

HPE Aruba Networking AP Trade-Up program

Customers can receive up to a \$125 credit per eligible AP trade up.

For a limited time, HPE Aruba Networking authorized partners can facilitate a sales credit (or rebate) to customers purchasing eligible HPE Aruba Networking AP-6xx Series Wi-Fi 6E hardware to replace qualified HPE Aruba Networking P-1xx, AP-2xx, and AP-3xx Series APs or qualified Cisco APs.

For additional details, terms and conditions, and to apply for the trade-up rebate visit <https://www.hpe.com/partners/aptradeup>.

Program details

Sales teams are required to include the "aptradeup" promo code on all customer quotes where they plan to claim the credit.

The indicated trade-in allowance is not guaranteed if any special pricing conditions are granted by HPE. In such case, a new estimation will be provided to you based on information related to specific deal or promotion.

Please see the list of eligible HPE Aruba Networking Products [here](#).

Partner eligibility

All HPE Aruba Networking Partner Ready for Networking Program Partners in US & Canada.

Promotion validity

May 1, 2024 - October 31, 2024.

How does the Trade-Up program work?

HPE Aruba Networking partners will work directly with the customer to facilitate the AP Trade-Up process. Before purchase, the reseller creates a quote for the new APs to be purchased and the reseller submits the application for participation on behalf of the end-user customer.

Submit an application for participation

To submit an application on behalf of the end-user customer you will need the following information:

- Active HPE Quote ID, Deal ID, or Offer ID (aptradeup).
- The new HPE Aruba Networking APs being purchased, and quantity.
- Return product model, and quantity.
- Customer information, including company, first and last name, address, email address and telephone number.

Step-by-step

- Visit <https://www.hpe.com/partners/aptradeup> and click on the "AP Trade-Up program"
- Select the HPE Aruba Networking products quoted to the customer.
- Select the eligible HPE Aruba Networking products for trade up.
- Complete the customer information and submit your application.
- After applying you will receive a confirmation email confirming your application has been sent to our approvals team and will be processed in the next few days.
- You will receive a notification as soon as your application has been approved.

Claiming the rebate

After deal closure and delivery of the new HPE products, approved applications can be converted to a claim to request. To claim the rebate, you will need:

- An approved program application email.
- New HPE product (scanned copy of customer invoice, serial numbers).
- Return product (dimensions, weights).
- Certificate of destruction (if selecting "no product return" option) or pickup address, site contact email address (if selecting "pick-up" option).
- Postal address for check payment, or banking details.

Step-by-step

- Click the link in the email you received for program application approval.
- You will be taken to the program page to "Finalize request & accept quote," click continue and begin the claiming process.
- Select appropriate logistic option - "no product return" or "pick-up".
- No product return: If the customer is not willing or able to return the returned product to HPE, a Certificate of Destruction needs to be provided before the trade-up cash back amount can be disbursed. It is the responsibility of the end user or partner to provide HPE with a Certificate of Destruction from the e-waste or recycling facility of their choice.
- Pick-up: To plan collection, return product information (dimensions and weights) must be provided along with pickup address and if applicable, special instructions for the collection.
- Read and accept the Terms & Conditions ([US](#) | [Canada](#)) and submit the claim.

Promotion overview

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- After claim validation HPE will inform you of the collection arrangements.
- After receipt of the return products in the processing center HPE will issue the refund payment with the selected payment method (check or bank transfer).

Eligible new HPE Aruba Networking APs

Eligible New Product List				
Country	Family	SKU	Description	Trade-Up Credit
US	615	R7J50A	Aruba AP-615 (US) Campus AP	\$80.00
	615	R7J55A	Aruba AP-615 (US) TAA Campus AP	
	635	R7J28A	Aruba AP-635 (US) Campus AP	\$110.00
	635	R7J33A	Aruba AP-635 (US) TAA Campus AP	
	655	R7J39A	Aruba AP-655 (US) Campus AP	\$125.00
	655	R7J44A	Aruba AP-655 (US) TAA Campus AP	
Canada	615	R7J49A	Aruba AP-615 (RW) Campus AP	\$80.00
	615	R7J54A	Aruba AP-615 (RW) TAA Campus AP	
	635	R7J27A	Aruba AP-635 (RW) Campus AP	\$110.00
	635	R7J32A	Aruba AP-635 (RW) TAA Campus AP	
	655	R7J38A	Aruba AP-655 (RW) Campus AP	\$125.00
	655	R7J43A	Aruba AP-655 (RW) TAA Campus AP	

Minimum of 50 trade-up APs per order. Submissions over 150 units can be submitted in several batches or sent to the [Promotions Support Team](#) using the large deal registration spreadsheet for them to be combined into a Large Deal registration.

What old HPE Aruba Networking Products are eligible for trade up?

Eligible Old HPE Aruba Networking Product List (see full list here)	
HPE Aruba Networking	AP-100 Series
	AP-200 Series
	AP-300 Series

What old Cisco Products are eligible for trade up?

Eligible Old Cisco Product List	
Cisco	Meraki
1700	Z1

Promotion overview

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1810 Office Extend	Z3
1810W	MR20
1815W	MR30H
1815	MR32
1830	MR33
1850	MR34
2700	MR42/E
2800	MR52
3700	MR53
3800	MR52E
4800	

Reseller terms and conditions

- Eligible end user customers: US & Canada only.
- HPE Aruba Networking, HPE, and authorized HPE Aruba Networking distributors will not receive or take-in any equipment, or products that are being traded in by end user customers.
- HPE Aruba Networking reserves the right to end/modify this promotion at any time.
- A quantity of one (1) returned product AP is permitted for each (1) eligible new AP detailed in the table above ("Eligible New HPE Aruba Networking APs") purchase.
- In case of a dispute, the decision taken by HPE Aruba Networking management will be final and binding on all parties.
- Trade Up rebates only apply to new units ordered through an HPE Authorized Distributor and Reseller operating in North America.
- HPE Renew Inventory is ineligible for this program as a New AP purchase
- Public Sector Customers are ineligible to directly receive Trade Up Rebate payments. Subject to any State or Federal legal restrictions which constrains the public entity's actions under normal operations and forbids its participation as a result, HPE will accept to pay the Trade Up rebate to the purchasing reseller, if the latter provides documentation proving that the public entity transferred the title on the assets identified for trade into such purchasing reseller. Trade Up Rebate payments are to be paid only to the purchasing reseller (a commercial entity) as per the program guidelines. ERATE opportunities, regardless of commercial entity inclusion, are ineligible to participate in Trade Up programs.

Visit <https://www.hpe.com/partners/aptradeup> for program details and terms and conditions.

Contact information

If you have any questions regarding your application, please do not hesitate to [contact us](#) (you will be asked for your Offer ID).

Please note: To prevent unwanted "spam" email, some internet service providers block messages from unknown senders. In case you don't receive a confirmation mail within 24 hours from promotion.support@tpps.mail.hpe.com, please check your spam folder.

Promotion overview

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