

Aruba ACTION Partner Club

For partners delivering networking solutions to small-midsize business (SMB) customers across the world

aruba

a Hewlett Packard
Enterprise company



Aruba ACTION Partner Club - Overview

ACTION Partner Club benefits

- **Connect** with Aruba and the latest in SMB technology.
- **Train** and get the latest sales tools.
- **Catch news** on products introductions.
- **Attend** events and webinars.
- **Receive rewards** for selling Aruba Instant On.

The screenshot displays the Aruba ACTION Partner Club dashboard. At the top, the navigation bar includes the Aruba logo, 'Instant On | ACTION Partner Club', and links for 'Home', 'Resources', and 'Support'. A user profile icon and a notification bell are also present. The main header area features a large purple and orange gradient banner with the text 'Welcome To ACTION Partner Club' and a sub-header 'Here you will find everything that you need to be successful in selling Aruba Instant On products and driving your business profitability.' Below this, there is a message: 'Check out how you are doing on your dashboard below and get yourself enabled for future sales with great training and promotions. And, of course, we will support you all the way with our community and support options. Happy Selling!' A 'My Dashboard' section with a 'VIEW MORE' link is visible. The user profile section shows a circular profile picture of a man, with the text 'Welcome to ACTION Partner Club' above it. Below the profile picture, the user's name is 'Test Test' and the company is 'Test United Kingdom'. There are links for 'EDIT PROFILE' and 'VIEW DASHBOARD'. A dark blue box displays 'FY21Q3 Cash Back (\$)' with a value of '\$171.00'. The dashboard also features two promotional cards: 'Great Offers & Assets for Q4' with a 'VIEW PROMOTIONS / ASSETS' link, and 'Small business Wi-Fi that works as hard as your customers do' with a 'WATCH VIDEO' link.

aruba Instant On | ACTION Partner Club

Home Resources Support

Welcome To ACTION Partner Club

Here you will find everything that you need to be successful in selling Aruba Instant On products and driving your business profitability.

Check out how you are doing on your dashboard below and get yourself enabled for future sales with great training and promotions. And, of course, we will support you all the way with our community and support options.

Happy Selling!

Welcome to ACTION Partner Club

My Dashboard
VIEW MORE

Test Test
Company : Test United Kingdom

[EDIT PROFILE](#) | [VIEW DASHBOARD](#)

FY21Q3 Cash Back (\$)
\$171.00

Great Offers & Assets for Q4

Q4 'Top Value Offers' on Aruba Instant On AP12 & AP11D. Plus great discount on our 1930 switch, AP22 & AP17 with our Wi-Fi Everywhere promotion & volume deals in Kick Start 3.0.

[VIEW PROMOTIONS / ASSETS](#)

Small business Wi-Fi that works as hard as your customers do

Meet the small business Wi-Fi that's easy to set up, incredibly fast, and super secure. Show your customers the power of Aruba Instant On in only 43 seconds.

[WATCH VIDEO](#)



Club Membership Options – EMEA

Aruba ACTION Partner Club

ACTION

Engage, grow knowledge and sales

If you're a new partner, a partner without HPE contract, or a business partner

- Small business-focused trainings and sales tools
- Reward for on-going sales and first sales:
 - 2% cash-back
 - start selling a Product Line : get one free AP11D

ACTION Premier

Accelerate benefits

If you're a partner with an HPE contract and quarterly SMB sales above threshold

- Aruba Instant On offering
- Broader training curriculum
- Reward for volume sales and growth



Pathway to Membership – EMEA

Aruba ACTION Partner Club

ACTION
New & Small partners
Engage, grow knowledge and sales
No HPE contract and Business Partners Kick-off sales and loyalty reward

ACTION Premier
Partners with an HPE contract and quarterly SMB sales above threshold
Accelerate benefits
Aruba Business Partners and above % of quarterly sales

New partners
Existing partners
Kick-off first sales
Loyalty Rewards
<ul style="list-style-type: none"> Sell for 100\$ and get a free AP
<ul style="list-style-type: none"> 2% of SO (EMEA) Sell for \$100 of a new Product Line and get a free AP

Quarterly \$SO Band 1	Quarterly \$SO Band 2	Quarterly \$SO Band 3	Quarterly \$SO Band 4
10k\$ - 50k\$	50k\$ - 100k\$	100k\$ - 200k\$	200k\$ - 2M\$
5% rebate	7% rebate	8% rebate	10% rebate

Aruba ACTION Partner Club

How does it work for partners

- Registration
- Engagement with Aruba
- Enablement
- Rewards tracking
- Rewards redemption



ARUBA ACTION Partner Club Program

How it works for partners – at a glance

How do partners register?



Open <https://action.Arubainstanton.com/>
webpage



Register

Company Name, Address
User Name, Email & Phone Number
Password
Tax ID



Accept Terms & Conditions



Provide valid Bank data

How do partners redeem rewards?



Partners are earning rewards on Aruba SMB Sales



Incentives description can be viewed on portal



Partners see weekly incentive status on on-line dashboard

Based on sales out reported by Aruba authorized distributors



Partners redeem Rewards after the end of the quarter.
Rewards are transferred to partner's bank account.



Partner registration

<https://action.Arubainstanton.com/>

- | | | |
|----------|----------|------------------|
| English | Español | Bahasa Indonesia |
| Deutsch | Français | 繁體中文 |
| Italiano | Türkçe | ภาษาไทย |

aruba Instant On | ACTION Partner Club

About Program Support Login Language

Welcome To the ACTION Partner Club

Email Address
abcd@mail.com

Password

Remember Me [Forgot Password?](#)

SIGN IN

Don't have an account yet? [Register here](#)

About the ACTION Partner Club

Aruba ACTION Partner Club is a simple and effective program designed exclusively for partners that want to accelerate sales of Aruba Instant On networking solutions to small business.

Join the ACTION Partner Club to engage with Aruba Instant On and get rewarded for your sales. Registering is easy. Just click [Register Here](#). Once registered, you are ready to sell Aruba Instant On products and earn rewards. [Learn More](#).

STEP BY STEP VIDEO

Become an Aruba ACTION Partner Today!

JOIN THE ACTION PARTNER CLUB

1. Select language
2. Click Register Here
or Click Join the ACTION Partner Club

Registration

1. Check Your Company Eligibility

Select Country *
Please select your country first

Partner ID *
Please enter your Partner ID to check your company eligibility

I do not have a Partner ID


3. Select Country
4. Enter your partner ID or tick in the box "I do not have a Partner ID"
 - Entering a partner ID is pre-populating company registration fields and speeding-up the registration confirmation

Registration form

User information And consent

Company needs to be registered by company owner or manager. Then other Sales or Technical employees can be invited, using Company Profile

Registration



1. Check Your Company Eligibility

Select Country ^{*}
Please select your country first

United Kingdom

Partner ID ^{*}
Please enter your Partner ID to check your company eligibility

I do not have a Partner ID

Official Company Name ^{*}
Please enter your registered official company's name in full

Tax ID ^{*}
Please enter your Taxpayer Identification Number

Official Company Address ^{*}
Please enter the address of your company headquarters

State ^{*}

Aberdeen City

City ^{*}

Postal Code ^{*}

Country Code ^{*} Official Company Contact Number ^{*} Official Company Email Address ^{*}

+44

Company website ^{*}

First Name of the Business Manager (or legal representative, procurator) ^{*}
Or legal representative, procurator

Last Name of the Business Manager (or legal representative, procurator) ^{*}
Or legal representative, procurator

Country Code ^{*} Contact phone number for the Business Manager (or legal representative, procurator) ^{*}

+44

Company Information

Not needed if partner ID entered

How did you hear about Aruba Instant On ACTION Partner Club? ^{*}

- Distributor
- Social Media
- Peers/Co-workers
- Aruba
- Others

2. Set up Your Account

Email Address ^{*}

Password ^{*}

Must contain 8 Characters, One Uppercase, One Lowercase and One Numeric Character

Please enter your business email address. Public domain emails like Hotmail, Gmail, Yahoo Mail etc, are not allowed.

3. Tell Us About Yourself

Job Title ^{*}

Salutation ^{*}

[=]

[=]

First Name ^{*}

Last Name ^{*}

Country Code ^{*}

Contact Number ^{*}

Country Code ^{*}

Alternative Contact Number

+44

(Your contact number can contain numbers only. Special characters (![] [] - * / are not allowed)

+44

(Your contact number can contain numbers only. Special characters (![] [] - * / are not allowed)

4. Confirm Your authorization to participate

I confirm that I have been authorized by my company to register for Aruba Instant on ACTION Partner Club. I have read, understood and agree to the terms and conditions as outlined:

By participating in Aruba ACTION Partner Club, I agree to abide with HPE's compliance and anti corruption policies, and all applicable anti corruption laws.

[Aruba ACTION Program Terms and Conditions](#)

5. Consent to be Contacted

May HPE provide you with personalized communications about HPE and select HPE partner products, services, offers and events?

Email Phone SMS IM Social Media

Partner engagement with Aruba

Aruba ACTION Partner Club Portal Home page

- Latest news with Carrousel banner
- Monthly updates on latest resources
 - Also shared through monthly newsletters
- Invites to live webinars with Q&A
- Company status summary
- Weekly updates to rewards status

My Dashboard

ACTION Rewards | Training

Discover Aruba Instant On Incentive
Complete the ARUBA Instant On Sales certification
Free Unit Voucher
Make your first ARUBA Instant On Sales | Complete the ARUBA Instant On Sales certification

2% SALES CASH BONUS INCENTIVE
Enjoy 2% sales cash bonus incentive
Q4'21
\$171.00/ \$2000 Cash Back
\$540 Sales

aruba Instant On | ACTION Partner Club

Home Resources Support

Aruba Instant On is now even better!

Advanced security & ease of use enhancements in version 2.3

Welcome to ACTION Partner Club

My Dashboard
VIEW MORE

Name : Test Test
Company : Test United Kingdom
EDIT PROFILE | VIEW DASHBOARD

FY21Q3 Cash Back (\$)
\$171.00

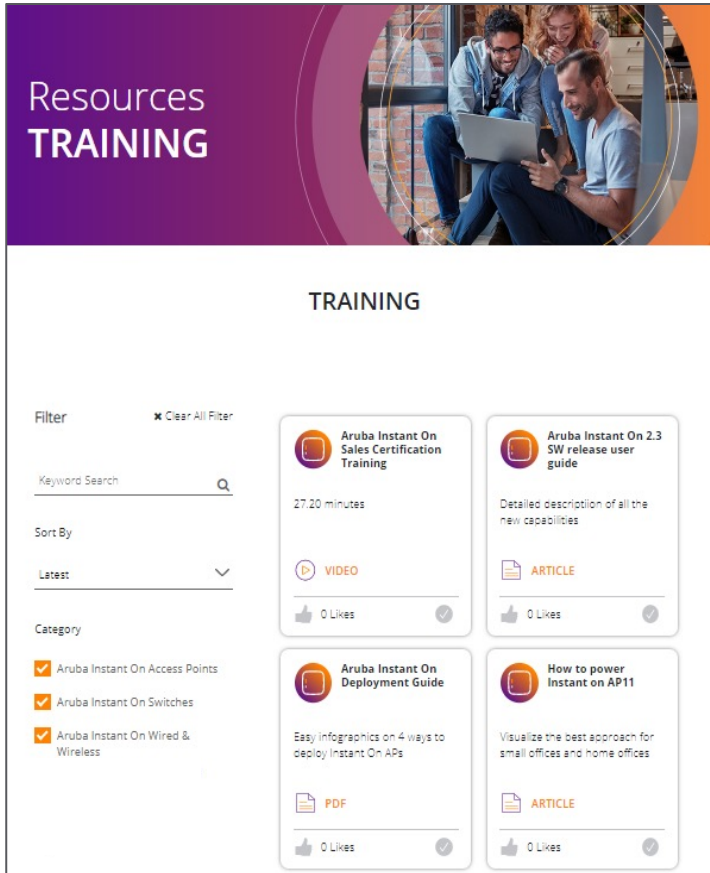
Great Offers & Assets for Q4
Q4 'Top Value Offers' on Aruba Instant On AP12 & AP11D. Plus great discount on our 1930 switch, AP22 & AP17 with our Wi-Fi Everywhere promotion & volume deals in Kick Start 3.0.
VIEW PROMOTIONS / ASSETS

Small business Wi-Fi that works as hard as your customers do
Meet the small business Wi-Fi that's easy to set up, incredibly fast, and super secure. Show your customers the power of Aruba Instant On in only 43 seconds.
WATCH VIDEO

How easy is Instant On? Let us show you!
Give us 7 minutes and we'll walk you through the setup of an Aruba Instant On AP11D and switch using a mobile app. You have to see it to believe it!
WATCH VIDEO

Support services for critical needs
All Aruba Instant On access points have a two-year warranty with 24x7 phone support for the first 90 days and chat support for two years. But hardware replacement can take up to 10 days.
VIEW SERVICE BRIEF

Partner enablement



Resources
TRAINING

TRAINING

Filter Clear All Filter

Keyword Search

Sort By
Latest

Category

- Aruba Instant On Access Points
- Aruba Instant On Switches
- Aruba Instant On Wired & Wireless

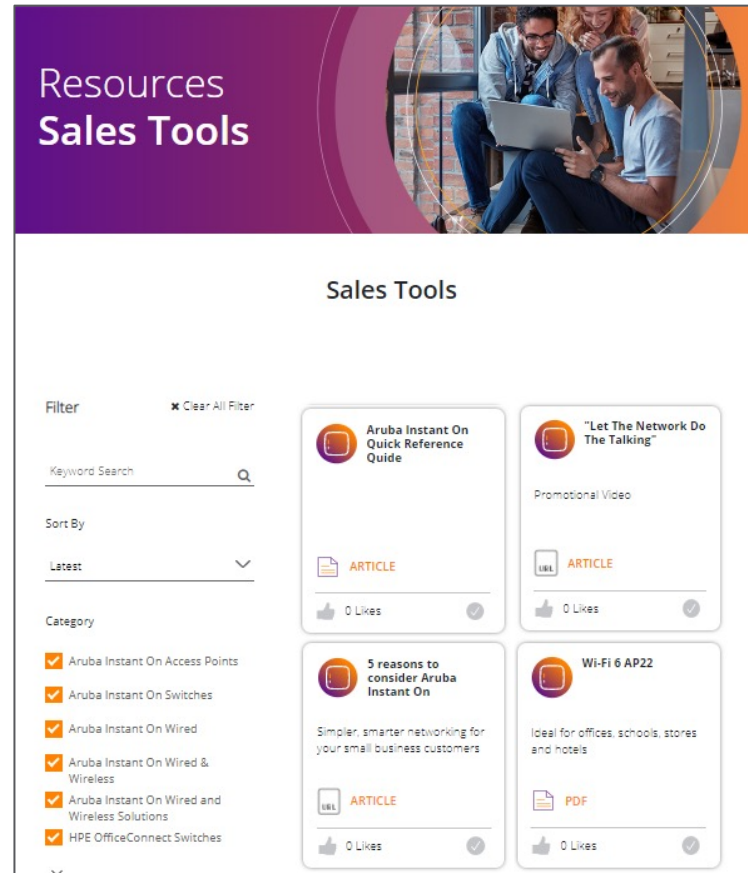
Aruba Instant On Sales Certification Training
27:20 minutes
VIDEO
0 Likes

Aruba Instant On 2.3 SW release user guide
Detailed description of all the new capabilities
ARTICLE
0 Likes

Aruba Instant On Deployment Guide
Easy infographics on 4 ways to deploy Instant On APs
PDF
0 Likes

How to power Instant on AP11
Visualize the best approach for small offices and home offices
ARTICLE
0 Likes

Train and grow knowledge



Resources
Sales Tools

Sales Tools

Filter Clear All Filter

Keyword Search

Sort By
Latest

Category

- Aruba Instant On Access Points
- Aruba Instant On Switches
- Aruba Instant On Wired & Wireless
- Aruba Instant On Wired and Wireless Solutions
- HPE OfficeConnect Switches

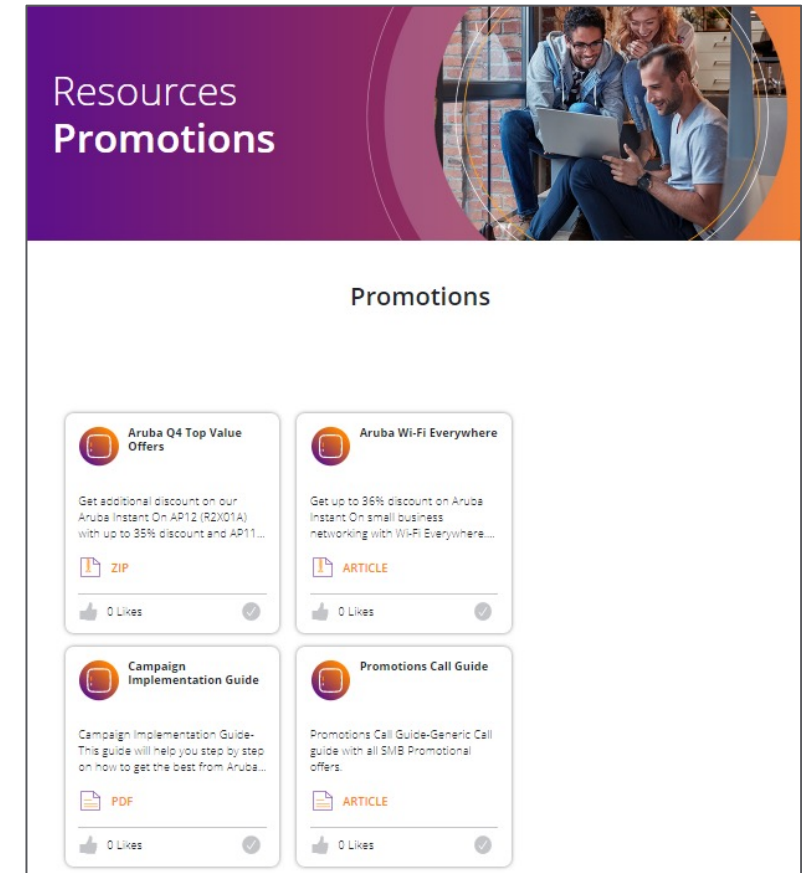
Aruba Instant On Quick Reference Guide
ARTICLE
0 Likes

"Let The Network Do The Talking"
Promotional Video
ARTICLE
0 Likes

5 reasons to consider Aruba Instant On
Simpler, smarter networking for your small business customers
ARTICLE
0 Likes

Wi-Fi 6 AP22
Ideal for offices, schools, stores and hotels
PDF
0 Likes

Customer facing assets



Resources
Promotions

Promotions

Aruba Q4 Top Value Offers
Get additional discount on our Aruba Instant On AP12 (R2X01A) with up to 35% discount and AP11...
ZIP
0 Likes

Aruba Wi-Fi Everywhere
Get up to 36% discount on Aruba Instant On small business networking with Wi-Fi Everywhere...
ARTICLE
0 Likes

Campaign Implementation Guide
Campaign Implementation Guide- This guide will help you step by step on how to get the best from Aruba...
PDF
0 Likes

Promotions Call Guide
Promotions Call Guide- Generic Call guide with all SMB Promotional offers.
ARTICLE
0 Likes

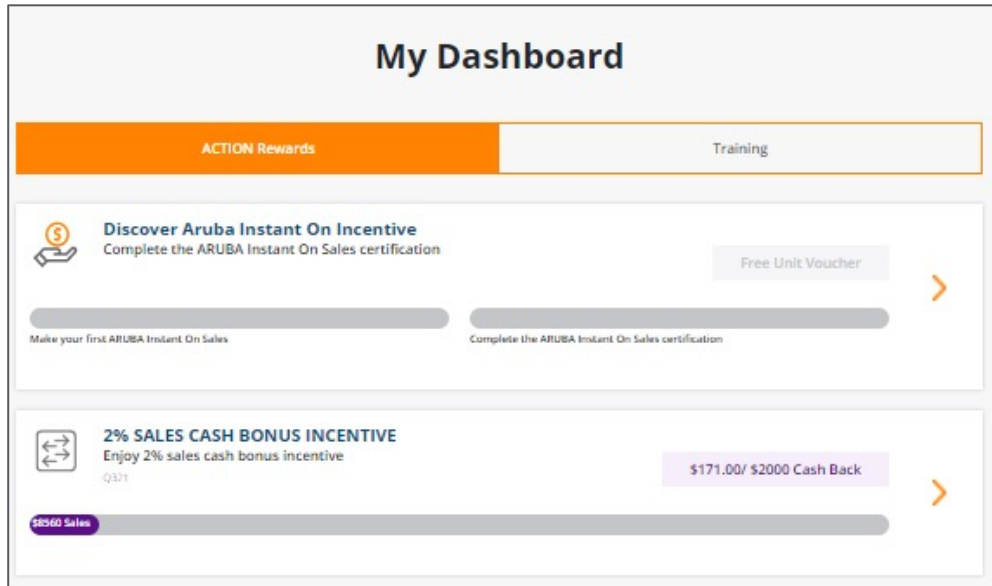
Promotions assets
Go-to-market campaigns



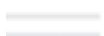
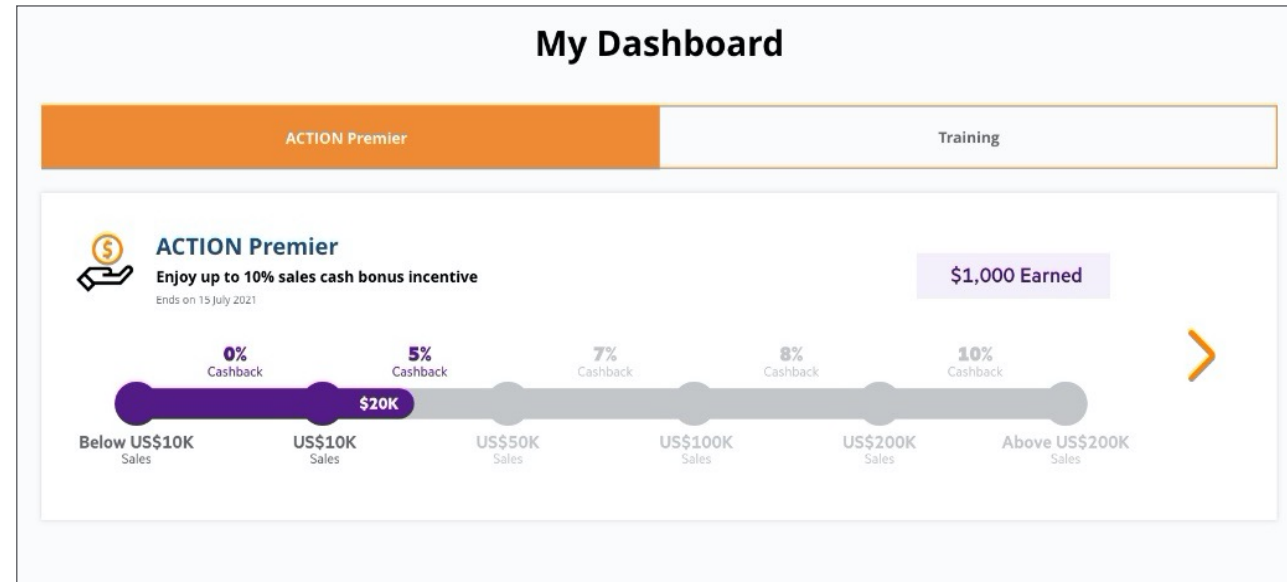
Rewards weekly tracking - EMEA

Aruba ACTION Partner Club

ACTION dashboard



ACTION Premier dashboard



Rewards Redemption - EMEA

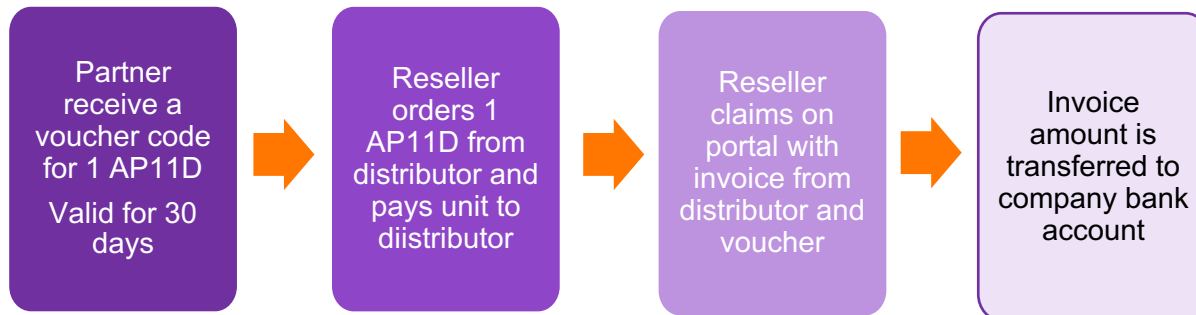
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ACTION Rewards redemption

1. At the end of HPE financial quarter, partners receive e-mail notification to redeem their reward
2. Partners have 30 days to redeem their reward on the portal, otherwise it gets forfeited
 - Cash back: after on-line redemption, cash back is transferred to company bank account
 - Free unit:

ACTION Premier Rewards redemption

1. At the end of HPE financial quarter, partners receive e-mail notification with their reward amount
2. Rewards is transferred to company bank account



The Aruba logo is displayed in a bold, orange, lowercase sans-serif font. The background of the slide features a light blue dotted pattern in the upper left and center, and a large, light orange curved shape on the right side.

aruba

a Hewlett Packard
Enterprise company

Get started: Register Today

<https://action.Arubainstanton.com/>