

SELL AGAINST







# COMPETITIVE GUIDE



## ACCESS POINTS

### Why Aruba Instant On?

- Simple, Secure, Supported business-grade networking.
- Cloud managed anytime, anywhere, free of charge on your smart devices.
- 2X+ margin over Ubiquiti (no deal reg needed)
- Stock readily available

ARUBA INSTANT ON FOR SMALL BUSINESS	PART NUMBERS AND RECOMMENDED PRICE (EUROS)	SELL AGAINST THESE COMPETITORS
 <p><b>AP11 Dual Radio, 2x2</b></p>	<p>AP only (RW) : R2W96A 73€;</p> <p>AP+ power adapter/cord for EU mainland countries : R3J22A 92€;</p> <p>AP+Power adapter for Other countries (power cord to be added) : R6K61A 92€</p>	<ul style="list-style-type: none"> <li>• Ubiquiti UAP-AC-LITE</li> <li>• Meraki Go GR10</li> <li>• Netgear WAC505 &amp; WAC510</li> <li>• Linksys LAPAC1200C</li> </ul>
 <p><b>AP11D Dual Radio, 2x2 Wall/Desk Mount</b></p>	<p>AP only (RW) : R2X16A 97€;</p> <p>AP+ power adapter/cord for EU mainland countries : R3J26A 124€;</p> <p>AP+Power adapter for Other countries (power cord to be added) : R6K64A 125€</p>	<ul style="list-style-type: none"> <li>• Ubiquiti UAP-AC-IW</li> </ul>
 <p><b>AP12 Dual Radio, 3x3</b></p>	<p>AP only (RW) : R2X01A 107€;</p> <p>AP+ power adapter/cord for EU mainland countries : R3J24A 147€</p>	<ul style="list-style-type: none"> <li>• Ubiquiti UAP-AC-PRO</li> <li>• Netgear WAC510</li> <li>• Linksys LAPAC1750C</li> </ul>
 <p><b>AP15 Dual Radio, 4x4</b></p>	<p>AP only (RW) : R2X06A 154€</p>	<ul style="list-style-type: none"> <li>• Ubiquiti UAP-NANOHD</li> <li>• Netgear WAC540</li> <li>• Linksys LAPAC2600C</li> </ul>
 <p><b>AP17 Outdoor Dual Radio, 2x2</b></p>	<p>AP only (RW) : R2X11A 177€</p>	<ul style="list-style-type: none"> <li>• Ubiquiti UAP-AC-M (2x2)</li> <li>• Ubiquiti UAP-AC-M-Pro (3X3)</li> <li>• Meraki Go GR60</li> </ul>
 <p><b>AP22 WiFi 6 Dual Radio, 2x2</b></p>	<p>AP only (RW) : R4W02A 117€;</p> <p>AP+ power adapter/cord for EU mainland countries : R6M50A 135€;</p> <p>AP+Power adapter for Other countries (power cord to be added) : R6M51A 135€</p>	<ul style="list-style-type: none"> <li>• Only Wi-Fi 6 Certified AP in it's class!</li> </ul>



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# SWITCHES

**POWER OVER ETHERNET WITH ARUBA AND OFFICECONNECT SWITCHES!**

**PART NUMBERS AND RECOMMENDED PRICE (EUROS)**

**SELL AGAINST THESE COMPETITORS**

## 8 Port Switches



**Instant On 1930 8G**

JL680A  
97€

- Ubiquiti US-8
- Cisco SG250-8
- Meraki Go GS110-8
- Netgear GS110T/GC110/510



**Instant On 1930 8G PoE 124w**

JL681A  
181€

- Ubiquiti US-8-150W
- Cisco SG250-8HP
- Meraki Go GS110-8P
- Netgear GS110TP/GC110P/510P

## 24 Port Switches



**Instant On 1930 24G**

JL682A  
166€

- Ubiquiti US-24
- Cisco SG250-26
- Meraki Go GS110-24
- Netgear GS72xT/GC728X



**Instant On 1930 24G PoE 195w**

JL683A  
298€

- Ubiquiti USW-24-POE
- Cisco SG250-26P
- Meraki Go GS110-24P
- Netgear GS72xTPxx/GC728XP (PoE)



**Instant On 1930 24G PoE 370w**

JL684A  
422€

- Ubiquiti USW-24-POE
- Cisco SG250-26P
- Meraki Go GS110-24P
- Netgear GS72xTPxx/GC728XP

## 48 Port Switches



**Instant On 1930 48G**

JL685A  
314€

- Ubiquiti US-48
- Cisco SG250-50
- Meraki Go GS110-48
- Netgear GC752X



**Instant On 1930 48G PoE 370w**

JL686A  
555€

- Ubiquiti USW-48-POE
- Cisco SG250-50P
- Meraki Go GS110-48P
- Netgear GS752TP/GC752XP



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