

Program letter



HPE Networking Instant On ACTION Partner Club Program Overview for Partners

The HPE Networking Instant On ACTION Partner Club is designed to reward Partner Organizations for selling HPE Networking Instant On products as listed under the HPE Networking Instant On Products List section below and on the ACTION platform which can be referenced here: <https://action.arubainstanton.com/>

Partner Eligibility

- This program is for all HPE resellers from one of the following countries: AEC, Australia, China, Fiji, Hong Kong, Indonesia, India, Japan, Korea, Malaysia, New Zealand, Papua New Guinea, Philippines, Singapore, Taiwan, Thailand & Vietnam that are in good standing as per the Program Eligibility Criteria.
- Partners without a valid HPE Partner Agreement must pass the HPE screening to be in good standing and be eligible to claim Program incentives. Participants registered with E-Commerce Partner Program or SMB Integrator Reseller program or any local or global HPE Networking Instant On Reseller Program will be ineligible to participate and claim incentives under this Program

Program Overview

- Program will run from November 1, 2024 – October 30, 2025
- Partners must register and accept the Terms and Conditions of the Program
- Incentives are offered to qualifying partner organizations in the form of electronic bank transfer to the Participant's bank account provided with the registration
- Program is administered by the HPE Networking Instant On ACTION Platform
- Partner business will be tracked and aggregated based on Authorized Distributor's sellout reporting to HPE Networking
- HPE Networking Instant On reserves the right to change the details of the ACTION Program at any time

Program Incentives

Reward Details

- Participants will be rewarded with a cash bonus for an amount equal to 4% of the sell-out on the purchase of Eligible Products.
- The total Incentive value per quarter will be capped at USD 2,000 per quarter for those Participants who do not have valid Agreements in place and USD 50,000 per quarter for the authorized HPE Business Partners, Silver, Gold and Platinum partners.

- Incentive must be redeemed within 60 day of the end of HPE's fiscal quarter in which it was earned. HPE Networking Instant On 's fiscal year begins on November 1 of each year. Fiscal quarter ends are January 31st, April 30th, July 31st and October 31st.
- The Incentive is paid quarterly, in month 2 of the following quarter in which it was earned.
- For participating Partners with a valid HPE Agreement, the payment of the Incentives will be made upon Participant choice either as e-voucher or by electronic bank transfer to the Participant's bank account provided with the registration.
- For participating Partners without a valid HPE Agreement, the Incentives mentioned above will be paid in the form of an e-voucher
- Incentive progress will be updated on the HPE Networking Instant On ACTION Platform on a weekly basis

Eligible HPE Networking Instant On Product List

HPE Networking Instant On Product Number	HPE Networking Instant On Product Description
R8R44A	HPE Networking Instant On 1430 5G Switch
R8R45A	HPE Networking Instant On 1430 8G Switch
R8R46A	HPE Networking Instant On 1430 8G 64W Switch
R8R47A	HPE Networking Instant On 1430 16G Switch
R8R48A	HPE Networking Instant On 1430 16G 124W Switch
R8R49A	HPE Networking Instant On 1430 24G Switch
R8R50A	HPE Networking Instant On 1430 26G 2SFP Switch
JL810A	HPE Networking Instant On 1830 8G Sw
JL811A	HPE Networking Instant On 1830 8G 65W Sw
JL812A	HPE Networking Instant On 1830 24G 2SFP Sw
JL813A	HPE Networking Instant On Istant On 1830 24G 2SFP 195W Sw
JL814A	HPE Networking Instant On 1830 48G 4SFP Sw
JL815A	HPE Networking Instant On 1830 48G 4SFP 370W Sw
JL683B	HPE Networking Instant On 1930 24G 4SFP+ 195W Sw
JL684B	HPE Networking Instant On 1930 24G 4SFP+ 370W Sw
JL686B	HPE Networking Instant On 1930 48G 4SFP+ 370W Sw
S0F35A	HPE Networking Instant On 1960 8G 4p2.5 2XT 2XF 480W Sw
JL805A#ABA	HPE Networking Instant On 1960 12XGT 4SFP+ Switch
JL806A#ABA	HPE Networking Instant On 1960 24G 2XGT 2SFP+ Switch
JL807A#ABA	HPE Networking Instant On 1960 24G 20p CL4 4p CL6 PoE 2XGT 2SFP+ 370W Switch
JL808A#ABA	HPE Networking Instant On 1960 48G 2XGT 2SFP+ Switch
JL809A#ABA	HPE Networking Instant On 1960 48G 40p CL4 8p CL6 PoE 2XGT 2SFP+ 600W Switch
JL683A	HPE Networking Instant On 1930 24G 4SFP+ 195W Switch
JL684A	HPE Networking Instant On 1930 24G 4SFP+ 370W Switch

JL682A	HPE Networking Instant On 1930 24G 4SFP+ Switch
JL686A	HPE Networking Instant On 1930 48G 4SFP+ 370W Switch
JL685A	HPE Networking Instant On 1930 48G 4SFP+ Switch
JL681A	HPE Networking Instant On 1930 8G 2SFP 124W Switch
JL680A	HPE Networking Instant On 1930 8G 2SFP Switch

Eligible Products - APs	
HPE Networking Instant On Product Number	HPE Networking Instant On Product Description
S1U76A	HPE Networking Instant On AP (RW) AP22D
S0J33A	HPE Networking Instant On AP Bdl w/PSU (EU) AP22D
S0J34A	HPE Networking Instant On AP Bdl w/PSU (RW) AP22D
S1U81A	HPE Networking Instant On AP22D (RW) AP 5 pack
S1T09A	HPE Networking Instant On AP21 (RW) Wi-Fi 6 AP
S1T14A	HPE Networking Instant On AP21 (EU) AP Bundle
S1T15A	HPE Networking Instant On AP21 (RW) AP Bundle
S1T18A	HPE Networking Instant On AP21 (RW) AP 5 pack
S1T23A	HPE Networking Instant On AP (RW) AP32
S1T28A	HPE Networking Instant On AP Bdl w/PSU (EU) AP32
S1T29A	HPE Networking Instant On AP Bdl w/PSU (RW) AP32
S1T32A	HPE Networking Instant On AP 5Pk (RW) AP32
S1T37A	HPE Networking Instant On AP27 (RW) Wi-Fi 6 AP
S1T42A	HPE Networking Instant On AP27 (EU) AP Bundle
S1T43A	HPE Networking Instant On AP27 (RW) AP Bundle
R2W96A	HPE Networking Instant On AP11 (RW) Access Point
R2X16A	HPE Networking Instant On AP11D (RW) Access Point
R2X01A	HPE Networking Instant On AP12 (RW) Access Point
R2X06A	HPE Networking Instant On AP15 (RW) Access Point
R2X11A	HPE Networking Instant On AP17 (RW) Access Point
R4W02A	HPE Networking Instant On AP22 (RW) Access Point
R9B28A	HPE Networking Instant On AP25 (RW) Access Point

Eligible Products - Bundles	
R6M51A	HPE Networking Instant On AP22 with 12V PSU WW Bundle
R6K61A	HPE Networking Instant On AP11 PSU BDL WW Base
R6K64A	HPE Networking Instant On AP11D PSU BDL WW Base
R9B34A	HPE Networking Instant On AP25 (WW) Bundle
S1U80A	HPE Networking Instant On AP 5 Pack (US) AP22D
S1U81A	HPE Networking Instant On AP 5 Pack (RW) AP22D
S1T17A	HPE Networking Instant On AP 5-pk (US) AP21
S1T18A	HPE Networking Instant On AP 5-pk (RW) AP21
S1T31A	HPE Networking Instant On AP 5-pk (US) AP32
S1T32A	HPE Networking Instant On AP 5-pk (RW) AP32

HPE Aruba Networking Instant On reserves the right to change the terms of this program at any time.