

Education Promtion - Northeast Europe plus South Africa

Overview

For Partners in Northeast Europe, this is a comprehensive special pricing offering for primary, secondary, and higher education customers. The promotion is structured to encourage multiple Solution Provider bids on education opportunities and increase the likelihood of RUCKUS wins. Solution providers that demonstrate the greatest value for an opportunity have the best chance of being awarded the highest discounts, while still allowing all partners the pricing they need to be competitive.

Promotion Details

- Promo Code: RKS-0407 (Bidder) & RKS-0408 (Driver)
- Duration: October 31, 2023 to September 30, 2024
- Eligible Customer industry/vertical: Primary, Secondary, and Higher Education customer opportunities

Requirements

- Deal registration is required
- When submitting a deal registration, Solution Providers should specify the value they add to the opportunity
- If approved, the discount level (Bidder or Driver) will be assigned by RUCKUS
- If the Solution Provider is not qualified for either Bidder or Driver, standard pricing can be used

Eligible Countries

Albania, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Faroe Islands, Finland, Hungary, Iceland, Ireland Kazakhstan, Kosovo, Kyrgyzstan, Latvia, Lithuania, Luxembourg, Moldova, Montenegro, Netherlands, Norway, Poland, Republic of Macedonia, Romania, Serbia, Slovakia, Slovenia, South Africa, Sweden, Tajikistan, Ukraine, United Kingdom, Uzbekistan.

Discount Structure*

2023-2024 Northeast Europe Education Discount Offer		Deal Registration required for ALL swim lanes	
Product Categories		Bidder Programme Code: RKS-0407 Solution Provider	Driver Programme Code: RKS-0408 Solution Provider
Wireless	Access Points (Wi-Fi 7) [NEW!]	58%	62%
	Access Points (Wi-Fi 6/6E) [Added 6E]	53%	61%
	AP Licence - or - AP Licence + Support BUNDLE	53%	61%
	Wireless Accessories	53%	61%
Wired	ICX®8200/ICX7150/ICX7550/ICX7850 [Added ICX8200]	58%	64%
	ICX Licence - or - ICX vSZ Licence + Support BUNDLE	58%	64%
	Wired Accessories	58%	64%
	Optics [+2% Driver]	59%	65%
Controllers	RUCKUS SmartZone™ hardware	49%	49%
	vSZ, SZ RTU Licences	58%	64%
Subscriptions	Analytics SZ bundle	25%	28%
	RUCKUS WAN Gateway (RWG) [NEW! Used RA/DG Guidance]	21%	26%
	RUCKUS One™ (R1) Essential [NEW! Used R1 Promo]	54%	58%
	RUCKUS One Professional [NEW! Used R1 Promo]	58%	64%

New sub-categories added - Wi-Fi 7, ICX8200, RWG, R1

Cloud replaced by R1

Expiration same as US ERATE program

*Solution Providers discounts are recommended only. Ultimate discount levels to Solution providers are set by distributors. Contact us for more information.

Driver Criteria

“Driver” status and related discounting are available if the Partner and the Partner’s opportunity meet all of the following criteria as determined by RUCKUS:

1. The registered deal is for a single opportunity for the sale of RUCKUS hardware, software and/or services.
2. The Deal Registration application is submitted at least 15 calendar days prior to Partner placing purchase order on distribution.
3. The Partner must submit the deal with complete and accurate deal information (as determined by RUCKUS) such as:
 - Comprehensive End User information such as: company name, registered address, contact name
 - Project information (such as description, size, etc.)
 - Products (RUCKUS wired and/or wireless by SKU)
4. Approved Driver status has not already been given to another Partner.
5. Evidence, where requested, and to RUCKUS’ satisfaction, of pre-sale efforts related to the deal (for example meeting with the End User’s decision makers), qualifying the deal and/or determining project scope and requirements.
6. The Partner must be in good standing as determined by RUCKUS.

Terms and conditions

- This document is for information purposes only and does not constitute an offer from CommScope.
- End user must be an education industry customer - in primary, secondary, or higher education.
- EDU bundle SKUs are excluded from this promotion, as they are already discounted for education customers.
- Deal registration is required.
- This promotion is limited to Solution Provider’s Purchase Order dates between October 31, 2023 to September 30, 2024.
- Solution Provider’s POS must include the following to receive back-end rebate for promotional discounts:
 - End customer name and full address
 - Promotion code (RKS-0407 for Bidder or RKS-0408 for Driver)
- This promotion may not be combined with any other RUCKUS promotion, programme, special pricing, or MDDO.
- This promotion is subject to change and/or termination by CommScope for any reason without notice.
- Only eligible SKUs are given the promotional discount.
- CommScope reserve the right to withhold any and all benefits if Solution Provider is not in compliance with any part of its agreement with CommScope, or if Solution Provider’s account is not in good standing. The CommScope PartnerPRO Network is subject to change or cancellation at CommScope’s sole discretion. Additional terms and conditions apply.
- Suggested Solution Provider discounts are recommended only. Ultimate discount level to Solution Providers are set by distributors.

For further information and full terms and conditions, please visit the Promotions section within the RUCKUS Portal
<https://partners.ruckuswireless.com/marketing-center/promotions>

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