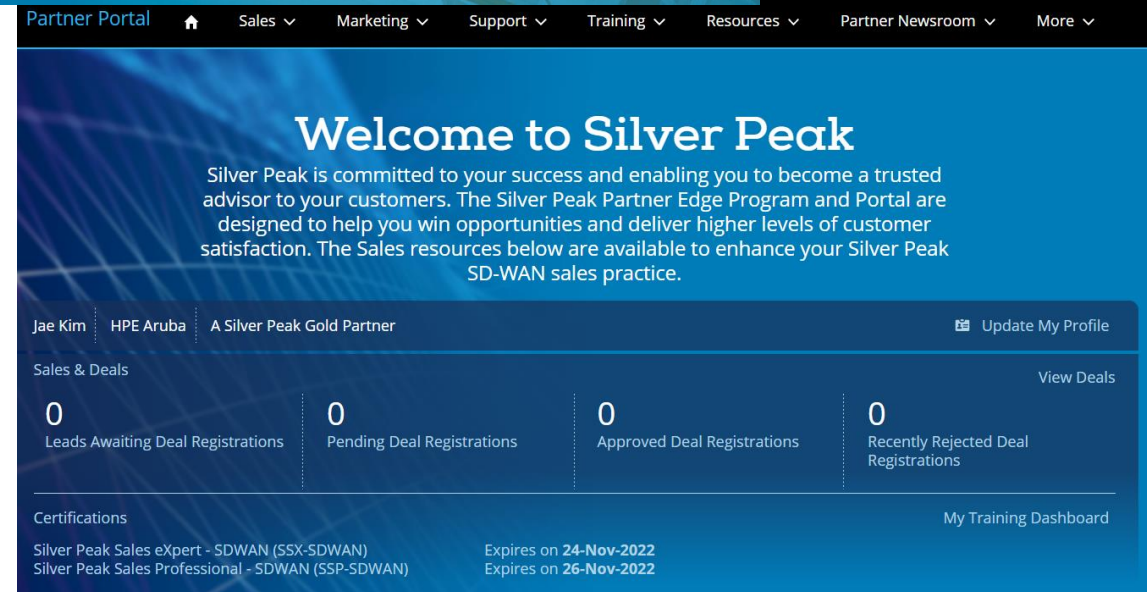
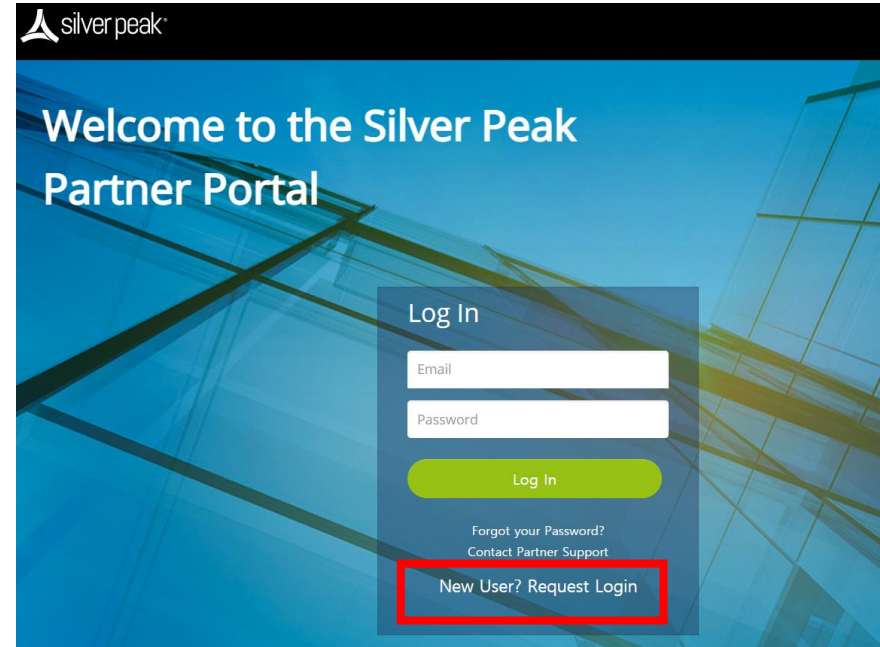
페이지 접속 방법 :

1. Silver-Peak Partner Portal Registration

https://partners.silver-peak.com/partnerhub/PC_PartnerLogin

2. Partner Portal 가입 후, 하기 서류 준비

- 1) 영문재무제표
- 2) Westcon Korea 파트너 등록 양식(별도 양식 필요)



FY21 HPE Aruba Product Lines (PL)

PRODUCT CATEGORY	PRODUCT LINES	DESCRIPTION	PRODUCTS INCLUDE
WIRELESS and SOFTWARE	VL	Aruba WLAN	Aruba WLAN APs, 72xx Controllers/GW
	FA	SD-Branch HW	Aruba SD-WAN HW, GW, 70xx, 90xx
	N6	Cloud Mngt, SaaS SW	Aruba Central, NetInsight, F/A SaaS, COP
	PV	Airwave & On Prem, Non SaaS	Airwave, WLAN on Prem, ALE
	L3	Aruba Security Products	Clearpass HW, SW and Subscriptions, Introspect
	VN	Location Based Products	Location Based Services Meridian HW, SW, Subscriptions
	PW	User Exp	User Experience Insight (UXI)
	6H	SD-Branch SaaS	Aruba SD-WAN SW
WIRED (SWITCHING & ROUTING)	35	Aruba Branded Access	Access, Netedit, Accessories
	WB	Campus AOS-CX	6xxx Switches, Accessories
	NV	Core/Agg/DCN AOS-CX	83xx/84xx Modular/Fixed, Accessories
	I6	Transceivers, Cables	Transceivers 1G, <10G, >=10G, non H3C only, Cables/connectivity
LEGACY SWITCHING	NT	H3C DCN OEM	H3C sourced DCN Switches, Access. & >10G Transceivers, IMC
	34	FlexNetwork	H3C sourced Campus Switches, Access. & 10G <Transceive
	I7	Routing	Core, MSR, Accessories, UC&C
INSTANT ON	I5	Instant On Wired	Smart Managed, Unmanaged Switching
	3P	Instant On Wireless	Volume, transactional WLAN products



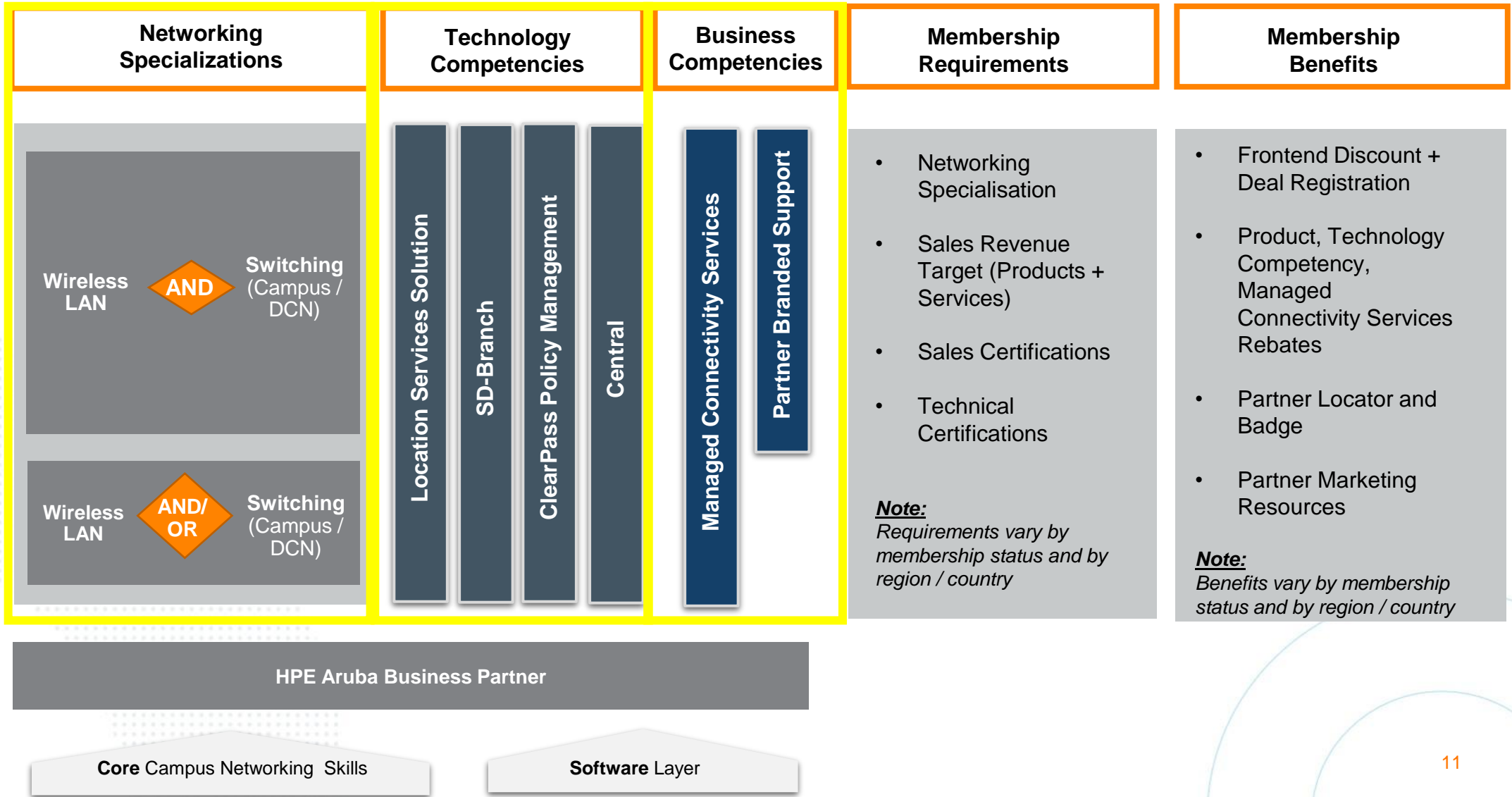
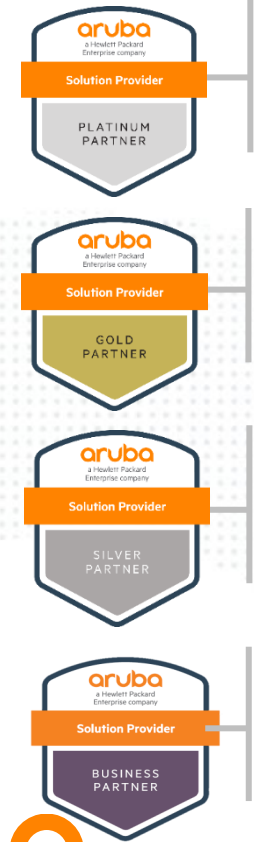
FY21 HPE Aruba Services Products Lines (PL)

PRODUCT CATEGORY	PRODUCT LINES	DESCRIPTION	PRODUCTS INCLUDE
SERVICES	L5	Aruba Campus, Agg Core Switching Services	Aruba focused Campus Switching Services
	L7	Aruba DC Switching Services	DC Services
	VR	Aruba WLAN Services	Services for AP & Controllers
	L5	Aruba Cloud & Network Mngt Services - SaaS	Cloud & Network Management Services, Airwave Support Services
	L4	Aruba Security Services	Security Services
	V3	Aruba Cloud & Network Mngt Services – Non SaaS	Non SaaS Cloud & Network Management Services, Airwave Support Services, Cape, On Prem
	L6	Aruba High Touch Services	High Touch Professional services, Non Greenlake Intelligent Ops, CEM, Non Greenlake MS



FY21 Partner Ready for Networking Program Framework

Tiered Program



FY21 Partner Ready for Networking Program



Networking Wireless LAN **AND** Switching



Networking Wireless LAN **AND** Switching




Networking Wireless LAN **AND/OR** Switching

KOREA		
ANNUAL REV	SALES CERTS	TECHNICAL CERTS
US\$1.5M	4	2 ACMP + 1 ACMX/DX/SX* + 2 ACSP + 1 ACDP/ACSP/ADCNS 6 total certs / 4 people <i>**ACSX will be made available soon</i>
US\$600K	3	2 ACMP + 1 ACSP + 1 ACDP/ACSP/ADCNS 4 total certs / 3 people
US\$150K	2	1 ACMP or 1 ACSA/ACDA/ADCNS 1 cert, 1 person

- **Annual revenue** with 4 rolling quarters' sell-through must be achieved by 31st July 2021. All Networking certifications must be completed by 30th September 2021 to enter FY22 Partner Ready for Networking Program.
- **Sales certification** – all Aruba Sales certs will have 2 year expiration and individuals need to recertify
- **Technical certification** – all Aruba tech certs – Associate, Professional and Expert – will have 3 year expiration and individuals need to recertify.
- **ADCNS (Product certification)** will have 2 year expiration and individuals need to recertify.
- Only Certifications expiring on/after 1st November 2021 will be accepted for FY22 membership



Predictable Rebate Structure For *Korea*

Aruba Membership	Product Categories	Eligible Aruba Product Lines	Rebates %	Managed Connectivity Services Rebate % (family of GreenLake)
Platinum 	Wireless and Software	VL, N6, PV, L3, VN, PW, FA, 6H	6%	11% • 최소 100K 달러의 Managed Connectivity Service 딜에 대해 하드웨어 및 소프트웨어에 적용되는 최대 리베이트 비율(%)입니다. • 본 리베이트는 파트너십에 따른 리베이트와 중첩되지 않습니다.
	Aruba Switching	35, NV, WB, I6		
	Legacy Switching	NT, 34, I7	4%	
Gold 	Wireless and Software	VL, N6, PV, L3, VN, PW, FA, 6H	4%	
	Aruba Switching	35, NV, WB, I6	3%	
	Legacy Switching	NT, 34, I7		
Silver 	Wireless and Software	VL, N6, PV, L3, VN, PW, FA, 6H	2%	
	Aruba Switching	35, NV, WB, I6		
	Legacy Switching	NT, 34, I7	2%	

- Based on Specialisations earned in FY20
 - Platinum and Gold partners are on both specialisations; Silver partners depend on the specialisation(s) attained
 - PL I5 & 3P Instant On portfolio are excluded from rebate computation.
- Rebate payment applies to net sell-out performance for each financial quarter.
- M15R, M04, M72B, M72G, M79, M79BR are included in performance but excluded from rebate



Partner Ready for Networking Competencies

- *Solution competency 프로그램은 단지, HPE Aruba Platinum/Gold/Silver 파트너십을 가진 파트너사만 가능*
- *Competency 자격증 요건이 완료되면, ClearPass, Location Services, SD-Branch & Central 에 대한 추가 리베이트가 제공*
- *리베이트 지급은 획득한 역량에 따라 판매된 적격 SKU의 순 판매 실적에 적용*
- *현재로서는 SD-Branch/Central에 대한 인증 시험이 없습니다. FY20 회계연도에 언제라도 완료되는 영업 및 기술 교육은 FY21(2년)까지 유효합니다. 시험이 있을 때 파트너에게 계속 공지 예정*



Central

Cloud platform for network management services and business insights

Sales Qualification
2 x Selling Aruba Central in Mid-Market

Technical Training
2 x Managing Campus Networks with Aruba Central Rev. 21.11





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



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 management of everything within a branch location



ClearPass

Role and device- based network access control


Sales Qualification
2 x ClearPass Sales Training

Technical Certification
1 ACCX or 2 ACCP





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



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

Benefits:

- Add additional value for your customers
- Back-end incentives
- Brand logos

New version released

Predictable Rebate Structure – Go The Extra Miles! For *Solutions Competency* (additional incentive)

Solutions Competency	Product Categories	Eligible Aruba Product Lines	ALL APAC Countries
ClearPass	Software	L3	10%
		(ClearPass SKU)	
Location Based Services	Software	VN	10%
		(Meridian SKU)	
SD-Branch	Software	6H	10%
		(Gateway Software SKU)	
Central	Software	N6	10%
		(Central Subscription SKU)	

Eligible SKUs for Solutions Competency payout:



Microsoft Excel
Worksheet

- 파트너는 Competency 리베이트를 받기 위해 관련 교육 또는 인증을 획득해야 합니다.
- Competency 리베이트는 각 Competency와 관련된 적격 SKU에 대해 지급됩니다.
- Competency에 대한 리베이트는 파트너십 리베이트 외에 추가로 지급됩니다.
- 솔루션 Competency는 **Aruba Platinum/Gold/Silver 파트너에게만** 제공됩니다. 최소한 Aruba Silver 멤버십을 유지하지 못하는 파트너는 Competency 배지와 혜택을 받지 못합니다
- SD-Branch와 Central Capacity를 모두 보유한 파트너는 Central Subscription SKU에서 한 번만 지급됩니다.
- M15R, M04, M72B, M72G, M79, M79BR은 실적에 포함되지만 **리베이트에서 제외**됩니다.



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 Switch = \$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 Services = \$30,000 Total Sell-Through = \$330,000	\$17,000 (\$250,000 x 6%) + (\$50,000 x 4%) (Services are excluded from Rebates Payout)

Note:

- Aruba PL – VL, N6, PV, L3, VN, PW, FA, 6H, 35, NV, WB, I6
- Legacy Switching PL – NT, 34, I7
- PL I5 & 3P Instant On portfolio are excluded from rebate computation
- Rebate payment applies to net sell-out performance for each financial quarter.
- M15R, M04, M72B, M72G, M79, M79BR are included in performance but excluded from rebate



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 Location Services & 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 Location Services = \$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 Location Services = \$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%)

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



Predictable Rebate Structure

Illustration 3

Membership	Scenarios	A. Reseller has SD Branch Competency, they earn rebate amount	B. Reseller has Central Competency, they earn rebate amount	C. Reseller has both SD Branch & Central Competencies, they earn rebate amount
Platinum	AP/Controller/Aruba Switch = \$150,000 Central = \$50,000 Total Sell-Through = \$200,000	\$12,000 (\$200,000 x 6%) <i>(No Rebates paid on Central as it is not sold with a Gateway)</i>	\$17,000 (\$200,000 x 6%) + (\$50,000 x 10%) <i>(Rebates paid on Central)</i>	\$17,000 (\$200,000 x 6%) + (\$50,000 x 10%) <i>(Rebates paid on Central)</i>
	AP/Controller/Aruba Switch = \$150,000 Central = \$50,000 Gateway= \$50,000 Total Sell-Through = \$250,000	\$25,000 (\$250,000 x 6%) + (\$100,000 x 10%) <i>(Rebates paid on Central & Gateway)</i>	\$20,000 (\$250,000 x 6%) + (\$50,000 x 10%) <i>(Rebates paid on Central)</i>	\$25,000 (\$250,000 x 6%) + (\$100,000 x 10%) <i>(Rebates paid on Gateway & Central once*)</i>

*A partner who holds both SD-Branch competency and Central Competency, will only be paid once on Central Subscription SKUs



Predictable Rebate Structure

Illustration 4: Only applicable to Managed Connectivity Service (family of GreenLake) deals

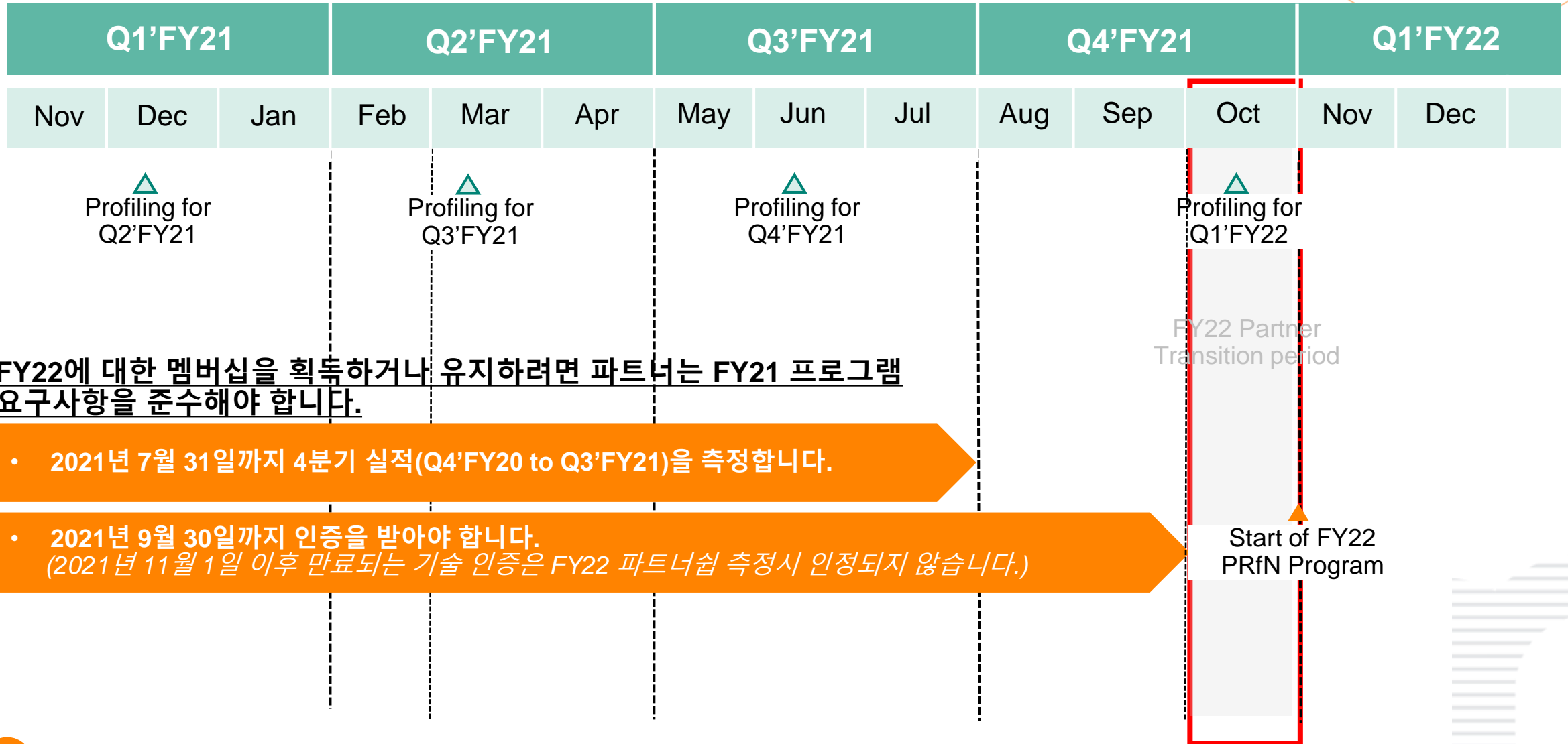
Membership	Scenarios	A. Compensation for Managed Connectivity Services <i>(assuming an Aruba *Gold* partner)</i>	B. Compensation for Non-Managed Connectivity Services or Pure Resale <i>(assuming an Aruba *Gold* partner)</i>
Platinum / Gold / Silver	Total Managed Connectivity Service = \$200,000 (BOM contains AP/Controller/Aruba Switch/Central/ClearPass = \$150,000)	<p style="text-align: center;">\$16,500 (\$150,000 x 11%)</p> <ul style="list-style-type: none"> Maximum rebate applied on eligible hardware and software for MCS deal of at least US\$100K. Not stackable with medallion rebates. 	<p style="text-align: center;">\$6,000 (\$150,000 x 4%)</p>

Note:

- Managed Connectivity Services (family of GreenLake) must be at least US\$100K. All SOW and Deliverables must be approved, duly signed and accepted by all relevant parties. Please refer to Managed Connectivity Services program guide for more information
- Managed Connectivity Services Rebates are offered to only Aruba Platinum/Gold/Silver partners
- Reach out to your local Aruba PBM for more information on Managed Connectivity Services
- Rebates are paid on the eligible hardware and software only (services are excluded)



FY21 Program Timeline



Aruba Not For Resale Demo Equipment (NFR)

- Attractive Discount for both hardware and software
- Ideal for equipping demo centers or labs for POC testing/evaluation, training and trouble-shooting
- Covers latest Aruba products and solutions
- Check out more details with Aruba PBM



HPE Aruba NFR – Program Overview

▪ 프로그램 내용

- HPE Aruba NFR 프로그램은 파트너 사전 승인 리셀러에게 시연 목적으로 구입한 제품과 소프트웨어에 대해 적극적인 사전 승인 할인을 제공합니다. 총판 및 파트너는 이 장비를 POC 테스트, 교육 및 문제 해결에 사용할 수 있습니다.

▪ 프로그램 목표

- 더 많은 파트너가 자체 데모 센터 및 랩에 Aruba 장비를 배치할 수 있도록 지원합니다.
- 더 많은 파트너가 Aruba 솔루션을 평가할 수 있도록 고객에게 데모를 제공하고 교육 목적으로 사용합니다.
- 이를 공격적인 가격대에 제공하기 위해 파트너는 이를 승인합니다. 그러나 파트너는 여전히 인식된 가치와 사용량을 극대화하기 위해 적은 투자금을 지불해야 합니다.

▪ NFR 가격 승인이 가능한 파트너쉽 :

- Aruba 총판사
- Aruba Platinum, Gold and Silver Networking 파트너사; Managed Service Providers (MSP)

▪ Terms and Conditions:

- 12개월 이내에 재판매할 수 없습니다.
- 사전 계획이 CAM 및 FMM에 제출되고 승인을 받은 경우 NFR 장비는 MDF(Non-Marketing/Sales Enablement 부분에 따라)로 자금을 지원 받을 수 있습니다.
- 1년 내 최대 NFR 구매는 \$25,000 Net입니다. 더 필요한 경우 APJ 팀의 예외 승인이 필요합니다.
- 당사는 게시된 약관을 준수하지 않는 할인을 회수할 권리를 보유합니다.



ENTERPRISE – Aruba NFR Demo Pre-Approved Discount

- Following are the NFR program discount off HPE Aruba List Price:

PRODUCT CATEGORY	ELIGIBLE PRODUCT LINES	ELIGIBLE PRODUCTS	DISCOUNT (For DISTRIBUTOR and T1)
Aruba Hardware and Software	35	Aruba Branded Access Switches	75%
	WB	Aruba AOS-CX 6xxx-Series Switches	
	NV	Aruba AOS-CX 8xxx Series Switches	
	I6	Transceivers and Cable	
	VL	802.11AX / WiFi 6 Access Points, Controller	
	FA	SD-Branch HW, Gateway 70xx, 90xx	
	N6	JY925AAE – Aruba Central DM 1 Token 1y Sub E-STU JY926AAE – Aruba Central DM 1 Token 3y Sub E-STU JY927AAE – Aruba Central DM 1 Token 5y Sub E-STU	
	PV, L3, VN, 6H, PW	Other Aruba Hardware and Appliances	
All Other Aruba Software	N6	Aruba Cloud Management and SaaS Software	80%
	PV	Airwave & On Prem, Non SaaS	
	L3	Aruba Security Products	
	VN	Location Based Products	
	6H	SD-Branch SaaS	
	PW	User Experience Insight	



SMB – Aruba NFR Demo Promotion Pre-Approved Discount

- Following are the NFR program discount off HPE Aruba List Price:

PRODUCT CATEGORY	ELIGIBLE PRODUCT LINE	ELIGIBLE PRODUCTS & DESCRIPTIONS	DISCOUNT (For DISTRIBUTOR Only)
Aruba Instant On Wired Hardware	15	JL682A – Aruba ION 1930 24G 4SFP+ Switch	40%
		JL683A – Aruba ION 1930 24G 4SFP+ 195W Switch	
		JL684A – Aruba ION 1930 24G 4SFP+ 370W Switch	
		JL685A – Aruba ION 1930 48G 4SFP+ Switch	
		JL686A – Aruba ION 1930 48G 4SFP+ 370W Switch	



Recommended NFR Kit for Key Solutions

CX Switching evaluation kit

Part Number	PL	Product Description	Qty	Discount
JL660A	WB	Aruba 6300M 24SR5 CL6 PoE 4SFP56 Switch	1	75%
JL670A	WB	Aruba X372 54VDC 1600W Power Supply	1	75%

WIFI 6 (11AX) evaluation kit

Part Number	PL	Product Description	Qty	Discount
Q9H62A	VL	Aruba AP-515 (RW) Unified AP	2	75%
JW735A	VL	Aruba 7205 (RW) Controller	1	75%

USER EXPERIENCE INSIGHT (UX) evaluation kit

Part Number	PL	Product Description	Qty	Discount
R3R67A / R3S69A	PW	Aruba UXI Sensor 802.11ac Ethernet / Ethernet with LTE	2	75%
R4W98AAE	PW	Aruba 3yr Cloud Subscription E-STU	2	80%
R4X01AAE	PW	Aruba 3yr UXI Sensor LTE Subscription E-STU	2	80%

SD-BRANCH evaluation kit

Part Number	PL	Product Description	Qty	Discount
R1B21A	FA	Aruba 9004 (RW) Gateway	1	75%
JZ125AAE	6H	Aruba 7/90xx Gtwy Fnd Base 3yr Sub E-STU	1	80%
R4E04AAE	6H	Aruba 90xx GW ASec 3yr Sub E-STU	1	80%
JL724A	WB	Aruba 6200F 24G 4SFP+ Switch (to include Power Cord)	1	75%
JZ320A	VL	Aruba AP-303 (RW) Unified AP (to include Power Cord)	1	75%
JY926AAE	N6	Aruba Central DM 1 Token 3y Sub E-STU	2	75%

CLEARPASS evaluation kit

Part Number	PL	Product Description	Qty	Discount
JZ399AAE	L3	Aruba ClearPass Cx000V VM Appl E-LTU (Virtual Policy Manager)	1	80%
JZ409AAE	L3	Aruba ClearPass NL AC 100 CE 1yr E-STU (Access Sub- 1 yr)	1	80%
JZ445AAE	L3	Aruba ClearPass NL OB 100 USR 1yr E-STU (Onboard Sub- 1 yr)	1	80%
JZ481AAE	L3	Aruba ClearPass NL OG 100 EP 1yr E-STU (OnGuard Sub- 1 yr)	1	80%



Aruba Rental Service from IT Desk

회사명	(주)아이티데스크 (ITDesk Co., Ltd.)
주소	(우)135-080 서울특별시 영등포구 양평동5가 우림라이온스밸리 B동 6층
담당자 연락처	권대훈 차장 010-9541-0507 renny@itdesk.co.kr
팩스	(02) 2137-2490

명	내역	발주수량
JW735A	Aruba 7205 (RW) 2-port 10GBASE-X (SFP+) Controller	1
JW678A	Aruba 7010 (RW) 16p 150W PoE+ 10/100/1000BASE-T 1G BASE-X SFP 32 AP and 2K Clients Controller	1
JW123A	PC-AC-KOR Korea AC Power Cord	2
R2H28A	Aruba AP-505 (RW) Unified AP	1
Q9H62A	Aruba AP-515 (RW) Unified AP	1
R4H17A	Aruba AP-575 (RW) Outdoor 11ax AP	1
R4H22A	Aruba AP-577 (RW) Outdoor 11ax AP	1
JL261A	Aruba 2930F 24G PoE+ 4SFP Switch	1
JL725A	Aruba 6200F 24G Class4 PoE 4SFP+ 370W Switch	1
J9150D	Aruba 10G SFP+ LC SR 300m MMF Transceiver	1
J8177D	Aruba 1G SFP RJ45 T 100m Cat5e Transceiver	1
JL563A	Aruba 10GBASE-T SFP+ RJ45 30m Cat6A Transceiver	1
J4858D	Aruba 1G SFP LC SX 500m MMF Transceiver	1
JL660A	Aruba 6300M 24SR5 CL6 PoE 4SFP56 Switch	1
JL086A	Aruba X372 54VDC 680W Power Supply	1
JL484A	Aruba 25G SFP28 LC SR 100m MMF Transceiver	1
JL563A	Aruba 10GBASE-T SFP+ RJ45 30m Cat6A Transceiver	1
J9150D	Aruba 10G SFP+ LC SR 300m MMF Transceiver	1
J8177D	Aruba 1G SFP RJ45 T 100m Cat5e Transceiver	1
R3R67A	Aruba UXI Sensor 802.11ac Ethernet	3
R4W97AAE	Aruba 1yr UXI Cloud Subscription E-STU	3
R3T90A		

Aruba Certifications

Career, Product and Sales Certification



ARUBA CAREER CERTIFICATIONS




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



- All Aruba Professional Certifications require the relevant Aruba Associate Certification as pre-requisite. No Professional certification will be awarded unless the pre-requisite criteria is also met.

- Aruba Career Certification is valid for three years from date achieved.




ARUBA CAREER CERTIFICATIONS - MOBILITY

Certification	Prerequisite Upgrade path	Supporting Course	Training Format - duration	Exam
	<ul style="list-style-type: none"> No prerequisites 	<ul style="list-style-type: none"> Aruba Mobility Fundamentals Aruba Mobility Fundamentals eLearning + Self-directed labs 	ILT – 3 days VILT – 3 days WBT – 2 days	<ul style="list-style-type: none"> HPE6-A70: Aruba Certified Mobility Associate Exam
	<ul style="list-style-type: none"> ACMA OR Cisco Wireless Certification: CCNP Wireless 	<ul style="list-style-type: none"> Implementing Aruba Mobility Implementing Aruba Mobility eLearning + Self-directed labs 	ILT – 5 days VILT – 5 days WBT – 4 days	<ul style="list-style-type: none"> HPE6-A71: Aruba Certified Mobility Professional Exam
	<ul style="list-style-type: none"> HPE6-A79: Aruba Certified Mobility Expert Practical Exam ACMP 	<ul style="list-style-type: none"> Aruba Advanced Mobility Troubleshooting & Solutions Aruba Advanced Mobility Troubleshooting and Solutions eLearning + Self-directed Labs 	ILT – 5 days WBT – 7 days	<ul style="list-style-type: none"> HPE0-A125P: Aruba Certified Mobility Expert Practical Exam <p>ACMX</p>

- All Aruba Professional Certifications require the relevant Aruba Associate Certification as pre-requisite.** No Professional certification will be awarded unless the pre-requisite criteria is also met.
- For 3rd party certification, please submit your copy of certification to clsupport.ap@hpe.com
- [Upgrade paths for Cisco Certification Holder](#)






ARUBA CAREER CERTIFICATIONS - DESIGN

Certification	Prerequisite Upgrade path	Supporting Course	Training Format - duration	Exam
	<ul style="list-style-type: none"> No prerequisites 	<ul style="list-style-type: none"> Aruba Design Fundamentals Aruba Design Fundamentals eLearning + Self-directed Labs 	ILT – 3 days VILT – 3 days WBT – 2 days	<ul style="list-style-type: none"> HPE6-A66: Aruba Certified Design Associate Exam
	<ul style="list-style-type: none"> ACDA OR Cisco Design Certification: CCDP 	<ul style="list-style-type: none"> Designing Aruba Solutions Designing Aruba Solutions eLearning + Self-directed Labs 	ILT – 5 days VILT – 5 days WBT – 4 days	<ul style="list-style-type: none"> HPE6-A47: Aruba Certified Design Professional Exam
	<ul style="list-style-type: none"> HPE6-A80: Aruba Certified Design Expert Written Exam ACDP 	<ul style="list-style-type: none"> Aruba Advanced Network Design & Solutions Aruba Advanced Network Design and Solutions eLearning + Self-directed labs 	ILT – 5 days WBT – 4 days	<ul style="list-style-type: none"> HPE0-A126P: Aruba Certified Design Expert Practical Exam <p>ACDX</p>



- All Aruba Professional Certifications require the relevant Aruba Associate Certification as pre-requisite. No Professional certification will be awarded unless the pre-requisite criteria is also met.
- For 3rd party certification, please submit your copy of certification to clsupport.ap@hpe.com
- [Upgrade paths for Cisco Certification Holder](#)




ARUBA CAREER CERTIFICATIONS - SWITCHING

Certification	Prerequisite Upgrade path	Supporting Course	Training Format - duration	Exam
	<ul style="list-style-type: none"> No prerequisites 	<ul style="list-style-type: none"> Aruba Switching Fundamental Aruba Switching Fundamentals eLearning + Self-directed labs 	<ul style="list-style-type: none"> ILT / VILT - 5 days WBT – 2 days 	<ul style="list-style-type: none"> HPE6-A72: HPE6-A72 – Aruba Certified Switching Associate Exam (Active on 6/2/2020)
	<ul style="list-style-type: none"> ACSA OR Cisco Switching Certification: CCNP Routing & Switching 	<ul style="list-style-type: none"> Implementing Aruba Switching Implementing Aruba Switching eLearning + Self-directed labs 	<ul style="list-style-type: none"> ILT / VILT – 5 days WBT – 5 days 	<ul style="list-style-type: none"> HPE6-A73 – Aruba Certified Switching Professional Exam
	<ul style="list-style-type: none"> Aruba Certified Switching Expert Written Exam HPE6-A69 	<ul style="list-style-type: none"> Aruba Advanced OS-CX Switching & Troubleshooting Solutions, Rev. 20.41 	<ul style="list-style-type: none"> VILT – 5 days 	<ul style="list-style-type: none"> Aruba Certified Switching Expert Practical Exam HPE4-A31



- All Aruba Professional Certifications require the relevant Aruba Associate Certification as pre-requisite. No Professional certification will be awarded unless the pre-requisite criteria is also met.
- For 3rd party certification, please submit your copy of certification to clsupport.ap@hpe.com
- [Upgrade paths for Cisco Certification Holder](#)


ARUBA COMPETENCY – CLEARPASS

TECHNICAL CERTIFICATIONS	Prerequisite Upgrade path	Supporting Course	Training Format - duration	Exam
	<ul style="list-style-type: none"> No prerequisites 	<ul style="list-style-type: none"> Aruba ClearPass Fundamentals Aruba ClearPass Fundamentals eLearning + Self-directed Labs 	<ul style="list-style-type: none"> ILT/ VILT – 3 days WBT – 2 days 	<ul style="list-style-type: none"> HPE6-A82: Aruba Certified ClearPass Associate Exam
	<ul style="list-style-type: none"> ACCA 	<ul style="list-style-type: none"> Implementing Aruba ClearPass Aruba ClearPass Fundamentals eLearning + Self-directed Labs 	<ul style="list-style-type: none"> ILT/ VILT – 3 days ILT/ VILT – 2 days WBT – 2 days 	<ul style="list-style-type: none"> HPE6-A68: Aruba Certified ClearPass Professional Exam
	<ul style="list-style-type: none"> HPE6-A81: Aruba Certified ClearPass Expert Written Exam ACCP 	<ul style="list-style-type: none"> Aruba Advanced ClearPass Troubleshooting & Solutions Aruba Advanced Network Design and Solutions eLearning + Self-directed labs 	<ul style="list-style-type: none"> ILT – 5 days WBT – 2 days 	<ul style="list-style-type: none"> HPE0-A127P: Aruba Certified Mobility Expert Practical Exam ACCP



- **All Aruba Professional Certifications require the relevant Aruba Associate Certification as pre-requisite.** No Professional certification will be awarded unless the pre-requisite criteria is also met.
- For 3rd party certification, please submit your copy of certification to clsupport.ap@hpe.com
- [Upgrade paths for Cisco Certification Holder](#)




ARUBA CAREER CERTIFICATIONS - SECURITY

Certification	Prerequisite Upgrade path	Supporting Course	Training Format - duration	Exam
	<ul style="list-style-type: none"> No prerequisites 	<ul style="list-style-type: none"> Aruba Network Security Fundamentals 	ILT / VILT - 4 days	HPE6-A78 - Aruba Certified Network Security Associate Exam

- **All Aruba Professional Certifications require the relevant Aruba Associate Certification as pre-requisite.**
No Professional certification will be awarded unless the pre-requisite criteria is also met.
- For 3rd party certification, please submit your copy of certification to clsupport.ap@hpe.com
- [Upgrade paths for Cisco Certification Holder](#)



ARUBA EDGE CERTIFICATIONS

Certification	Prerequisite	Recertification Path
	<ul style="list-style-type: none"> Learners holding at least three of four Aruba associate level certifications (ACMA, ACCA, ACDA, ACSA, ACNSA), are granted the Aruba Certified Edge Associate Certification. Achieving or recertifying the Aruba Edge certification automatically extends all of your active Associate level certifications. 	<ul style="list-style-type: none"> HPE6-A74: Aruba Certified Edge Associate Exam
	<ul style="list-style-type: none"> 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. 	<ul style="list-style-type: none"> HPE6-A75: Aruba Certified Edge Professional Exam
	<ul style="list-style-type: none"> 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. 	<ul style="list-style-type: none"> HPE6-A76: Aruba Certified Edge Expert Exam



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

ARUBA Training Center – Korea 소개



이름 : 이동현

소속 : Aruba Authorized Instructor

자격증 현황 :



- Aruba Training Center : 영우글로벌러닝 센터

주소 : 서울시 강남구 학동로 171 2층, 대표전화. 02-6004-7588 / 담당자 : 강효석 과장, 010-6249-7520

- FY21Q3 Training Schedule

과정 및 일정	정원	교육장	교육비용	관련링크
Aruba 유선초급과정 - Aruba OS-CX Switching Fundamentals, Rev. 20.21 2021.09.06 - 10(5days) 09:30 - 17:30	12명	영우글로벌러닝센터	KRW 2,300,000	http://www.ycampus.co.kr/edu/class.asp?ca1=A2&ca2=A225
Aruba 무선초급과정 - Aruba Mobility Fundamentals, Rev. 20.11 1차 2021.09.27 - 29(3days) 09:30 - 17:30	12명	영우글로벌러닝센터	KRW 1,800,000	http://www.ycampus.co.kr/edu/class.asp?ca1=A2&ca2=A225
Aruba 무선중급과정 - Implementing Aruba Mobility, Rev. 20.11 1차 2021.10.11 - 15(5days) 09:30 - 17:30	12명	영우글로벌러닝센터	KRW 2,500,000	http://www.ycampus.co.kr/edu/class.asp?ca1=A2&ca2=A225
Aruba 유선중급과정 - Implementing ArubaOS-CX Switching, Rev. 20.21 1차 2021.11.05 - 05(5days) 09:30 - 17:30	12명	영우글로벌러닝센터	KRW 2,300,000	http://www.ycampus.co.kr/edu/class.asp?ca1=A2&ca2=A225





SALES CERTIFICATIONS

SALES CERTIFICATION	Supporting Course	Training Format - duration	Exam
 <p>HPE Sales Certified - Aruba Products and Solutions</p>	<ul style="list-style-type: none"> • Selling Aruba Products and Solutions <i>*New</i> <p>2021 version downloadable course eBook in these languages: German, Korean, Castilian Spanish, Simplified Chinese, Japanese via link provided within the course.</p>	WBT – 5.5 Hours	<ul style="list-style-type: none"> • HPE2-W07: Selling Aruba Products and Solutions



Document

PRODUCT SPECIALIST CERTIFICATIONS

PRODUCT CERTIFICATIONS	Supporting Course	Training Format - duration	Exam
 <p>HPE Product Certified – Aruba Location Services Specialist</p>	<ul style="list-style-type: none"> ▪ Configuring Aruba Location Services <i>New version to launch late November 2020</i> 	ILT – 3 days VILT- 3 days	<ul style="list-style-type: none"> • HPE2-W04: Aruba Location Services Specialist Exam
 <p>HPE Product Certified – Aruba Data Center Network Specialist</p>	<ul style="list-style-type: none"> ▪ Configuring Data Center Networks with Aruba OS CX 	ILT – 3 days VILT- 3 days	<ul style="list-style-type: none"> • HPE2-W06: Aruba Data Center Networks Specialist Exam



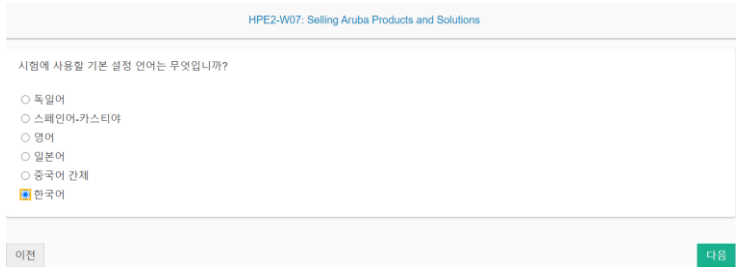
• Aruba Sales and Product certifications are valid for two years from date achieved.

SALES CERTIFICATIONS

SALES CERTIFICATION	Supporting Course	Training Format - duration	Exam
 <p>HPE Sales Certified - Aruba Products and Solutions</p>	<ul style="list-style-type: none"> • Selling Aruba Products and Solutions <p><i>*New</i></p> <p>2021 version downloadable course eBook in these languages: German, Korean, Castilian Spanish, Simplified Chinese, Japanese via link provided within the course.</p>	<p>WBT – 5.5 Hours</p>	<ul style="list-style-type: none"> • HPE2-W07: Selling Aruba Products and Solutions




Document



시험:
HPE2-W07: Selling Aruba Products and Solutions
[시험 규정 보기](#)

응시료*:
USD 120.00

언어:
 한국어



Organizations Need Flexibility



In order to benefit from the data explosion at the edge, organizations require flexibility.

Traditional refresh cycles are long, and slow, leaving organizations without the most updated technology. Customers are looking for flexible ways to consume, use, and pay for IT services, so they can make sure they always have the newest technology.

Networks are also getting more complex as more data is processed and collected at the edge, more IoT devices are connecting to the network, and more employees are using cloud applications. Flexible management addresses this requirement and simplifies the challenge of connecting and supporting users and devices across the globe.

Since users can connect to the network from anywhere at any time, it is essential the network offers flexible connectivity without introducing security vulnerabilities.

In the following pages, you will learn why flexible consumption, management and connectivity are required for a successful organization today.

데이터 급증의 이점을 활용하려면 유연성이 필요합니다. 기존 업데이트/교체 주기는 길고 느려서 조직에는 최신 기술이 없습니다. 고객은 IT 서비스를 소비, 사용 및 지불할 수 있는 유연한 방법을 찾고 있으므로 항상 최신 기술을 사용할 수 있습니다. 또한 가장자리에 더 많은 데이터가 처리 및 수집되고, 더 많은 IoT 장치가 네트워크에 연결되며, 더 많은 직원이 클라우드 애플리케이션을 사용함에 따라 네트워크도 점점 더 복잡해지고 있습니다.

Aruba Sales & Technical Training

Non-certification related courses



ARUBA SALES TRAININGS

Criteria	Training Name	Course	Format – duration	Exam
Security	ClearPass Sales Training	01128767: Selling Aruba ClearPass Security Solutions	WBT – 75 Mins	
SD Branch	Aruba SD-Branch Sales Training	01126181: Selling Aruba SD-Branch, Rev. 19.21	WBT – 1.5 Hour	
Location Services	Selling Aruba Location Services	Location Services Sales Training, Rev. 20.11 Course ID 0001133015	WBT – 1 Hour	
Central	Selling Aruba Central to the Mid Market	0001131522: Selling Aruba Central to the Mid Market	WBT – 1.5 Hour	No Exam Required
	Aruba Central MSP Dashboard Training	01095977: Aruba Central MSP Dashboard Overview	WBT – 1 Hour	
	Selling Aruba as-a-Service Solution	0001133806 Selling Aruba as-a-Service	WBT – 1 Hour	



• Web based Training is available for Aruba Channel Partners in [SABA](#).

ARUBA TECHNICAL TRAININGS

Criteria	Supporting course	Training Format - duration	Exam
• <u>Aruba Central</u>	• Managing Campus Networks with Aruba Central 21.11 (USD 1,800)	ILT – 2 days VILT – 2 days	
• <u>Aruba SD Branch</u>	• Configuring Aruba SD Branch (USD 1,800)	ILT – 3 days VILT – 3 days	

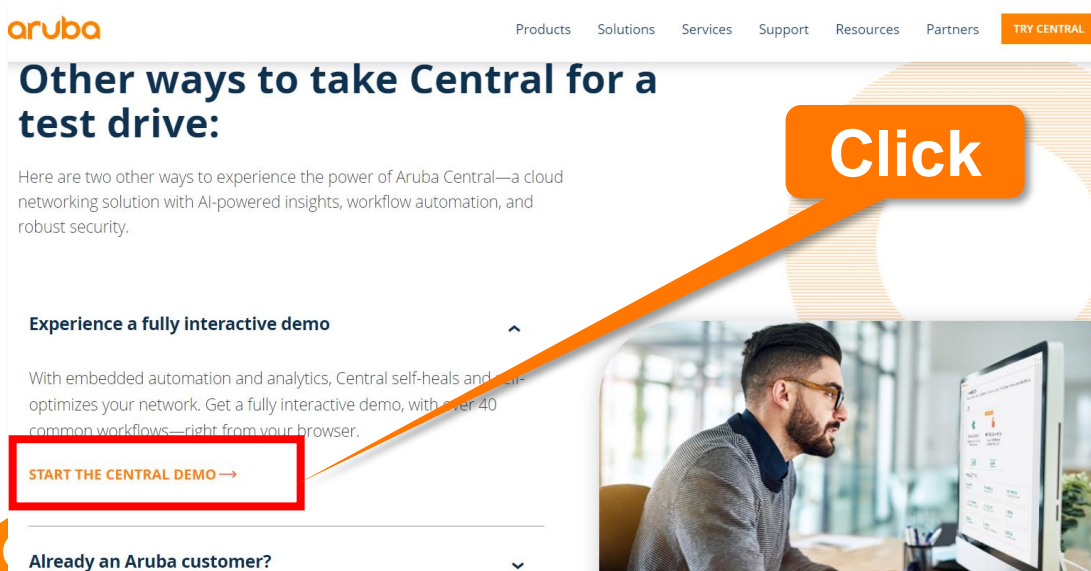
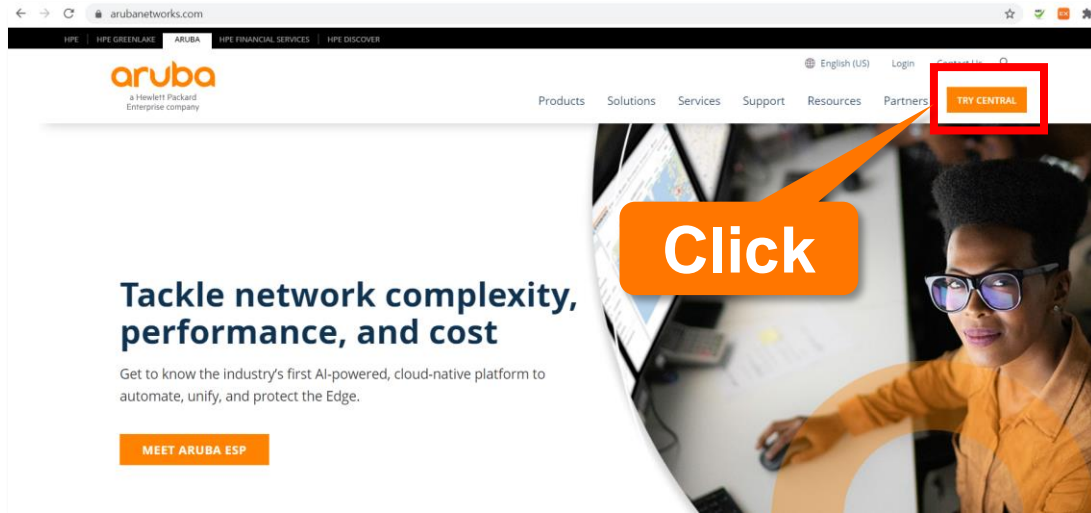
- 무료 한국어 교육 준비 중 (9월 또는 10월 중)
- 향후 별도 메일로 안내 예정
- 무료 교육 대상 우선 순위 : 과거 Central 판매 내역 기준



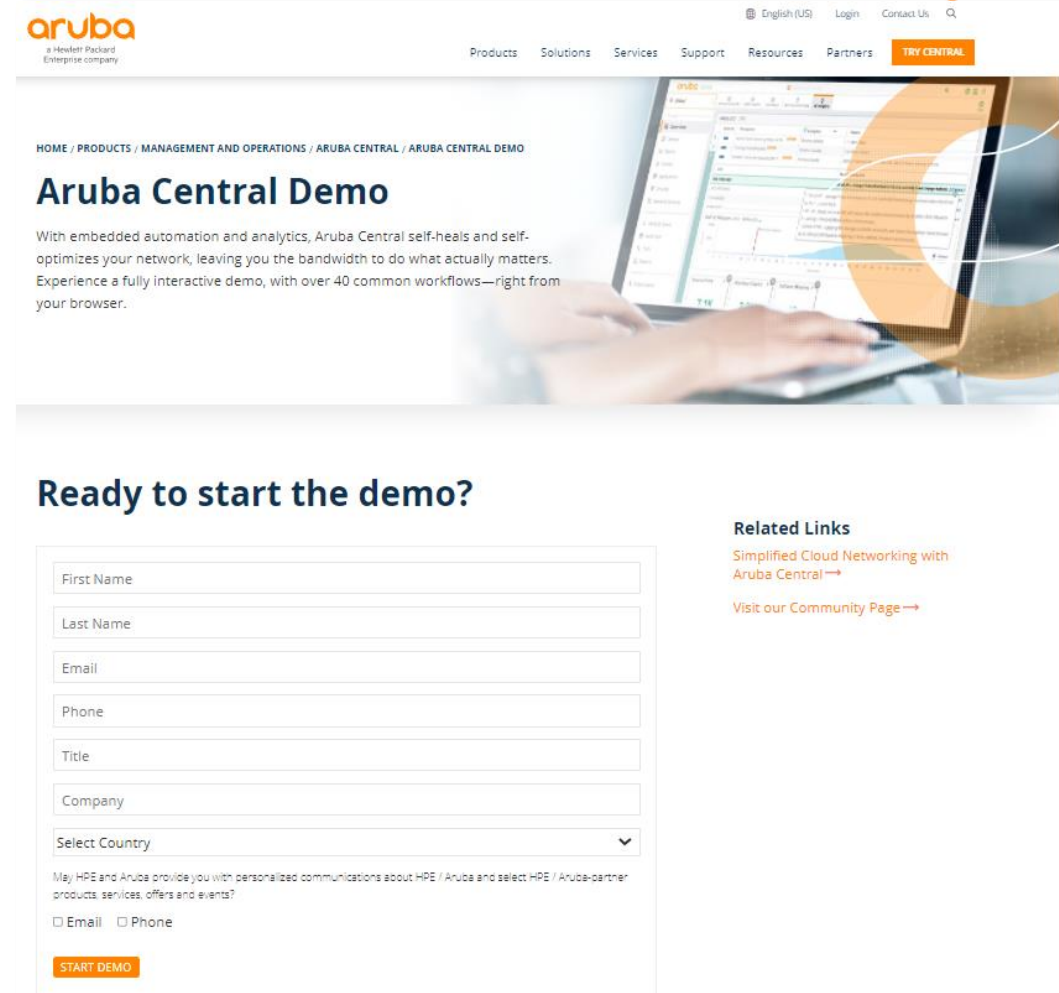
• Technical training classes can be found at [Aruba LMS portal](#)

Aruba Central Demo for Partners

Aruba Central 데모 접속 : www.arubanetworks.com



How to create Aruba Central_Demo Account.mp4



Aruba 온라인 무료 교육



Aruba Education Services
Aruba, a Hewlett Packard Enterprise company

www.arubanetworks.com/cert...
[arubanetworks](https://twitter.com/arubanetworks)

바이오

Aruba Education Services offers comprehensive training from fundamental to advanced levels across Aruba's wired, wireless, security, and cloud-managed networking portfolio. Start learning Aruba to sharpen your networking skills with leading Edge technologies. Get the training & certifications you need to make your resume stand out with Aruba Education Services!

<https://www.coursera.org/search?query=aruba>



강좌



Aruba CX Switching
for Cisco
Professionals

CX 중급과정



Aruba Mobility
Basics

WLAN 기초과정



Aruba Networking
Basics

CX 기초과정



Cloud-Based
Network Design &
Management
Techniques

트랜드에 대한
부분 및 NMS
포함



Aruba Network
Security Basics

Intelligent Edge
를 위한 기본 보안

Aruba AOS-CX Switch Simulator

Create your learning environment

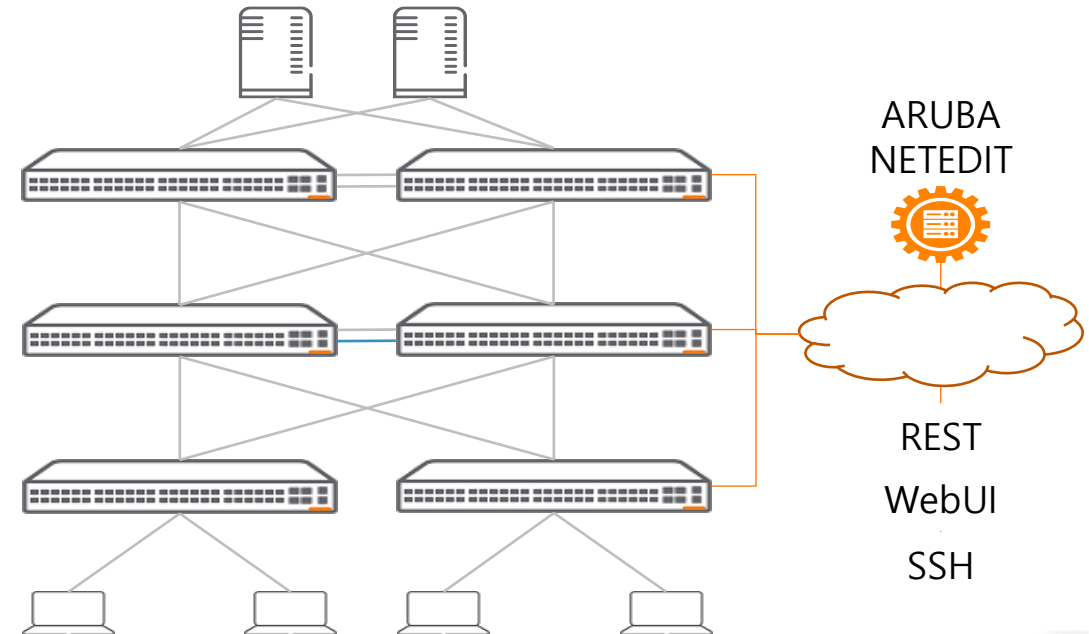
Connect your simulated switches

Configure features, protocols, technologies, and solutions

Manage with different applications

Monitor with NAE

Automate with your own scripts



[Join the AOS-CX Switch Simulator Airheads Community](#)

[설치 가이드 영상 링크 => 클릭](#)



IMPORTANT

AOS-CX Switch Simulator is designed for learning purposes and should not be used in production networks
AOS-CX Switch Simulator is not supported by the Aruba TAC

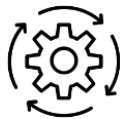
FY21'Q4 Reseller Sales Reward Promotion

Experience The Real Difference

- **Purpose:** Aruba Focus 제품의 셀쓰루에 대한 파트너 영업 사원에게 Reward
 - Aruba Edge Services Platform(ESP) 채택을 촉진하고 새로운 Aruba Central 라이선스 제품군, 자동화/조정을 통한 데이터 센터 네트워킹, AOS-CX 캠퍼스 스위치, SD-Branch Solutions의 판매 동기를 부여합니다.
 - 영업 파이프라인 및 고객 기회를 창출
- **Period:** FY21'H2 (2021년 5월 1일 – 2021년 10월 31일)



Cloud Adoption – New Aruba Central Licenses



Centers of Data – Aruba Fabric Composer; CX8360/8325 Top-Of-Rack Switches



New Gen, Cloud Native Switching – Aruba CX6400/6300/6200-Series Campus Switches



SD-Branch – Aruba SD-Branch Gateway and Subscriptions



FY21'Q4 Reseller Sales Reward Promotion Mechanics

FOCUS AREAS	ELIGIBLE PRODUCTS	PROGRAM METRIC & PARTNER SALES REWARD		PAYOUT
SD-WAN Competitive Winback	<ul style="list-style-type: none"> • Aruba EdgeConnect(EC) software bookings (Bandwidth, Boost & Orchestrator) Single and Multi-year contracts 	Platinum	Base*(5%) + 5% on EC software bookings	Quarterly 파트너프로그램 리베이트 형식
		Gold	Base*(5%) + 5% on EC software bookings	
		Silver	5% on EC software bookings	



FY21'Q4 Eligible Product Part Numbers & Description

NEW ARUBA CENTRAL LICENSES New!

HPE Aruba Part Number	Description
Q9Y59AAE	Aruba Central AP Fnd 3yr Sub E-STU
Q9Y60AAE	Aruba Central AP Fnd 5yr Sub E-STU
Q9Y61AAE	Aruba Central AP Fnd 7yr Sub E-STU
Q9Y62AAE	Aruba Central AP Fnd 10yr Sub E-STU
Q9Y64AAE	Aruba Central AP Adv 3yr Sub E-STU
Q9Y65AAE	Aruba Central AP Adv 5yr Sub E-STU
Q9Y66AAE	Aruba Central AP Adv 7yr Sub E-STU
Q9Y67AAE	Aruba Central AP Adv 10yr Sub E-STU
Q9Y69AAE	Aruba Central 25/6100 F 3y E-STU
Q9Y70AAE	Aruba Central 25/6100 F 5y E-STU
Q9Y71AAE	Aruba Central 25/6100 F 7y E-STU
Q9Y72AAE	Aruba Central 25/6100 F 10y E-STU
Q9Y74AAE	Aruba Central 62/29xx F 3y E-STU
Q9Y75AAE	Aruba Central 62/29xx F 5y E-STU
Q9Y76AAE	Aruba Central 62/29xx F 7y E-STU
Q9Y77AAE	Aruba Central 62/29xx F 10y E-STU
Q9Y79AAE	Aruba Central 63/38xx F 3y E-STU
Q9Y80AAE	Aruba Central 63/38xx F 5y E-STU
Q9Y81AAE	Aruba Central 63/38xx F 7y E-STU
R3K02AAE	Aruba Central 63/38xx F 10y E-STU
R3K04AAE	Aruba Central Chassis Fnd Sub 3yr E-STU
R3K05AAE	Aruba Central Chassis Fnd Sub 5yr E-STU
R3K06AAE	Aruba Central Chassis Fnd Sub 7yr E-STU
R3K07AAE	Aruba Central Chassis Fnd Sub 10yr E-STU
R4G91AAE	Aruba Central WLAN GW Fnd 3yr Sub E-STU
R4G92AAE	Aruba Central WLAN GW Fnd 5yr Sub E-STU
R4G93AAE	Aruba Central WLAN GW Fnd 7yr Sub E-STU
R4G94AAE	Aruba Central WLAN GW Fnd 10yr Sub E-STU

ARUBA CX8360/8325 ToR SWITCH & ARUBA FABRIC COMPOSER (AFC)

HPE Aruba Part Number	Description
R7H00AAE	AFC DMS SW T4 3yr Sub E-STU
R7H01AAE	AFC DMS SW T4 5yr Sub E-STU New!
R7H02AAE	AFC DMS SW T4 7yr Sub E-STU
R7H03AAE	AFC DMS SW T4 10yr Sub E-STU
JL700A	Aruba 8360-32Y4C Prt2Pwr3F2PS Bdl
JL701A	Aruba 8360-32Y4C Pwr2Prt3F2PS Bdl
JL702A	Aruba 8360-16Y2C Prt2Pwr3F2PS Bdl
JL703A	Aruba 8360-16Y2C Pwr2Prt3F2PS Bdl
JL706A	Aruba 8360-48XT4C Prt2Pwr3F2PS Bdl
JL707A	Aruba 8360-48XT4C Pwr2Prt3F2PS Bdl
JL708A	Aruba 8360-12C Prt2Pwr3FF2PS Bdl
JL709A	Aruba 8360-12C Pwr2Prt3F2PS Bdl
JL710A	Aruba 8360-24XF2C Prt2Pwr3F2PS Bdl
JL711A	Aruba 8360-24XF2C Pwr2Prt3F2PS Bdl
JL624A	Aruba 8325-48Y8C FB 6 F 2 PS Bdl
JL625A	Aruba 8325-48Y8C BF 6 F 2 PS Bdl
JL626A	Aruba 8325-32C FB 6 F 2 PS Bdl
JL627A	Aruba 8325-32C BF 6 F 2 PS Bdl



FY21'Q4 Eligible Product Part Numbers & Description

SD-BRANCH GATEWAY

HPE Aruba Part Number	Description
JW633A	Aruba 7005 (RW) 16 AP Branch Cntrl
JX927A	Aruba 7008 (RW) 16 AP Branch Cntrl
JW678A	Aruba 7010 (RW) 32 AP Branch Cntrl
JW682A	Aruba 7024 (RW) 32 AP Branch Cntrl
JW686A	Aruba 7030 (RW) 64 AP Branch Cntrl
	Aruba 9004 (RW) 4-Port GbE RJ45 Gateway, 2K Clients – 32 Aps
R1B21A	
R3V90A	Aruba 9004 (RW) LTE Branch Gateway

SD-BRANCH GATEWAY SUBSCRIPTION

HPE Aruba Part Number	Description
R0G53AAE	Aruba 7/90xx Gtwy Fnd 10yr Sub E-STU
R0G55AAE	Aruba 7/90xx Gtwy Adv 10yr Sub E-STU
R0G57AAE	Aruba 7/90xx Gtwy Fnd Bas 10y Sub E-STU
JZ118AAE	Aruba 7/90xx Gtwy Fnd 1yr Sub E-STU
JZ121AAE	Aruba 7/90xx Gtwy Adv 1yr Sub E-STU
JZ124AAE	Aruba 7/90xx Gtwy Fnd Base 1y Sub E-STU
JZ119AAE	Aruba 7/90xx Gtwy Fnd 3yr Sub E-STU
JZ122AAE	Aruba 7/90xx Gtwy Adv 3yr Sub E-STU
JZ125AAE	Aruba 7/90xx Gtwy Fnd Base 3y Sub E-STU
JZ120AAE	Aruba 7/90xx Gtwy Fnd 5yr Sub E-STU
JZ123AAE	Aruba 7/90xx Gtwy Adv 5yr Sub E-STU
JZ126AAE	Aruba 7/90xx Gtwy Fnd Base 5y Sub E-STU
R0G52AAE	Aruba 7/90xx Gtwy Fnd 7yr Sub E-STU
R0G54AAE	Aruba 7/90xx Gtwy Adv 7yr Sub E-STU
R0G56AAE	Aruba 7/90xx Gtwy Fnd Base 7y Sub E-STU
R0X97AAE	Aruba vGateway 500Mbps 1yr Sub E-STU
R0X98AAE	Aruba vGateway 500Mbps 3yr Sub E-STU
R0X99AAE	Aruba vGateway 500Mbps 5yr Sub E-STU

SD-BRANCH GATEWAY SUBSCRIPTION (cont.)

HPE Aruba Part Number	Description
R0G61AAE	Aruba 72xx Gateway Fnd 10yr Sub E-STU
R0G63AAE	Aruba 72xx Gateway Adv 10yr Sub E-STU
JZ195AAE	Aruba 72xx Gateway Fnd 1yr Sub E-STU
JZ198AAE	Aruba 72xx Gateway Adv 1yr Sub E-STU
JZ196AAE	Aruba 72xx Gateway Fnd 3yr Sub E-STU
JZ199AAE	Aruba 72xx Gateway Adv 3yr Sub E-STU
JZ197AAE	Aruba 72xx Gateway Fnd 5yr Sub E-STU
JZ200AAE	Aruba 72xx Gateway Adv 5yr Sub E-STU
R0G60AAE	Aruba 72xx Gateway Fnd 7yr Sub E-STU
R0G62AAE	Aruba 72xx Gateway Adv 7yr Sub E-STU
R4D93AAE	Aruba 90xx GW FBSec 1yr Sub E-STU
R4D94AAE	Aruba 90xx GW FBSec 3yr Sub E-STU
R4D95AAE	Aruba 90xx GW FBSec 5yr Sub E-STU
R4D96AAE	Aruba 90xx GW FBSec 7yr Sub E-STU
R4D97AAE	Aruba 90xx GW FBSec 10y Sub E-STU
R4D98AAE	Aruba 90xx GW FSec 1yr Sub E-STU
R4D99AAE	Aruba 90xx GW FSec 3yr Sub E-STU
R4E00AAE	Aruba 90xx GW FSec 5yr Sub E-STU
R4E01AAE	Aruba 90xx GW FSec 7yr Sub E-STU
R4E02AAE	Aruba 90xx GW FSec 10yr Sub E-STU
R4E03AAE	Aruba 90xx GW ASec 1yr Sub E-STU
R4E04AAE	Aruba 90xx GW ASec 3yr Sub E-STU
R4E05AAE	Aruba 90xx GW ASec 5yr Sub E-STU
R4E06AAE	Aruba 90xx GW ASec 7yr Sub E-STU
R4E07AAE	Aruba 90xx GW ASec 10yr Sub E-STU

FY21'H2 Eligible Product Part Numbers & Description

CX6300/6200-Series CAMPUS SWITCH

HPE Aruba Part Number	Description
JL658A	Aruba 6300M 24SFP+ 4SFP56 Swch
JL659A	Aruba 6300M 48SR5 CL6 PoE 4SFP56 Swch
JL660A	Aruba 6300M 24SR5 CL6 PoE 4SFP56 Swch
JL661A	Aruba 6300M 48G CL4 PoE 4SFP56 Swch
JL662A	Aruba 6300M 24G CL4 PoE 4SFP56 Swch
JL663A	Aruba 6300M 48G 4SFP56 Swch
JL664A	Aruba 6300M 24G 4SFP56 Swch
JL665A	Aruba 6300F 48G CL4 PoE 4SFP56 Sw
JL666A	Aruba 6300F 24G CL4 PoE 4SFP56 Sw
JL667A	Aruba 6300F 48G 4SFP56 Sw
JL668A	Aruba 6300F 24G 4SFP56 Sw
JL724A	Aruba 6200F 24G 4SFP+ Swch
JL725A	Aruba 6200F 24G CL4 4SFP+370W Swch
JL726A	Aruba 6200F 48G 4SFP+ Swch
JL727A	Aruba 6200F 48G CL4 4SFP+370W Swch
JL728A	Aruba 6200F 48G CL4 4SFP+740W Swch
JL762A	Aruba 6300M 48G Pwr2Prt 2F 1PS Bdl


CX6400-Series CAMPUS SWITCH

HPE Aruba Part Number	Description
JL741A	Aruba 6410 96G CL4 PoE 4SFP56 Swch
R0X26A	Aruba 6405 Swch
R0X27A	Aruba 6410 Swch
R0X29A	Aruba 6405 96G CL4 PoE 4SFP56 Swch
R0X30A	Aruba 6405 48SFP+ 8SFP56 Swch
R0X38B	Aruba 6400 48p 1GbE CL4 PoE Mod
R0X39B	Aruba 6400 48p 1GbE CL4 PoE 4SFP56 Mod
R0X40B	Aruba 6400 48p 1GbE CL6 PoE 4SFP56 Mod
R0X41A	Aruba 6400 48p SR5 CL6 PoE 4SFP56 Mod
R0X42A	Aruba 6400 24p 10GT 4SFP56 Mod
R0X43A	Aruba 6400 24p SFP+ 4SFP56 Mod
R0X44A	Aruba 6400 48p 10G/25G SFP28 Mod
R0X45A	Aruba 6400 12p 40G/100G QSFP28 Mod



FY21'Q4 End-User Promotion Mechanics

FOCUS AREAS	ELIGIBLE PRODUCTS	PROGRAM METRIC & PARTNER SALES REWARD	Remarks																																						
CX Data Center Networking	<ul style="list-style-type: none"> • Aruba CX Switch • CX8325/8360 	해당 CX8325 또는 CX8360스위치 1대 판매시, 1개 AFC(Aruba Fabric Composer) 1년 라이선스 무료 지급																																							
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Central Switch (1+1 Bundling)	Aruba Central Foundation switch license	1,3,5년 Central Foundation License 1개 구매시, 1개 무료 제공 (1+1 Bundling Promotion)																																							



Q&A

