Partner Ready for Networking

We invest in you like our business depends on it. Because it does.
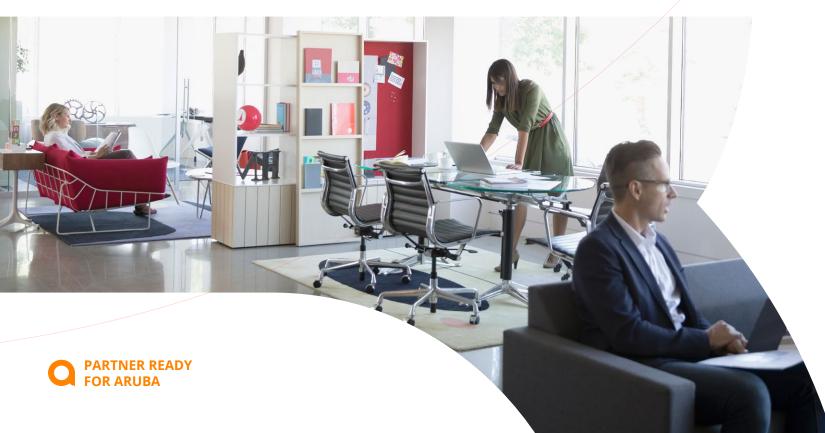
PARTNER READY FOR ARUBA

Together All The Way –
That's How We Work

Right now, it's at the Edge where we can work together to transform customers' experiences and open up new opportunities—for them, for you and for us.

We believe in partnership

We create smart digital experiences by providing a next-generation network – one that's cloud-native, software-driven, and designed for mobile and IoT. Join us as an Aruba partner and you get the technology, tools, and, most importantly, the support to capitalize on everything we offer. After all, we have a common goal—giving our customers the progressive solutions that they value.

We succeed when you succeed

At Aruba, more than 90% of our business flows through our channel partners. That's why we measure our success through yours. To help you succeed, we designed our partner ecosystem to give you options that let you make the most of your skills and choose your path for growth.

PARTNER READY FOR ARUBA

Partner with Aruba— Experience the Difference

We believe in taking partnership further in order to take you further.

Others talk about innovation. We live it every day.

— Use our industry-leading product and solution portfolio to evolve yours.

— Explore Everything-as-a-Service offerings that drive efficiency and financial flexibility.

— Discover constantly improving programs and services, driven by a team that listens and responds.

Our resources run deep, driving growth, and emphasizing profit.

— Turn prospects into your Aruba customers with our sales programs and tools.

— Get extensive discounts, incentives, and other rewards.

— Leverage our marketing campaigns, funds, and the full support of our partner-focused marketing staff.

We're an extension of you, but you're a part of us, too.

— Get expert support when you need it, including every step of the sales process.

— Gain unrestricted access to Aruba's virtual sales trainings and webinars.

— Connect with a vast partner community of Airheads—Aruba experts and thought leaders.

PARTNER READY FOR ARUBA

Partner Ready for Networking Program

Get the skills, tools, and expertise needed to deliver superior Edge-to-Cloud and Everything-as-a-Service experiences with the Partner Ready for Networking program. Discover what it has to offer, learn about the requirements, and find out how to sign up.

What's In It For You?

The Partner Ready for Networking program offers various sales and technical trainings to help you become an expert in the Aruba portfolio. This partner-centric program equips your sales and engineering teams with what they need to win deals and provide outstanding service and support to your customers. This positions your business to drive profitability.

PARTNER READY FOR ARUBA

Realize your ambitions— go further with Aruba

Whatever your strategy for growth, we recognize and reward partners who want to go the extra mile with Aruba.

You can specialize through our Technology Competencies*, which include Central, SD-Branch, ClearPass Policy Management, and Location Services. You also have the option of Business Competencies, which cover Managed Connectivity Services, or Partner Branded Support.

By gaining additional knowledge in specific Aruba technology and solution areas, you get access to a set of tools to help you build your business—training, certification, incentives, demand generation tools and more.

PARTNER READY FOR ARUBA

* Competencies may vary by region

Rewards for Partners

The Partner Ready for Networking program is designed to reward partners at all levels, while recognizing those who offer exceptional value to our joint customers.

Program Benefits

There are many rewards and resources available to you as a member of the Partner Ready for Networking program. Benefits include incentives, training and education, partner enablement, business development, technical support, and marketing support. We make all of our tools and resources simple to use so you can focus on growing your business. The more you do with Aruba, the greater your rewards.

Program Requirements

We welcome partners at all levels. There are minimum requirements that you'll need to fulfill to become an Aruba partner, including Annual Sales Thresholds, sales certifications, and technical certifications. There are different requirement levels to suit your business.

For more training information visit:
https://www.arubanetworks.com/support-services/training-services/
and https://certification-learning.hpe.com/tr/Portfolios/Show/Networking
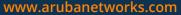
PARTNER READY FOR ARUBA

Join Us—Register for our Partner Ready for Networking Program

We're ready to welcome you as an Aruba Partner and help you accomplish great things. When you register for our Partner Ready for Networking program, it also opens up the opportunity for you to join the Partner Ready for Aruba Managed Service Provider program whenever you're ready.

To register for the Hewlett Packard Enterprise Partner Ready for Networking program, please visit:
https://partner.hpe.com/aruba

aruba

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