Program letter



HPE Networking Instant On ACTION Premier Program Overview for Partners

The HPE Networking Instant On ACTION Premier track in ACTION Partner Club Program 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 Partner Club platform, which can be referenced here: https://action.instant-on.hpe.com/

Partner Eligibility

This program is for Partners in EMEA region except Germany meeting below criteria:

- have a valid HPE Partner Agreement with a Solution Provider Authorization Addendum and HPE Networking Instant On product exhibits.
- 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 incentive under this Program. Distributors, OEM and ODP will also be ineligible to participate and claim incentive under this Program.

Program Overview

- Program will run from November 1, 2024 – October 31, 2025
- Partners must register and accept the Terms and Conditions of the Program
- Should a Participant not maintain the minimum $15,000 Quarterly Sales thresholds of eligible products for 2 quarters in a row then they will be subject to termination from 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 Partner Club Platform
- Partner business in each country will be tracked and aggregated based on Authorized Distributor’s sellout reporting to HPE Networking Instant On
- HPE Networking Instant On reserves the right to change the details of the ACTION Premier Program at any time

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1.Quarterly Rebates

Incentives Details

- The Rebate to be paid based on revenue achieved from the sale of eligible HPE Networking Instant On Products is calculated as follows:

Performance band (USD)	Rebate Amount%
Quarterly sales volume between $ 15,000 and $ 99,999	4%
Quarterly sales volume between $ 100,000 and $ 300,000	6%
Quarterly sales volume above $ 300,000	7.5%

- The maximum Quarterly Rebate value under this Program is capped at $112,500 (based on a maximum quarterly revenue of $1,500,000) per quarter per participating Partner. The Sales must be made to end-customers located in EMEA region.
- The Cashback is paid quarterly, in month 2 of the following quarter by HPE Networking Instant On to the Participant. The payment will be made by electronic bank transfer to the Participant's bank account provided with the registration
- Applicable only for Partner entity with Branch(es)- If both Headquarters and branch(es) are registered in Action Partner Club, incentive calculation will be consolidated at Headquarters level and will be paid to Headquarters. If only branch(es) are registered in Action Partner Club, incentive will be paid to each branch, as per Eligible Sales and Reward Rules.
- Rewards progress will be updated on the HPE Networking Instant On ACTION Partner Club Platform on a weekly basis

2. Order Incentives (discounts)

- Participants in the EMEA region are rewarded with a front-end order incentive (discount).
- Order Incentives for Eligible Products of 2.5%.
- All discounts are calculated by HPE Authorized distributors.
- Participant is only eligible for an Order Incentives when purchasing products from an authorized HPE Authorized distributor.

3.Training Requirements

- HPE Networking Instant On product Sales Accreditation training enables the Participants to provide high-quality sales support to their customers.
- Training must be completed within two (2) quarters of acceptance of ACTION Premier Ts&Cs, or by Oct 31, 2025 for Participants registered before Nov 1st, 2024. HPE will track the completion of training requirements.

# of employees	Course name
2	HPE Networking Instant On Sales Accreditation (Training Link)

- Training is valid for two (2) years from the date achieved.
- The training courses may be refreshed periodically to include new products.

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Eligible HPE Networking Instant On Product List

Eligible Products – Switches - Product Line I5	
HPE Networking Instant On Product Number	**HPE Networking Instant On Product Description**
S0G33A	HPE Networking Instant On Secure Gateway 4-port Gigabit SG1004
S0G34A	HPE Networking Instant On Secure Gateway 5-port SmartRate 2.5G PoE+ 64W SG2505P
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
JL805A	HPE Networking Instant On 1960 12XT 4XF Switch
JL806A	HPE Networking Instant On 1960 24G 2XT 2XF Switch
JL807A	HPE Networking Instant On 1960 24G 2XT 2XF 370W Switch
JL808A	HPE Networking Instant On 1960 48G 2XT 2XF Sw
JL809A	HPE Networking Instant On 1960 48G 2XT 2XF 600W Switch
JL815A	HPE Networking Instant On 1830 48G 24p Class 4 PoE 4SFP 370W switch
JL814A	HPE Networking Instant On 1830 48G 4SFP Switch
JL813A	HPE Networking Instant On 1830 24p Class4 PoE 2SFP 195W switch
JL812A	HPE Networking Instant On 1830 24G 2SFP Switch
JL811A	HPE Networking Instant On 1830 8G 4p Class4 PoE 65W Switch
JL810A	HPE Networking Instant On 1830 8G Switch
JL680A	HPE Networking Instant On 1930 8G 2SFP Switch
JL681A	HPE Networking Instant On 1930 8G 2SFP 124W Switch
JL682A	HPE Networking Instant On 1930 24G 4SFP+ Switch
JL683A	HPE Networking Instant On 1930 24G 4SFP+ 195W Switch
JL684A	HPE Networking Instant On 1930 24G 4SFP+ 370W Switch
JL685A	HPE Networking Instant On 1930 48G 4SFP+ Switch
JL686A	HPE Networking Instant On 1930 48G 4SFP+ 370W Switch

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Eligible Products – APs - Product Line 3P	
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 Bundle w/PSU (EU) AP22D
S0J34A	HPE Networking Instant On AP Bundle w/PSU (RW) AP22D
S1U80A	HPE Networking Instant On AP 5 Pack (US) 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
S1T17A	HPE Networking Instant On AP 5-pk (US) AP21
S1T18A	HPE Networking Instant On AP21 (RW) AP 5 pack
S1T23A	HPE Networking Instant On AP (RW) AP32
S1T28A	HPE Networking Instant On AP Bundle w/PSU (EU) AP32
S1T29A	HPE Networking Instant On AP Bundle w/PSU (RW) AP32
S1T31A	HPE Networking Instant On AP 5-pk (US) 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
R9B28A	HPE Networking Instant On AP25 (RW) 4x4 Wi-Fi 6 Indoor Access Point
R9B33A	HPE Networking Instant On AP25 with 12V/18W Power Adaptor (EU) Bundle
R9B34A#	HPE Networking Instant On AP25 with 12V/18W Power Adaptor (WW) Bundle
R9B36A	HPE Networking Instant On AP25 Flush Mount Sleeve
R9M77A	HPE Networking Instant On 30W 802.3at PoE Midspan Injector
R2W96A	HPE Networking Instant On AP11 (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
R2X16A	HPE Networking Instant On AP11D (RW) Access Point
R2X22A	HPE Networking Instant On POE Mid-span
R3J22A	HPE Networking Instant On AP11 (EU) Bundle
R3J24A	HPE Networking Instant On AP12 (EU) Bundle
R3J26A	HPE Networking Instant On AP11D (EU) Bundle
R3R57A	HPE Networking Instant On-MNT-OTDR Outdoor Bracket
R3X85A	HPE Networking Instant On 12V Power Adapter
R3X86A	HPE Networking Instant On 48V Power Adapter

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Eligible Products – APs - Product Line 3P	
HPE Networking Instant On Product Number	**HPE Networking Instant On Product Description**
R2W98A	HPE Networking Instant On AP11 (IL) Access Point
R2X03A	HPE Networking Instant On AP12 (IL) Access Point
R2X08A	HPE Networking Instant On AP15 (IL) Access Point
R2X18A	HPE Networking Instant On AP11D (IL) Access Point
R2W97A	HPE Networking Instant On AP11 (EG) Access Point
R2X02A	HPE Networking Instant On AP12 (EG) Access Point
R2X07A	HPE Networking Instant On AP15 (EG) Access Point
R2X12A	HPE Networking Instant On AP17 (EG) Access Point
R2X17A	HPE Networking Instant On AP11D (EG) Access Point
R6K61A	HPE Networking Instant On AP11 PSU BDL WWBASE
R6K64A	HPE Networking Instant On AP11D PSU BDL WWBASE
R4W02A	HPE Networking Instant On AP22 (RW) Access Point
R4W04A	HPE Networking Instant On AP22 (EG) Access Point
R4W05A	HPE Networking Instant On AP22 (IL) Access Point
R6M50A	HPE Networking Instant On AP22 with 12V PSU EU Bundle
R6M51A	HPE Networking Instant On AP22 with 12V PSU WW Bundle
R6P78A	HPE Networking Instant On AP22 with 12V PSU Bundle (IL)
R6P79A	HPE Networking Instant On AP22 with 12V PSU Bundle (EG)
R6P90A	HPE Networking Instant On AP22 flush mount sleeve

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

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