

The Aruba logo is displayed in a bold, orange, lowercase sans-serif font. The background of the entire slide is a blurred office scene with several people working at desks with laptops.

a Hewlett Packard  
Enterprise company

# Data Center Networking is Integrating into Partner Ready for Networking

Effective May 1, 2019  
EMEA

# Integrated networking program designed to accelerate growth for our partners

## Data Center Networking

*HPE Hybrid IT Partner Ready*

New to Partner Ready for Networking as of May 1

I6	Flex Fabric Core Switching
NT	Flex Fabric ToR Switching
FA	Data Center Converged Infrastructure
1U	Networking Software
NC	3rd Party Solutions
W8	Altoline

## Partner Ready for Networking

*Full networking portfolio  
Campus + Data Center*

VM

Currently resides in Partner Ready for Networking	
VL	Aruba WLAN
N6	Cloud & Network Mgmt
VN	Aruba Location Based Products
L3	Aruba Security Products
34	Flex Network Switches (H3C)
35	Aruba Branded Switches
6H	HPE Branded Switches (Non-H3C)
I7	Routing
3W	Network Services & Utility

## Campus Networking

*Partner Ready for Networking*

On **May 1, 2019** we are taking the next step to bring **Data Center** together with **Campus Networking** **all under one partner program** in order to create a consistent end-to-end partner program experience for all your networking needs.

# This move creates the following advantages for you

## Portfolio Alignment

Bringing networking products together allows greater technology and go-to-market synergies



## Program Integration & Continuity

Incorporating DCN into PRfN aligns all of your networking program benefits under one partner program.

Partner Ready for Networking



## Access to Program Benefits

Retention of quarterly rebate incentives and MDF.

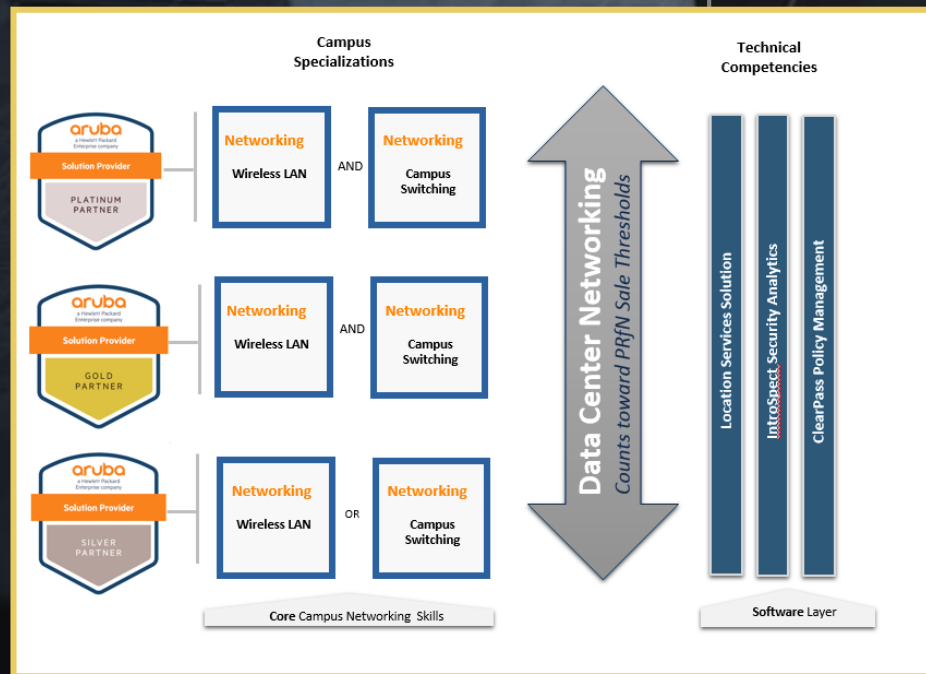


**Unifying both Campus and Data Center networking all under one partner program**



**Partner Ready for Networking** is a best-in-class program that allows you to not only meet your customers' connectivity needs, but also to help them take advantage of the growth in mobile, cloud, IoT, and artificial intelligence.

And now with the inclusion of **Data Center Networking**, the program is **EVEN BETTER!**



– **3-tier structure with minimum revenue thresholds**

- DCN revenue counts toward both PRfN and HiT PR threshold targets.
- Existing PRfN partners maintain their current PRfN membership status.

– **Deal protection executed through up front discounts**

- DCN PLs will be incorporated into the Aruba deal registration program.

– **Enriched back-end incentives based on membership tier**

- HPE PR Platinum, Gold or Silver are eligible to receive rebates on DCN and will continue to receive the same quarterly rebate incentive rates on DCN PLs under PRfN as they did in 1H19.

# DCN Program Changes – Effective May 1

Current	As of May 1
Included in Partner Ready	Included in Partner Ready for Networking
Included in Partner Ready Deal Registration	Included in Partner Ready for Networking Deal Registration
Included in Partner Ready revenue threshold	Included in both Partner Ready and Partner Ready for Networking revenue thresholds
Included in Partner Ready rebate incentives	Included in Partner Ready for Networking rebate incentives. For the remainder of FY19, Partners who are PR Platinum, Gold or Silver as of May 1, 2019 are eligible to receive rebates on DCN and will continue to receive the same quarterly rebates on DCN PL's as they did in 1H'19.
MDF submitted under HIT Partner Ready in MDF tool	MDF submitted under Aruba Partner Ready for Networking in MDF tool. For questions, contact your local Aruba Channel Sales or Marketing Manager.
Included in PR NFR	DCN PL's will reside in the Aruba NFR program for 2H'19. Aruba NFR discounts will apply.

# Partner Migration Path

Beginning May 1st, you will use your PRfN status to represent your Aruba and DCN business

1H'19 Moving into 2H'19

HIT Medallion Status will remain the same

PRfN Medallion status will remain the same

Effective May 1, 2019

Partners with a HIT Medallion Status who do not have a PRfN medallion will automatically be granted:



PRfN Silver



# PRfN 2H19 Front-end Discount Model + Deal Registration

		Aruba Campus Networking	Data Center Networking
Standard Discount	Platinum	34%	No medallion discounts
	Gold	32%	
	Silver	30%	
Deal Registration		10% Stacked with IQ only	10% Stacked with IQ only

On May 1, DCN PLs will be included into the Aruba deal registration program and removed from PR Deal Registration Program

Applicable to the following Campus Networking PL's: VL, VN, L3, 3W, N6, 34, 35, 6H, I7.

Applicable to the following DCN PL's starting May 1, 2019:

- I6: Flex Fabric Core Switching
- NT: Flex Fabric ToR Switching
- FA: Data Center Converged Infrastructure
- 1U: Networking Software
- NC: 3rd Party Solutions
- WB: Altoline

# 2H19 Back-End Rebate – Partner Ready for Networking

DCN Rebates are included in the Partner Ready for Networking Program

		Aruba	Data Center Networking
Network Incentive	Platinum	5.0% a(WLAN) 3.5% (LAN)	7%
	Gold	3.5% (WLAN) 2.5% (LAN)	5%
	Silver	2.5% (WLAN) 1.5% (LAN)	3%
ClearPass Competency		15% CP SKU's HW+SW	Not Applicable
IntroSpect Security Analytics		15% IntroSpect SKU's HW+SW	
Location Services		15%	

For the remainder of FY19, you will continue to receive the same quarterly rebate incentives you are currently receiving for eligible DCN PLs as you do today under the HIT PR program.

- Backend rebate for networking paid quarterly
- Applies to VL, VN, L3, 3W, N6, 34, 35, 6H, I5, I7, 3P.
- DCN only partners not eligible for PRfN competencies.

Starting May 1st, the following DCN PL's will be incorporated under PRfN :

- I6: Flex Fabric Core Switching
- NT: Flex Fabric ToR Switching
- FA: Data Center Converged Infrastructure
- 1U: Networking Software
- NC: 3rd Party Solutions
- WB: Altoline



# DCN Transition Timeline

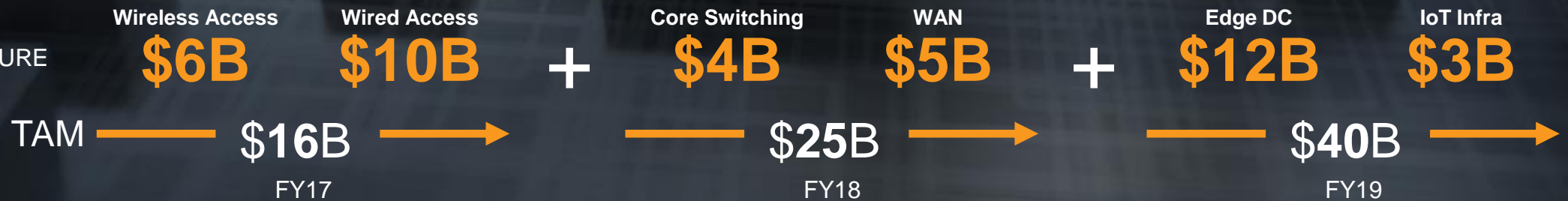


# BUILDING THE PLATFORM FOR THE INTELLIGENT EDGE

EDGE  
SOFTWARE

CLLOUD-NATIVE EDGE SOFTWARE PLATFORM

EDGE  
INFRASTRUCTURE



Sources: 650 Group, Dell'Oro, IDC, Frost & Sullivan

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**Thank you**