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PARTNER COMMUNICATION

Hardware and Support Services Price Increase

FOR SELECT ARUBA PRODUCTS and SUPPORT SERVICES

EFFECTIVE: APRIL 4, 2022

Summary

Aruba continues to experience increases in costs to manufacture and deliver its products due to ongoing supply constraints, and market supply and demand dynamics. In response, Aruba will increase pricing on the following products effective April 4, 2022.

Support services pricing changes will be implemented in a two-step process in April and May. The April 4th support service pricing increases are listed below.

- Aruba Access & Data Center/Campus core & aggregation Switching
 - 29xx product family
 - 3810
 - 5400
 - 6200, 6300, 6400
 - 8320, 8325, 8360
 - 8400
 - 10000
- All Aruba-branded interconnects (transceivers, cables)
- Aruba Comware Campus Networking
 - 5140-EI
 - 5520-HI
 - 7500X
 - Aruba Comware Campus interconnects (transceivers, cables)
 - IMC (for Campus)
- Aruba Comware Data Center Networking
 - 57xx
 - 59xx
 - 58xx/79xx accessories
 - 129xxE
 - Aruba Comware Data Center interconnects (transceivers, cables)
 - IMC (for Data Center)
- Aruba Comware Routers
 - MSR4000
 - MSR3000
 - MSR2000
 - MSR1000
 - MSR95x
 - HSR6800
- WLAN HW
 - Aruba & OEM Access Points

- AP-303/P/H
- AP-503/504
- AP514/515/518
- AP-534/535
- AP-565/567
- AP-574/575/577
- AP-635, 655
- Aruba & OEM Controller/Gateways
 - Mobility Conductor
 - 70xx Controller/Gateways (including K12 bundles)
 - 72xx Controller/Gateways (including K12 bundles)
 - 90xx Controller/Gateways
- Aruba & OEM WLAN Accessories
 - Antennas, mounts, power adapters & BLE

Support services impacted by the April 4, 2022, pricing action align with the product families listed above.

The price increases are as follows:

| PRODUCT FAMILY | PRODUCT(S) | HARDWARE INCREASE | SUPPORT SERVICES INCREASE |
|--|-------------------------------|-------------------|---------------------------|
| ARUBA ACCESS & DATA CENTER/CAMPUS CORE & AGGREGATION SWITCHING | 29xx | ~15-38% | ~10-25%* |
| | 3810, 5400, 4100I, 6300, 6400 | ~5% | ~10% |
| | 6200 | ~8% | ~18%* |
| | 8320 | ~14-46% | ~20-53% |
| | 8325 | ~12% | ~27%* |
| | 8360 | ~12-40% | ~21-47%* |
| | 8400 | ~3% | ~3-10% |
| | 10000 | ~10-18% | 21%* |
| | | | |
| ARUBA INTERCONNECTS | All transceivers & cables | ~1-20% | N/A |
| | 5140-EI | ~14% | 25%* |

| | | | |
|----------------------------------|--|--------|---------------------------------|
| ARUBA COMWARE CAMPUS | 5520-HI, 7500x | ~5% | ~10% |
| | Aruba Comware Campus Interconnects | ~5% | N/A |
| | IMC (for campus) | ~6% | ~11% |
| ARUBA COMWARE DATA CENTER | Aruba Comware Datacenter Interconnects | ~6% | N/A |
| | 57xx | ~6% | ~11-15% |
| | 58xx/79xx Accessories, 59xx, 129xxE, IMC (for Data Center) | ~4-14% | ~11%* (excludes accessories) |
| ARUBA COMWARE ROUTERS | HSR6800 | ~5% | ~10% |
| | MSR4000, MSR3000, MSR1000, MSR95x | ~14% | ~20% |
| | MSR2000 | ~33% | ~40% |
| WLAN HW | <p>Aruba & OEM Access Points AP-303/P/H, AP-503/504, AP-514/515/518, AP-534/535, AP-565/567, AP-574/575/577, AP-635, AP-655</p> <p>Aruba & OEM Controller/Gateways Mobility Conductor 70xx Controller/Gateways (Including K12 Bundles) 72xx Controller/Gateways (Including K12 Bundles) 90xx Controller/Gateways</p> <p>Aruba & OEM WLAN Accessories Antennas, mounts, power adapters & BLE Beacons</p> | ~5% | ~10% (excludes accessories) |

*Upcoming May 2022 price changes to be provided in a follow-up communication to align support services pricing and product pricing

FREQUENTLY ASKED QUESTIONS

Q. When will price changes go into effect?

A. Product price increases will be effective April 4, 2022.

Q. How will these price changes impact existing valid quotes/Big Deals for the affected products?

A. Product pricing on approved and valid quotes/Big Deals and pricing agreements before April 4, 2022, will be honored until validity expires.

Q. How will these price changes impact orders that were placed before the price increase effective dates for the affected products and services?

A. Orders placed before the pricing increase effective dates will be honored at the price before the increase.

Q. Where can I find the list of SKUs impacted?

A. The SKUs impacted by the price increase will be communicated through the standard HPE pricing tools.

Q. How will quotes with pricing provided prior to the pricing increase be treated if they expire after April 4, 2022?

A. Quotes that received pricing prior to April 4, 2022, and expire after April 4, 2022, will be repriced using then current pricing at the time the requote is requested.

Q. Are there any changes to rebate guidelines?

A. There are no changes to the rebate guidelines. Refer to rebate guidelines found on the HPE Partner Ready Portal under My Sites > Partner Ready for Networking > My Workspace > Start doing business> Partner Operation Manuals.