



Get the Network of the Future... Today.

# TRADE UP

To Wave 2 802.11ac



## FUTURE PROOF YOUR NETWORK

### RUCKUS INTRODUCES FUTURE IS NOW PROGRAM TO UPGRADE YOUR WIFI NETWORK

For a limited time, Ruckus Wireless is offering end customers significant discounts when they replace their old a/b/g/n access points with the new Ruckus 802.11ac access points.

Choose the world's first 802.11ac Wave 2 access point, for peerless performance, or the exceptionally priced 802.11ac Wave 1 access point for the perfect balance of cost and performance. Trade-up applies to all legacy Ruckus and competitive products.

This limited time offer is only available in EMEA. End customers should receive 48% off list price per access point purchased when they trade in any of their existing wireless access points for the Ruckus ZoneFlex R710 or ZoneFlex R500. The offer is valid till September 30, 2015. Please refer to this document for details on how you can facilitate this special offer through our channel partners as well as other terms and conditions.

#### TERMS & CONDITIONS

- This document is for informational purposes only and does not constitute an offer from Ruckus Wireless. Any discount amounts are subject to Ruckus' approval and discretion.
- To qualify for this offer, VARs must submit their PO to Ruckus distributor by September 30, 2015.
- The access points traded in need to be in working condition (as determined solely by Ruckus Wireless) to qualify for this offer.
- The deadline for an end customer to decommission their existing AP is by December 31, 2015.
- This offer cannot be combined with any other promotional offers, special pricing programs/agreements/ vehicles, including Ruckus Education and Hospitality program. If you are unsure, please inquire with your Ruckus Regional Sales Manager to confirm if your purchase qualifies for the Trade-Up promotion.
- Ruckus reserves the right to change or cancel this promotion at any time for any reason.

Ruckus VARs must ensure that the end customer has completed and signed the Letter of Intent to Decommission. The letter is available here: <http://marketing.ruckuswireless.com/acton/attachment/3040/f-02d0/1/-/-/-/EMEA%20-%20Letter%20of%20Decommision.pdf>



**ZoneFlex R710:** The ZoneFlex R710 redefines high-speed and high-capacity WiFi. The first 4x4:4 MU-MIMO Wave 2 AP enables customers to maintain a reliable wireless network in high-density, capacity challenged RF environment. It delivers highest performance Smart WiFi access point, increased device density, and WiFi monetization with Internet of Things (IoT) technologies enabling new business models for the Enterprises & Service Providers.

**ZoneFlex R500:** The ZoneFlex R500 delivers high-performance and reliable 802.11ac wireless networking at a competitive price point. It was built for enterprises requiring reliable high speed client connectivity. It is ideal for a variety of medium density enterprise and hotspot environments including SMBs, hotels, retail outlets, and branch offices. The ZoneFlex R500 is available now.



| Ruckus AP   | List Price  | Discount Percentage | Purchase Price | Recommended End Customer Discount Percentage | Recommended End Customer Promotion Price |
|-------------|-------------|---------------------|----------------|----------------------------------------------|------------------------------------------|
| <b>R710</b> | <b>£893</b> | <b>56%</b>          | <b>£393</b>    | <b>48%</b>                                   | <b>£465</b>                              |
| <b>R500</b> | <b>£444</b> | <b>56%</b>          | <b>£196</b>    | <b>48%</b>                                   | <b>£231</b>                              |