

HPE OfficeConnect OC20

Great discounts with the OC20 three Access Point bundle offer

Until 31st July 2018



Here's a real opportunity to boost your HPE OfficeConnect OC20 Wireless Access Point sales!

We've increased the value in our OC20 promotion by introducing a new three access point bundle until 31st July with great discounts compared to list price. This is in addition to our previously improved pricing offers in HPE Aruba Top Value Lite (TPL) across our OC20 and 1xxxx and 2xxxx series switching families this quarter, ensuring your resellers are super competitive in the small business market. Contact your Distributor for details of the discount available.

HPE OfficeConnect OC20 Overview

- Plug-and-play Wi-Fi for small business
- Clustering of up to 8 Access Points—ideal for a small business
- Web content filtering and guest Wi-Fi (with Facebook Wi-Fi integration)
- Fast ultra-simple set-up via mobile app
- Monitor the network from wherever you are



Target Customers

- **Under 100 Users, single site**
- **Small Retail, Professional offices** (Lawyer, Doctors, etc.)
- **Slim IT Resources:**
 - No IT Staff
 - “Do-it-for-me” customer: Relies on Reseller
- **Ease-of-use:**
 - Quick set-up, intuitive, set-it-forget-it

Key Customer Messages

- **Business Grade**—purpose built for business environments.
- **Easy Administration**—designed for fast, efficient installation and simple ongoing operation.
- **Affordable**—offering a good value for the functionality you receive; energy efficient.
- **Reliable**—built to last and backed by leading warranty and a global support organization.

Partner Opportunity

- **Increase revenue through attach rate**—Target your existing HPE OfficeConnect switching customer base with OC20 wireless and also look to sell HPE OfficeConnect switching with any new OC20 wireless deal.
- **Save time and money**—Monitor multiple customer sites from the HPE OfficeConnect mobile app to enable quicker and more cost efficient response to your customers' needs.
- **Add your own services** - Provide added value to your customer and further increase your revenue by selling your own services with HPE OfficeConnect products.

HPE OfficeConnect OC20 Resources:

Datasheet

Solution Overview

Competitive Battle card

Quick Reference Card

Partner Presentation

Videos

Messaging and copy blocks

Customer presentation

Emailer and Banner ads

Product Imagery

Download assets from the [HPE OfficeConnect OC20 Page](#)

Contact your HPE OfficeConnect Distributor for details.

Terms and conditions apply

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