

aruba  
Instant on

# ARUBA ACTION PARTNER CLUB

APJ

2020



# Program Guide

- Introduction
- Registration
- Sales Resource
- Incentive
- Whats' coming next



# 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

# Accounts

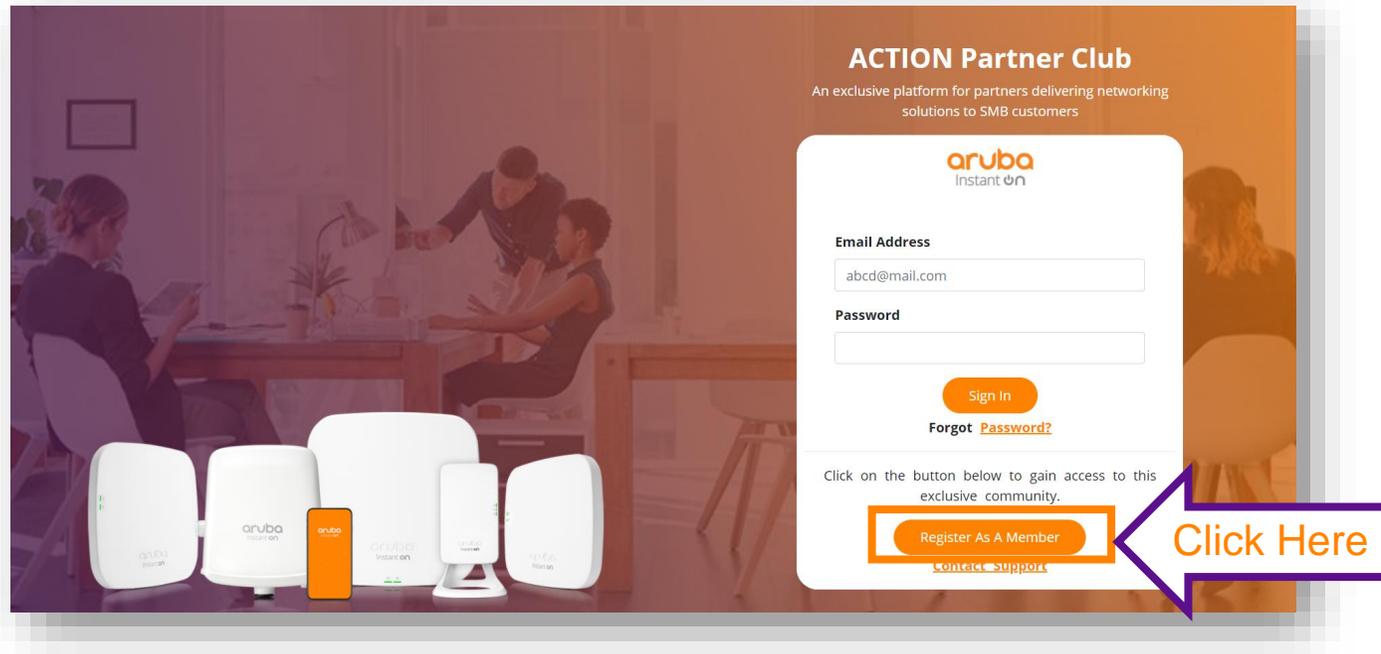
## Company's Owner/Manager

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

# Registration

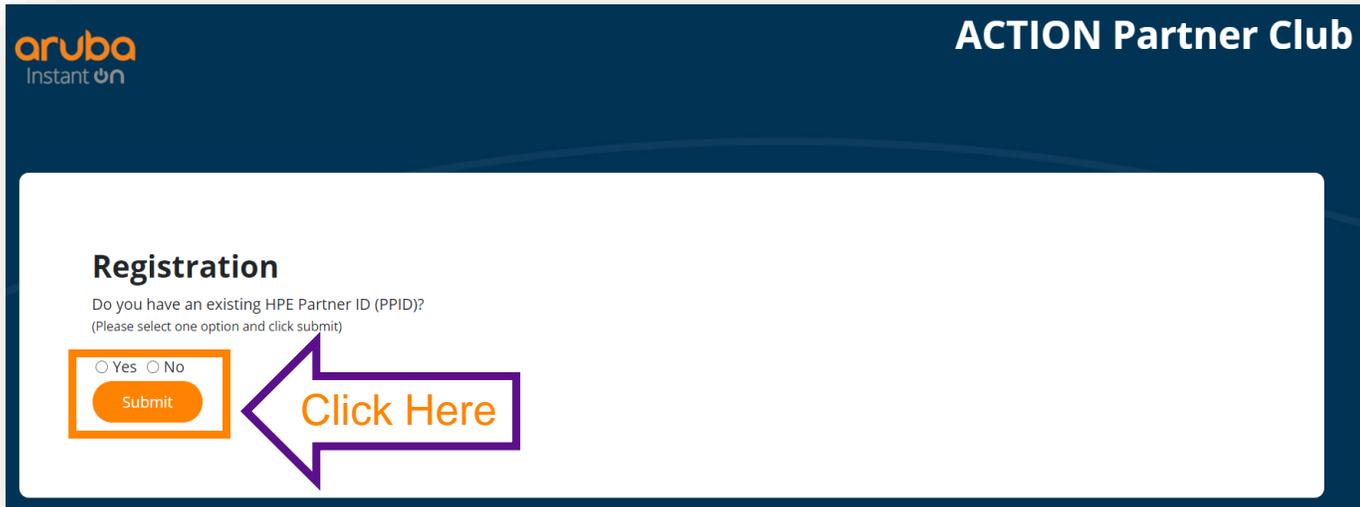


**Register your rewards journey today.**

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

Simply click on “Register As A Member”.

# Registration



The screenshot shows a registration form for the ACTION Partner Club. At the top left is the Aruba Instant On logo, and at the top right is the text "ACTION Partner Club". The main heading is "Registration". Below it is the question "Do you have an existing HPE Partner ID (PPID)?" with a sub-instruction "(Please select one option and click submit)". There are two radio buttons labeled "Yes" and "No". Below the radio buttons is an orange "Submit" button. A large purple arrow with the text "Click Here" points to the "Submit" button.

## 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

**Registration**  
Please fill up the form below.  
[Click here to view our research](#)

**1. Check Your Company Eligibility**

Select Country \*(Please select your country first)

Partner ID

Company Name \*

Tax ID

Company Address \*

State \*

City \*

Postal Code \*

How do you get to know about Aruba ACTION Partner Club? \*

Please check all that apply:

Distributor

Social Media

Peer-to-Peer

Other

**2. Set Your Account**

Email Address \*

Password \*

Repeat Password \*

**3. Tell Us About Yourself**

Substation \*

First Name \*

Last Name \*

Country Code \*

Contact Number \*

Country Code

Alternative Contact

Job Title \*

**4. Confirm Your Participation**

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

[Click here to view our research](#)

**5. We Need Your Consent**

May I/We provide you with personalized communications about I/We and other I/We partner products, services, offers and events?

Yes  No  I don't know

For more information on how I/We manages, uses and protects your information please refer to the [Aruba Privacy Policy](#). You can always withdraw or modify your consent to receive marketing communications from I/We. This can be done by using the unsubscribe mechanism at the bottom of our email marketing communications or by following [this link](#).

If you have provided your mobile number to receive marketing communications, please provide that number.

## Without PPID

**Registration**  
Please fill up the form below.  
[Click here to view our research](#)

**1. Check Your Company Eligibility**

Select Country \*(Please select your country first)

Partner ID \*

How do you get to know about Aruba ACTION Partner Club? \*

(Please check all that apply)

Distributor

Social Media

Peer-to-Peer

Other

**2. Set Your Account**

Email Address \*

Password \*

Repeat Password \*

**3. Tell Us About Yourself**

Substation \*

First Name \*

Last Name \*

Country Code \*

Contact Number \*

Country Code

Alternative Contact

Job Title \*

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If you have provided your mobile number to receive marketing communications, please provide that number.

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

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Home Sales Resources Community **My Profile** Support

**Update Profile**

**1. Company Details**

Country: Singapore Partner ID: 1.TEST933

Company Name: Singapore Internal Test Account

**2. Personal Details**

Salutation: Mr. Email Address: sg\_res@rest.com

First Name: Test Last Name: Singapore

Country Code: 85 Contact Number: 12345678 Country Code: Alternative Contact:

Job Title: Managing Director

**3. Change Password**

Password: Confirm Password:

**4. Confirm Your Participation**

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

[Aruba ACTION Program Terms and Conditions](#)

**5. We Need Your Consent**

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

Email  Phone  SMS  IM  Social Media

For more information on how HPE manages, uses and protects your information please refer to the [US Privacy Statement](#). You can always withdraw or modify your consent to receive marketing communication from HPE. This can be done by using the opt-out and preference mechanism at the bottom of our email marketing communications or by following this [link](#).

If you have provided your mobile number to receive marketing communications, please note that, roaming charges may apply.

Submit

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Need to update your personal details or password?

Click on “My Profile”

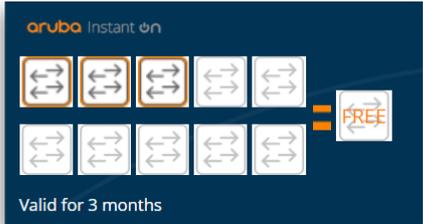
Grey Fields are locked and not editable.

If you need to amend any information on these fields please contact [emea-support@arubareward.com](mailto:emea-support@arubareward.com)

# Sales Resources

# Sales Resources

### Switches Incentive: Buy 10 Get 1 Free



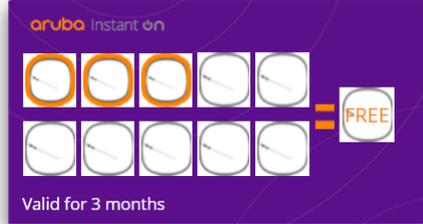
Valid for 3 months

 7 More units To Earn Your Rewards

 2 accumulated Free Units

[Learn More](#)

### Access Points Incentive: Buy 10 Get 1 Free



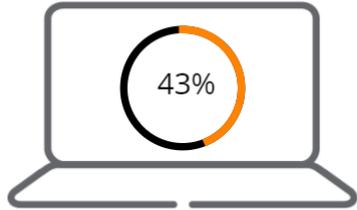
Valid for 3 months

 7 More units To Earn Your Rewards

 2 accumulated Free Units

[Learn More](#)

### TRAINING



 3/7 Trainings Completed

[Take Trainings Now](#)

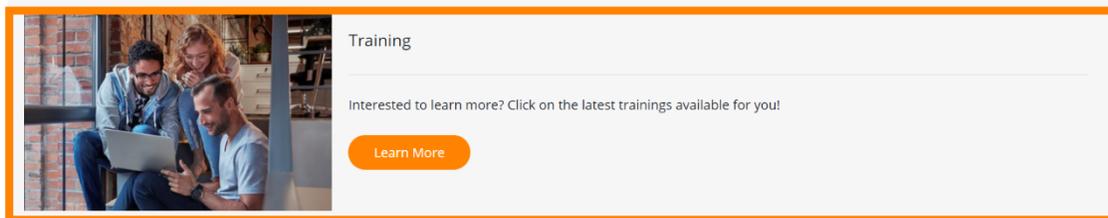
[Click Here](#)

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

# Sales Resources



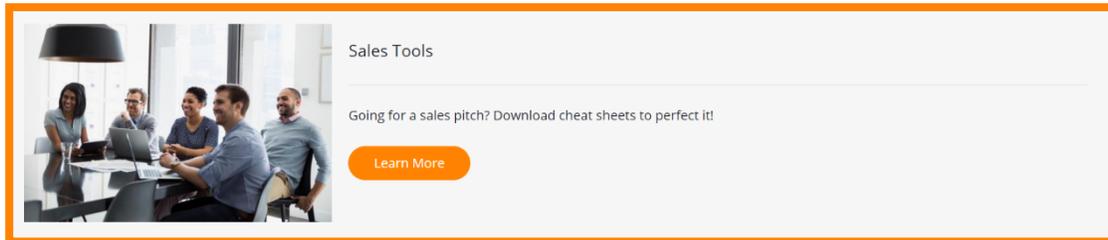
## Sales Resources



Training

Interested to learn more? Click on the latest trainings available for you!

[Learn More](#)



Sales Tools

Going for a sales pitch? Download cheat sheets to perfect it!

[Learn More](#)

## 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

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Home Sales Resources Community My Profile Support Useful Links Logout

## TRAINING

Sort By:

Keyword Search

Clear All Filter

Category

- Aruba Instant On Access Points
- Aruba Instant On Switches
- Aruba Instant On Wired and Wireless Solutions

Type

- PPT
- Video

List Of Contents:

Sort by: Latest

	Aruba Instant On Wired and Wireless Solutions Sales Certification Sales Conversation Training	New	19 Aug 2020
	Aruba Instant On Switches 1930 Switch series New Product presentation - ppt	New	19 Aug 2020
	Aruba Instant On Access Points Product Portfolio Overview Session 1	New	19 Aug 2020
	Aruba Instant On Access Points Key Differentiators Session 2	New	19 Aug 2020
	Aruba Instant On Access Points Benefits Overview Session 3	New	19 Aug 2020
	Aruba Instant On Access Points Simple Set-up Session 4	New	19 Aug 2020
	Aruba Instant On Wired and Wireless Solutions Unboxing and Set up Demo video	New	19 Aug 2020

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## Training

Click on the latest trainings available for you!

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## Sales Tools

Sort By:

Keyword Search

Clear All Filter

Category

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

Type

- PPT
- PDF

List Of Contents:

Sort by: Latest

	Aruba Instant On Wired and Wireless Solutions Solution Overview - Customer facing Nice brochure positioning the solution in different customer environments or use cases	New	19 Aug 2020
	Aruba Instant On Wired and Wireless Solutions Competitive battle card Solution Positioning and differentiators vs key competitors	New	19 Aug 2020
	Aruba Instant On Access Points Partner Presentation	New	19 Aug 2020
	Aruba Instant On Switches 1930 Switch series - At a Glance A two-page portfolio overview with key Switch specifications	New	19 Aug 2020
	Aruba Instant On Access Points Access points - At a Glance A two-page portfolio overview with key Access Points specifications	New	19 Aug 2020
	Aruba Instant On Switches 1930 Switch series - Datasheet	New	19 Aug 2020
	Aruba Instant On Switches 1930 Switch series - FAQ To help you answer to questions you may get about the new 1930 Switch series	New	19 Aug 2020

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## Sales Tools

Download cheat sheets to perfect your sales pitch!

# Incentive

# Incentive

The screenshot shows the Aruba Instant On website header with navigation links: Home, Sales Resources, Community, My Profile, Support, and Useful Links. Below the header are three incentive cards:

- Switches Incentive: Buy 10 Get 1 Free**: Shows a progress bar with 10 units, 7 more units needed, and 2 accumulated free units. A "Learn More" button is highlighted with a purple arrow.
- Access Points Incentive: Buy 10 Get 1 Free**: Shows a progress bar with 10 units, 7 more units needed, and 2 accumulated free units. A "Learn More" button is highlighted with a purple arrow.
- TRAINING**: Shows a progress bar with 43% completion, 3/7 trainings completed, and a "Take Trainings Now" button.

## 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?

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Home Sales Resources Community My Profile Support Useful Links Logout

### Access Points Incentive: Buy 10 get 1 Free

Valid for 3 months

7 More units To Redeem Your Rewards

2 accumulated Free Units

**Aruba Instant On - Wireless Access Points**  
**Product Features:**  
**Ingredients for success** - Fast 802.11ac Wave 2, secure employee and guest access, easy-to-use web, and mobile app management.  
**Say yes to secure Wi-Fi access** - Pre-built access control lists (ACLs) and built-in firewall in the access points prevent malicious traffic from entering your network - we call it "hassle-free" security.  
**Never drop an important call** - With Instant On, voice and video business applications are automatically prioritized, so you stay connected with your peers.

**Start Selling Now!**  
Contact Aruba Authorized Distributors today!  
- INGRAM MICRO ASIA LTD  
- VSTECs (SINGAPORE) PTE. LTD.  
If you need help getting started, feel free to contact us.

**How Aruba Instant On Reward works:**  
Participants are eligible to redeem 1 free Access Point unit (R2W96A) by accumulating 10 units of eligible products over a maximum of 3 months period. Participants are able to track the milestone from Dashboard which updates on a weekly basis. Upon achieving 10th unit, the company owner or manager can click on the redeem button to redeem for the free unit.

**Eligible Products:**  
Eligible products are Aruba Instant On Access Points.  
Refer to [program letter](#) for full Product Numbers list

Program Terms & conditions apply.

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

Upon receiving the 10<sup>th</sup> unit, company owner/manager can click on redeem button to redeem the free unit.

## Where to collect?

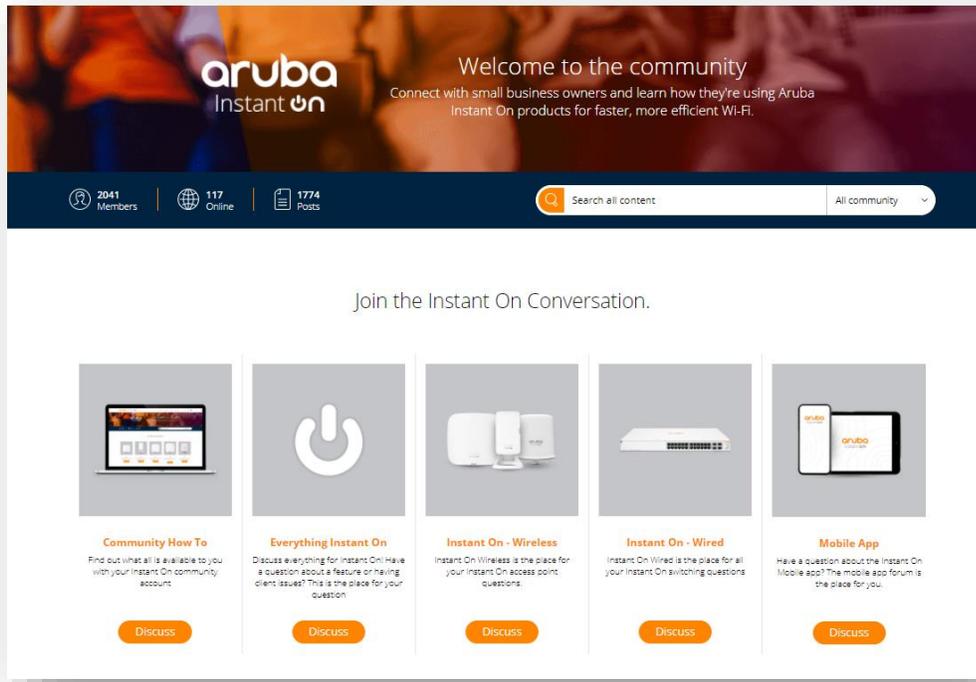
Refer to the list of Aruba Authorized Distributor under "Start Selling Now!"

# Whats' Coming next?

# Whats' Coming Next?

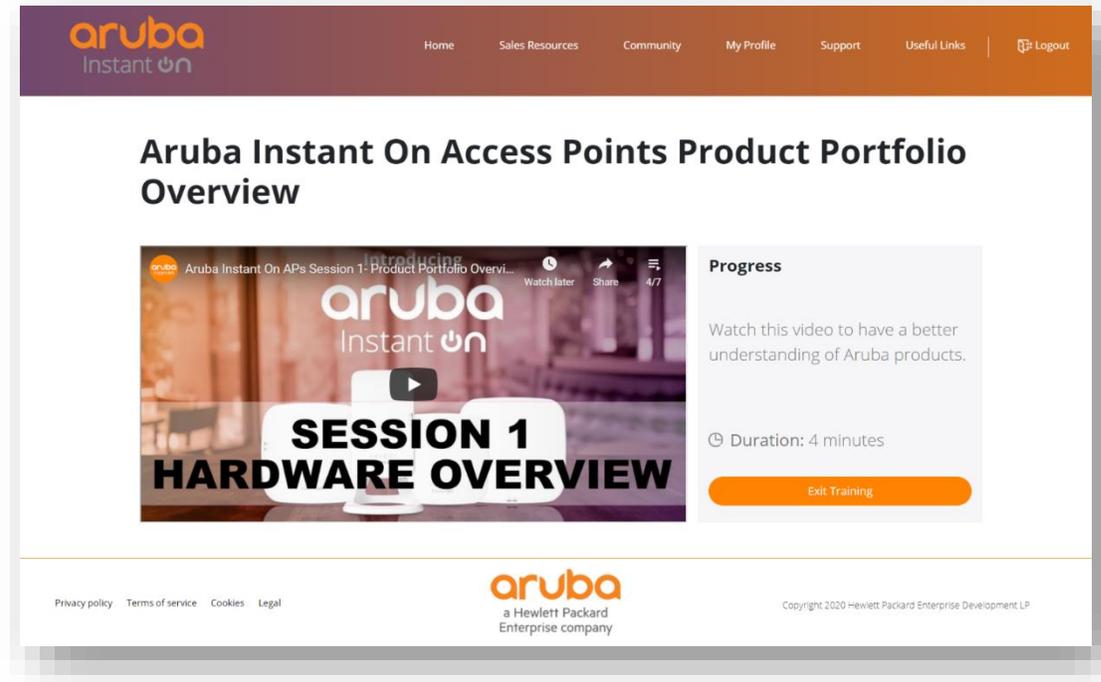
- 1) Redemption on your accumulated free units
- 2) Aruba Community where everyone connects
- 3) Advanced Training taking you to next level

# 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**