

Overview

Ruckus understands how impactful demonstration equipment can be in the sales process to generate interest and close deals. As a benefit of the Ruckus Ready Partner Program, Ruckus offers Select and Elite Partners a significant discount on equipment for program compliance, marketing, site surveys, demonstration labs, and testing facilities worldwide.

Showcase the superior performance and capacity of Ruckus Networks Wired, Wireless and Cloud Wi-Fi solutions and provide your sales and technical professionals, as well as customers, with hands-on solution experience.

Discounts and Ordering Process

Indirect Partners:

- Up to 77% off MSRP for Select Ruckus Networks Hardware and Software products. Some Hardware and Software SKUs are excluded from the demo program.
- Contact your preferred authorized Ruckus Networks Distributor requesting verification of eligibility to purchase demo equipment. If you are not a pending or authorized Ruckus Ready Partner, the reseller will need to apply to become an authorized Partner and Ruckus will notify the distributor if the reseller is approved or rejected.
- Once verification is received from the distributor, place a purchase order for the demo equipment with the distributor that includes the following notation: **Demo Equipment Purchase & Promotion Code: BRO0028.**

Direct Partners:

- Direct partners qualify for a different discount structure. Contact your Ruckus Account Manager for more details or email ruckuschannel@arris.com.
- Place a purchase order for the demo equipment with Ruckus that includes the following notation: **Demo Equipment Purchase & Promotion Code: BRO0028.**

Eligible Products

Specific Ruckus Networks hardware and software products are eligible for demo program discounts. A complete list of eligible SKUs is available for reference and download from the “Resources” tab on the Partner Portal.

Demo Equipment Requirements

- Each Partner may purchase up to three (3) units of each product SKU per location (of eligible products).
- Each Partner may purchase up to twenty (20) three-year Cloud Wi-Fi subscriptions (PN #CLD-RKWF-3001).
- Each Partner may purchase one (1) of each Cloudpath Demo Kit SKU (PN #903-CPL3-0025 & 903-CPC3-0025).
- Demo units must remain in the Partner's possession for six (6) months.
- After six (6) months of internal service, Partners can resell the equipment. However, we encourage Partners to keep the equipment to perform site surveys, for use in their labs, proof of concepts, business development efforts, customer demonstrations/trials, internal testing and training.
- Resale of stand-alone demo software is strictly prohibited (including Ruckus Cloud Wi-Fi and Cloudpath).

Rules of Eligibility

- Reseller must be an authorized Ruckus Select or Elite Partner (or application pending) to participate in the Demo Equipment Program.
- Restrictions listed above apply. Any changes or special needs require business justification for exception approval.
- Program is valid until December 28, 2018. Additional terms and conditions may apply.
- The Ruckus Ready Partner Program and Demo Program are subject to change or cancellation at the sole discretion of Ruckus Networks.

Further Guidance

For questions or additional information about the Ruckus Ready Demo Program, please contact your Ruckus Account Manager or email ruckuschannels@arris.com.