



ARUBA INSTANT ON FOR SMALL BUSINESS	PART NUMBERS & MAP PRICE (USD)	SELL AGAINST
AP11 Dual Radio, 2x2	R2W95A \$79.99; R3J21A(pwr adapter/cord bundle) \$93.99	• Ubiquiti UAP-AC-LITE • Meraki Go GR10 • Netgear WAC505 & WAC510 • Linksys LAPAC1200C
AP11D Dual Radio, 2x2 Wall/Desk Mount	R2X15A \$118.99; R3J25A(pwr adapter/cord bundle) \$141.99	• Ubiquiti UAP-AC-IW
AP12 Dual Radio, 3x3	R2X00A \$133.99; R3J23A(pwr adapter/cord bundle) \$148.00	• Ubiquiti UAP-AC-PRO • Netgear WAC510 • Linksys LAPAC1750C
AP15 Dual Radio, 4x4	R2X05A \$189.99	• Ubiquiti UAP-NANOHD • Netgear WAC540 • Linksys LAPAC2600C
AP17 Outdoor Dual Radio, 2x2	R2X10A \$216.99	• Ubiquiti UAP-AC-M (2x2) • Ubiquiti UAP-AC-M-Pro (3X3) • Meraki Go GR60
AP22 WiFi 6 Dual Radio, 2x2	R4W01A \$220.00; R6M49A (pwr adapter/cord bundle) \$234.00	• Only Wi-Fi 6 AP in it's class!
NEED POWER OVER ETHERNET? NO PROBLEM WITH Aruba and OFFICECONNECT SWITCHES!		
Part Numbers		
Sell Against		
8 Port Switches		
Instant On 1930 8G	JL680A#ABA	• Ubiquiti US-8 • Cisco SG250-8 • Meraki Go GS110-8 • Netgear GS110T/GC110/510
Instant On 1930 8G PoE 124w	JL681A#ABA	• Ubiquiti US-8-150W • Cisco SG250-8HP • Meraki Go GS110-8P • Netgear GS110TP/GC110P/510P
OfficeConnect 1920S 8G	JL383A#ABA	• Cisco SG350-10P • Ubiquiti US-8/US 8-60W (PoE) • Netgear GS7xxT; GS7xxTxxx
24 Port		
Instant On 1930 24G	JL682A#ABA	• Ubiquiti US-24 • Cisco SG250-26 • Meraki Go GS110-24 • Netgear GS72xT/GC728X
Instant On 1930 24G PoE 195w	JL683A#ABA	• Ubiquiti USW-24-POE • Cisco SG250-26P • Meraki Go GS110-24P • Netgear GS72xTPxx/GC728XP (PoE)
Instant On 1930 24G PoE 370w	JL684A#ABA	• Ubiquiti USW-24-POE • Cisco SG250-26P • Meraki Go GS110-24P • Netgear GS72xTPxx/GC728XP
OfficeConnect 1950 24G	JG962A#ABA	• Cisco SG550X-24P • Netgear S3300
OfficeConnect 1920S 24G	JL384A#ABA JL385A#ABA	• Cisco SG250-26P • Ubiquiti USW-24/USW-24-POE • Netgear GS7xxT; GS7xxTxxx
48 Port		
Instant On 1930 48G	JL685A#ABA	• Ubiquiti US-48. • Cisco SG250-50 • Meraki Go GS110-48 • Netgear GC752X
Instant On 1930 48G PoE 370w	JL686A#ABA	• Ubiquiti USW-48-POE • Cisco SG250-50P • Meraki Go GS110-48P • Netgear GS752TP/GC752XP
OfficeConnect 1950 48G	JG963A#ABA	• Cisco SG550X-48P • Ubiquiti USW-48/US-48W-POE (PoE) • Netgear S3300
OfficeConnect 1920S 48G	JL386A#ABA	• Cisco SG250-50P • Netgear GS7xxT; GS7xxTxxx

WHY SELL ARUBA INSTANT ON?

- **NEW!** Instant On AP22 Access Points are WiFi 6 ready and when combined with the 1930 Switches will improve your customers network experience by providing super fast Wi-Fi performance with simple setup, and ease of use and management with the Instant On Mobile App. **PLUS! Margin up to 16%***
- Security your customers can depend on, designed by Aruba Customer Service and Support that your customers can rely on:

- 1 year hardware warranty w/online chat support
- 90 Days 24x7 phone support
- Optional 3 year warranty
- Online Instant On Community Support site. **For sales tools and training go to:**

<https://www.arubainstanton.com/learn-promote-sell/>

* final pricing / margin provided by your Aruba distributor

FOR BEST PRICING ON INSTANT ON PRODUCTS, YOU HAVE 3 PROMO'S TO PICK FROM THROUGH 10/31/2020:

- **SELLING 1-4 UNITS?**
Use the Top Value Promo & get up to 39% Off MSRP:
 - Reference Big Deal #:
 - US #97131529
- **SELLING MULTIPLES OF 5 UNITS?**
Use the Ignition 5 PACK BUNDLE and get up to 42% Off MSRP:
 - Reference Big Deal#:
 - US #97403268
- **NEED A SWITCH WITH THAT?**
The Switch 2 On Bundle Promo:
 - Bundle Instant On 1930 Switch with an AP12 for up to 45% Off!
 - **Big Deal ID#'s** 97654118, 97654122, 97653935, 97653936
 - Bundle OfficeConnect 1920S or 1950 Switch with an AP12 access point for just the cost of the switch - up to 69% Off when you bundle them together!
 - **Big Deal ID#'s:** 97403065, 97403434, 97403068, 97403070
 - Bundle OfficeConnect 1420 switch & AP11 or AP11D for home offices & receive up to 52% Off!
 - **Big Deal ID#'s:** 97537050, 97537053

AND CASH SPIFFS FOR RESELLERS THROUGH 10/31/2020!

For Partner Ready for Networking Program Partners:

- \$20/UNIT on AP11, AP11D, AP12, AP15, AP17
- \$25/Unit on 1920S and 1950 Switches!
- Go to: www.hpeengageandgrow.com

NEW! For Non-Authorized Partners:

- **Aruba Pathways SPIFF Program**
- Earn \$10 for each eligible Instant On AP & 1930 Switch, and OfficeConnect 1920 and 1950 Switch
- Go to: <https://us.pathways.hpeengageandgrow.com/>