ARUBA ACTION PARTNER CLUB

APJ

2020

Program Guide

- Introduction

- Registration

- Sales Resource

- Incentive

- Whats' coming next

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Introduction

The Aruba ACTION Partner Club Program is designed for partners selling networking solutions to SMB customers.

Through the program partners Engage with Aruba and peers, get the latest feeds on cutting-edge solutions, boost their knowledge & sales performance, and get rewarded for selling Aruba SMB solutions.

Engage → **Sales Resources** → **Incentive on sales**

Account and Registration

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Accounts
Company's Owner/Manager

First person to sign up via the registration page must be the managing director or delegate legitimated by the managing director who can accept the program's Terms and Conditions on behalf of the company. Upon system approval of the delegate account, subsequent users could then be registered.

Role of a Company Owner/Manager

1) Invite company Sales Representatives and Presales Representatives to ACTION Partner Club

2) Follows-up incentive progression

3) Redeems incentive for the company

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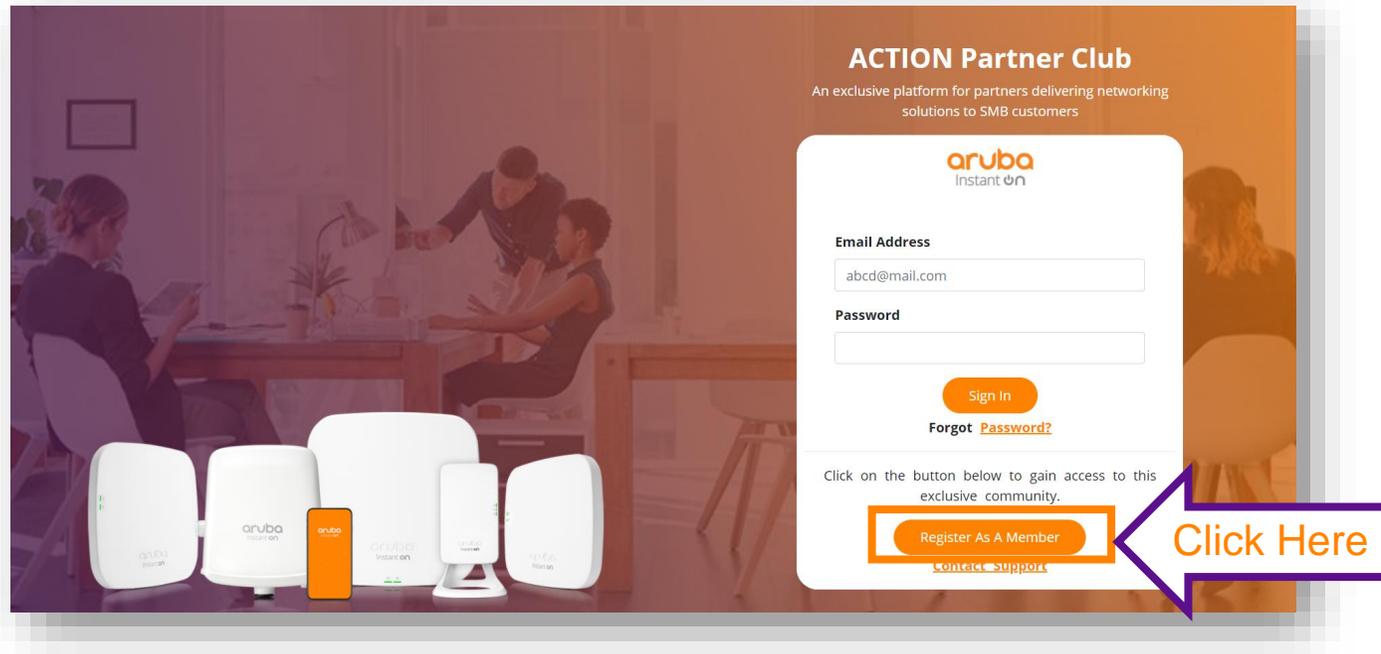
Registration

Register your rewards journey today.

Register to **Aruba ACTION Partner Club** via https://action.arubainstanton.com.

Simply click on "Register As A Member".

Registration
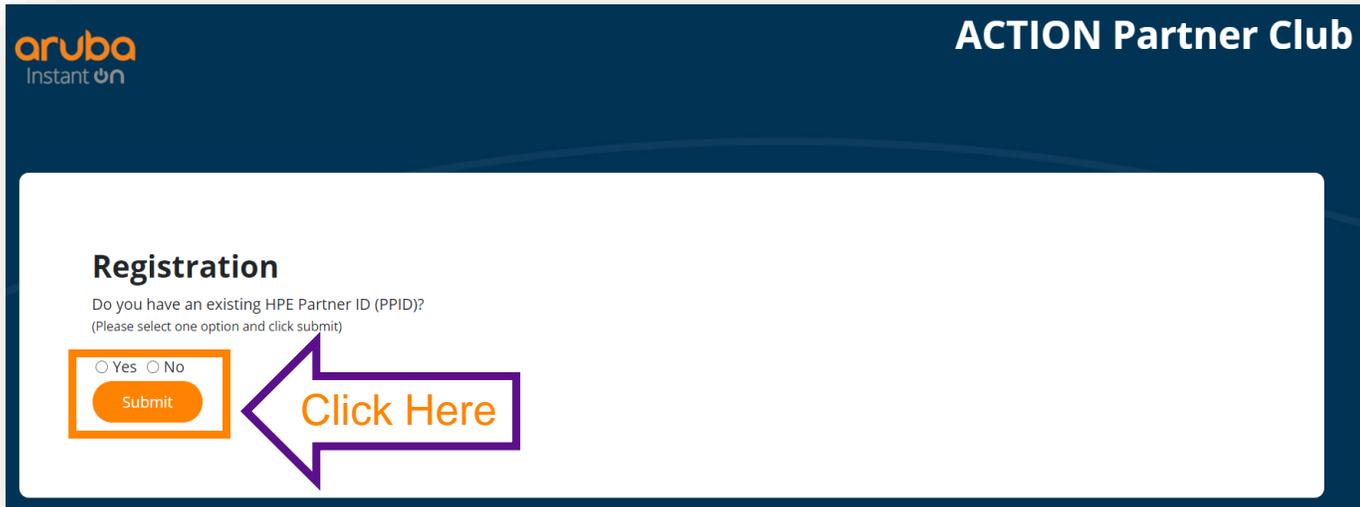
ACTION Partner Club

Registration

Do you have an existing HPE Partner ID (PPID)?
(Please select one option and click submit)

○ Yes ○ No

Submit

Click Here

What is HPE Partner ID (PPID)?

It's an ID created by HPE to uniquely identify partners and track their sales performance and related rewards

Select Yes or No accordingly

Click "Submit"

Registration

With PPID

Without PPID

All fields about yourself and your company.

Click "Submit" after completing

Note:

- Fields with asterisk are mandatory.

- Email must be selected as one of the communication consents.

Forgot Password?

Simply click on "Password?"

A password resend link will be sent to member's registered email address.

Manage your account

Click Here

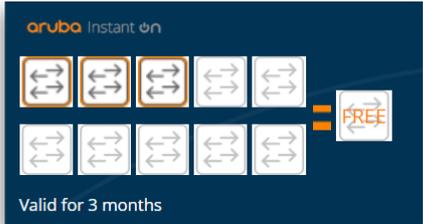Need to update your personal details or password?

Click on "My Profile"

Grey Fields are locked and not editable.

If you need to amend any information on these fields please contact emea-support@arubareward.com

Sales Resources

Sales Resources
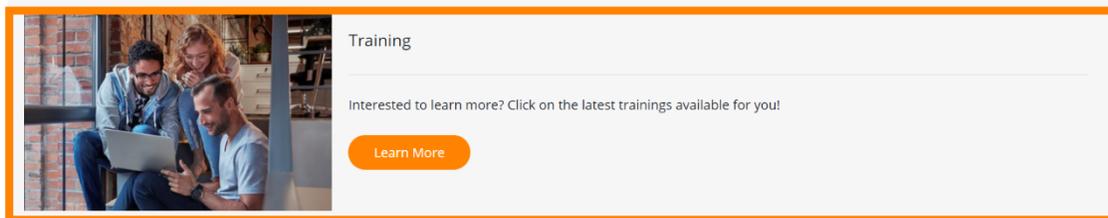

Sales Resources / Training provide members with product information, sales tools and on-line trainings that boost sales results.

Sales Resources
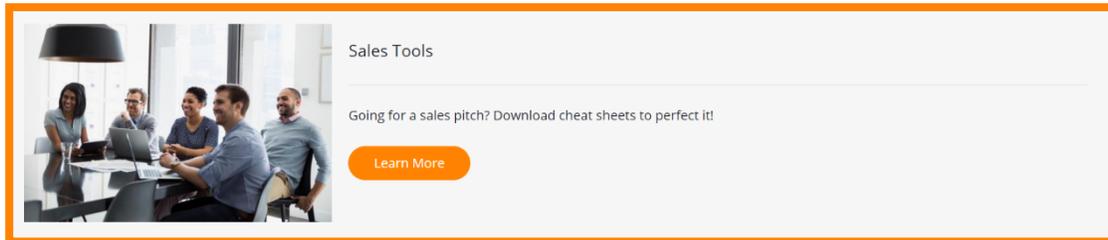

Training :

Provide member with product knowledge in the form of video and also documents

Sales Tools :

Provide sales tools for members to perform sales activities

Sales Resources

Training
Click on the latest trainings available for you!

Sales Tools
Download cheat sheets to perfect your sales pitch!

Incentive

Incentive

Switches Incentive:

Buy 10 Get 1 Free

Accumulate 10 eligible Switches and earn 1 free Switch (JL680A)

Click "Learn More" to see details.

Access Points Incentive:

Buy 10 Get 1 Free

Accumulate 10 eligible Access Points and earn 1 free Access Point (R2W96A)

Click "Learn More" to see details.

How to check if you have earned your free unit?

Track your company's rewards and progress with the dashboard.

Upon receiving the 10th unit, company owner/manager can click on redeem bottom to redeem the free unit.
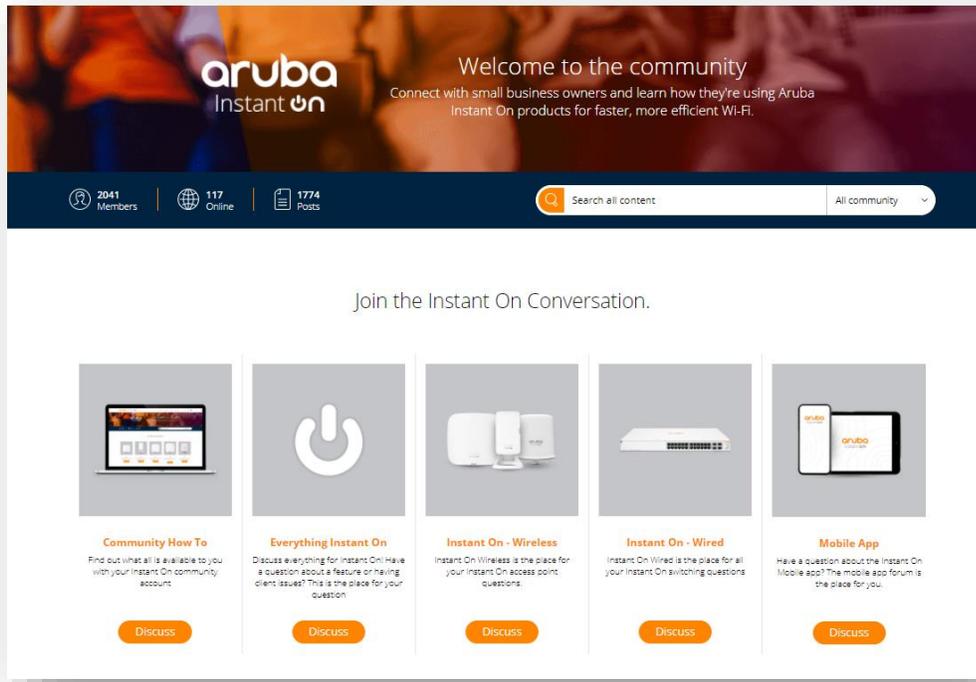
Where to collect?

Refer to the list of Aruba Authorized Distributor under "Start Selling Now!"

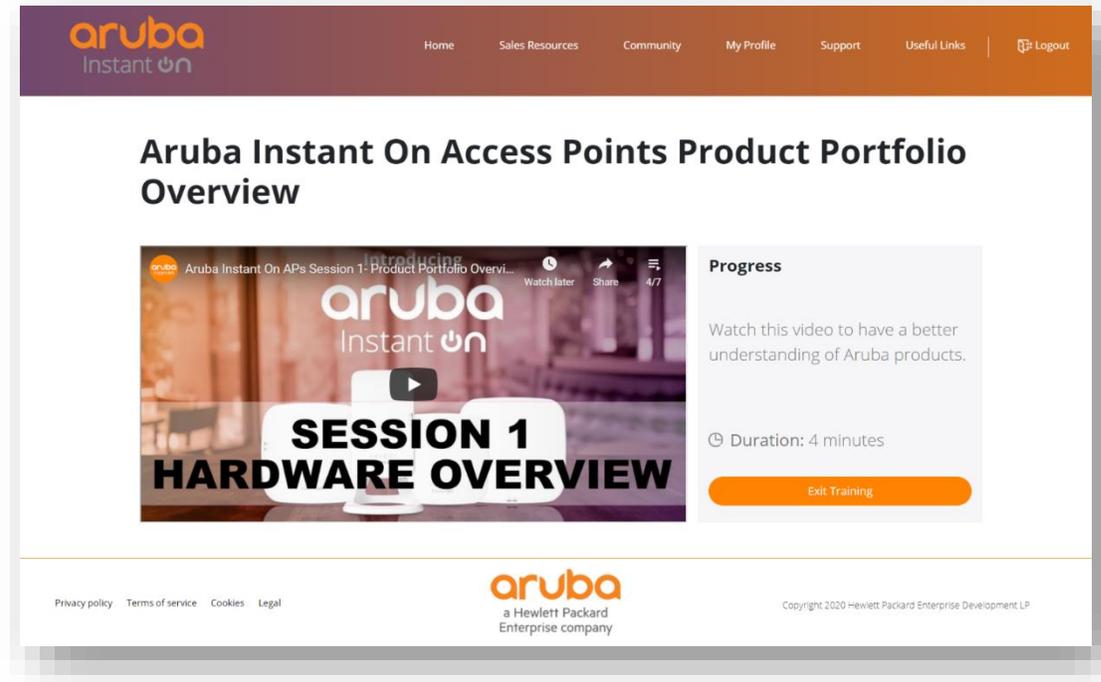# Whats' Coming next?

Whats' Coming Next?

1) Redemption on your accumulated free units

2) Aruba Community where everyone connects

3) Advanced Training taking you to next level

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Whats' Coming Next?

Aruba Community
Community to converse with peers and Aruba

Advanced Training
Training curriculum enriching as you grow your knowledge, taking you to next level

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Thank you

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