

DN-2027 EMEA UPDATE	EMEA ConnectedPartner Program Update			Date:	July 22, 2026
Published For:	Distributors	Category:	Program	Region:	☐ APAC ☐ CALA ☒ EMEA ☐ NA
Product Line:	☒ Accessories ☒ Advanced Services ☒ Applications & Management ☐ Bridge in a Box	☒ Ethernet Switches ☐ Industrial IoT ☐ PMP Fixed Wireless Broadband ☐ Point to Point	☒ Security & SD-WAN ☐ Video Surveillance/CCTV ☒ Wi-Fi ☐ Other		

1. Update to Notice Dated July 15, 2026:

Effective date has changed from August 1, 2026, to September 1, 2026. Several part numbers also have a change to discount (these are noted in red text).

2. Notice:

Cambium Networks announces significant updates to the ConnectedPartner Program in the EMEA sales region, including a convergence of the MSP and partner programs, simplified discount tiers, changes to deal registration, and more. Collectively these updates simplify Cambium's channel-based go-to-market strategy and improve the ability to position Cambium in the enterprise market.

Announced at the same time, DN-2028 details changes in the MSRP of select Cambium Wi-Fi and cnMatrix switch products. Both Distributor Notices are applicable to the EMEA sales region. Similar changes were previously made in the North America region (United States and Canada) in Q2 2026 and other regions in Q3 2026.

Effective Date: September 1, 2026

3. Primary Changes to the ConnectedPartner Program:

- **Convergence of MSP and Partner Programs:** Instead of offering a separate channel program for MSPs within the ConnectedPartner program, there is now one converged program with one set of requirements and discounts.
- **Reduction in Number of Discount Tiers:** Instead of multiple sets of channel program tiers and associated discounts in the former program, the converged channel program offers three partner tiers and associated discounts. The same names for the main ConnectedPartner Program levels carry forward to the updated program: ConnectedPartner, ConnectedPartner Plus, and ConnectedPartner Elite.
- **New Discounts and Rebates by Partner Tier:** New product discount and rebate levels by product line have been defined for each of the three partner levels. See Section 3 for details.
- **Updated Use of Rebate Codes:** The rebate code *MSP* will no longer be effective after September 1, 2026. The revised ConnectedPartner program will require Distributors to report a rebate code if their POS transaction requires a partner level rebate. The Distributor will report the rebate code of the ConnectedPartner to identify a rebate with Cambium.
- **Removal of Specialty Program Discounts:** The vertical/market focused Specialty Programs of the ConnectedPartner program that afforded additional discounts to partners selling into specific markets have been eliminated. Partners selling at a given ConnectedPartner Program tier will receive the discount defined by that tier.
- **Updated Deal Registration Discounts:** The discounts for Deal Registration have changed for some products.

4. Channel Marketing Content and Collateral:

The ConnectedPartner Program documentation will be updated to reflect these changes prior to notification to partners on Thursday, July 23, 2026.

- ConnectedPartner Program Playbook: <https://channel.cambiumnetworks.com/playbooks/connectedpartner-program/>
- EMEA Program Discount & Adders will be available by September 1, 2026, in the same playbook.
- A distributor exclusive webinar covering the updates to the program is scheduled for July 23, 2026. Register for the webinar here: <https://attendee.gotowebinar.com/register/5659058161999871326>

5. Part Numbers:

The following table provides the new distributor rebates by EMEA ConnectedPartner tier for the enterprise product set. The MSRPs in this table reflect new MSRPs for a subset of the SKUs as communicated in DN-2028 and are highlighted in yellow.

Part Number	Description	Old MSRP (USD)	New MSRP (USD)	ConnectedPartner Rebate	ConnectedPartner Plus Rebate	ConnectedPartner Elite Rebate
XV2-21X	Indoor Dual radio WiFi 6 AP, 2x2, GbE	\$366.39	\$365.00	\$80.30	\$80.30	\$80.30
XV2-22H	Indoor Wallplate Dual radio WiFi 6 AP, 2x2, 3 x GbE, PoE out, BLE/Zigbee.	\$428.49	\$365.00	\$80.30	\$80.30	\$80.30
XV2-2X	Indoor Dual Radio Wi-Fi 6 2x2 WLAN AP, 2.5GBE	\$553.00	\$553.00	\$121.66	\$121.66	\$121.66
XV3-8	Indoor Tri-radio WiFi 6 AP with SDR 8x8. 5GbE.	\$1,491.39	\$1,491.39	\$596.56	\$596.56	\$596.56
XE3-4	Indoor Tri-band WiFi 6e AP with SDR 4x4. 2.5GbE.	\$926.33	\$695.00	\$152.90	\$152.90	\$152.90
XE5-8	Indoor Tri-band WiFi 6e AP with multi-radio SDR 8x8. 5GbE.	\$2,271.83	\$1,995.00	\$438.90	\$438.90	\$438.90
X7-35X	Indoor Tri-band Wi-Fi 7 AP 2x2. 6GHz radio enabled. 2.5GbE.	\$795.00	\$795.00	\$143.10	\$143.10	\$143.10
X7-53X	Indoor Dual-band Wi-Fi 7 AP 2+4, 5GbE. IoT radio.	\$895.00	\$895.00	\$161.10	\$161.10	\$161.10
X7-55X	Indoor Tri-band Wi-Fi 7 AP 2+4+4 with SDR, 5GbE. IoT radio.	\$1,545.00	\$1,445.00	\$260.10	\$260.10	\$260.10
X7-56X	Indoor Tri-band Wi-Fi 7 AP 2+4+4 with SDR, integ 60 ° ant, 5GbE. IoT radio.	\$1,795.00	\$1,795.00	\$323.10	\$323.10	\$323.10
XV2-23T	Outdoor Dual radio WiFi 6 AP Omni 2x2, GbE.	\$615.83	\$615.00	\$135.30	\$135.30	\$135.30
XV2-2T0	Outdoor Dual radio WiFi 6 AP Omni 2x2, 2.5GbE, 30V/48V out, BLE.	\$805.00	\$805.00	\$177.10	\$177.10	\$177.10
XV2-2T1	Outdoor Dual radio WiFi 6 AP Sector antenna 2x2, 2.5GbE, 48V out, BLE.	\$926.00	\$925.00	\$203.50	\$203.50	\$203.50
XE3-4TN	Outdoor Tri-band WiFi 6E AP, SDR 4x4. 6GHz, 2.5GbE/GbE POE out.	\$1,795.00	\$1,395.00	\$306.90	\$306.90	\$306.90
EX1010-P	PoE+ Switch, 8 1-Gbps and 2 1-Gbps SFP fiber ports	\$345.00	\$345.00	\$0.00	\$0.00	\$0.00
EX1028	Non-PoE Switch, 24 1G and 4 1 Gbps SFP fiber ports	\$415.00	\$415.00	\$0.00	\$0.00	\$0.00
EX1028-P	PoE+ Switch, 24 1-Gbps and 4 1-Gbps SFP fiber ports	\$625.00	\$625.00	\$0.00	\$0.00	\$0.00
EX2010-P	PoE Switch, 8 1G and 2 SFP fiber ports	\$885.71	\$885.00	\$194.70	\$194.70	\$194.70
EX2016M-P	PoE Switch, 8x1G+6x2.5G+2xSFP+	\$1,595.00	\$1,595.00	\$350.90	\$350.90	\$350.90
EX2028	Non-PoE Switch, 24 1G and 4 SFP+ fiber ports	\$1,209.03	\$1,209.03	\$265.99	\$265.99	\$265.99
EX2028-P	PoE Switch, 24 1G and 4 SFP+ fiber ports	\$1,650.35	\$1,645.00	\$361.90	\$361.90	\$361.90
EX2052-P	PoE Switch, 48 1G and 4 SFP+ Fixed 540	\$2,669.87	\$2,665.00	\$586.30	\$586.30	\$586.30
EX3024F	Fiber Aggregation Switch, 24 10 Gbps SFP+ ports, dual int. AC power	\$3,595.00	\$3,595.00	\$790.90	\$790.90	\$790.90
EX3028R-P	PoE Switch, 24 1G (12 PoE+, 12 60W), 4 SFP+ ports, PS not incl.	\$1,995.00	\$1,995.00	\$438.90	\$438.90	\$438.90
EX3030RM-P	PoE Switch, 24 MG (2.5G) PoE 90W, 6 SFP28 25Gbps ports, PS not incl.	\$3,995.00	\$3,995.00	\$878.90	\$878.90	\$878.90
EX3052R-P	PoE Switch, 48 1G (24 PoE+, 24 60W), 4 SFP+ ports, PS not incl.	\$2,795.00	\$2,795.00	\$614.90	\$614.90	\$614.90
EX3052RM-P	PoE Switch, 24 1G (30W), 24 MG (2.5G) 90W, 4 SFP28 25Gbps, PS not incl.	\$4,995.00	\$4,995.00	\$1,098.90	\$1,098.90	\$1,098.90
NSE3000	Network Service Edge 3000	\$776.25	\$776.25	\$155.25	\$155.25	\$155.25
NSE4000	Network Service Edge 4000	\$1,695.00	\$1,695.00	\$0.00	\$0.00	\$0.00

Part Number	Description	Old MSRP (USD)	New MSRP (USD)	ConnectedPartner Rebate	ConnectedPartner Plus Rebate	ConnectedPartner Elite Rebate
NSE-SUB-3000-x	All new NSE 3000 software subscriptions	Varies	Varies	Varies	Varies	Varies
NSE-SUB-4000-x	All new NSE 4000 software subscriptions	Varies	Varies	Varies	Varies	Varies
MSX-SUB-xxx	All new cnMaestro X management subscriptions	Varies	Varies	Varies	Varies	Varies

The following table provides EMEA ConnectedPartner discounts by enterprise product for each of the three program levels. The MSRPs in this table reflect new MSRPs for a subset of the SKUs as communicated in DN-2028 and are highlighted in yellow.

Part Number	Old MSRP (USD)	New MSRP (USD)	Distributor Standard Discount	Distributor Deal Reg Rebate	Distributor Deal Reg Total Discount	ConnectedPartner		ConnectedPartner Plus		ConnectedPartner Elite	
						CP w/ Deal Reg	CP Partner Discount	CP Plus w/ Deal Reg	CP Plus Discount	CP Elite w/ Deal Reg	CP Elite Discount
XV2-21X	\$366.39	\$365.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
XV2-22H	\$428.49	\$365.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
XV2-2X	\$553.00	\$553.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
XV3-8	\$1,491.39	\$1,491.39	40.0%	40.0%	80.0%	74.0%	74.0%	76.0%	76.0%	78.0%	78.0%
XE3-4	\$926.33	\$695.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
XE5-8	\$2,271.83	\$1,995.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
X7-35X	\$795.00	\$795.00	40.0%	18.0%	58.0%	44.0%	22.0%	48.0%	26.0%	52.0%	30.0%
X7-53X	\$895.00	\$895.00	40.0%	18.0%	58.0%	44.0%	22.0%	48.0%	26.0%	52.0%	30.0%
X7-55X	\$1,545.00	\$1,445.00	40.0%	18.0%	58.0%	44.0%	22.0%	48.0%	26.0%	52.0%	30.0%
X7-56X	\$1,795.00	\$1,795.00	40.0%	18.0%	58.0%	44.0%	22.0%	48.0%	26.0%	52.0%	30.0%
XV2-23T	\$615.83	\$615.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
XV2-2T0	\$805.00	\$805.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
XV2-2T1	\$926.00	\$925.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
XE3-4TN	\$1,795.00	\$1,395.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX1010-P	\$345.00	\$345.00	30.0%	10.0%	40.0%	27.0%	17.0%	30.0%	20.0%	33.0%	23.0%
EX1028	\$415.00	\$415.00	30.0%	10.0%	40.0%	27.0%	17.0%	30.0%	20.0%	33.0%	23.0%
EX1028-P	\$625.00	\$625.00	30.0%	10.0%	40.0%	27.0%	17.0%	30.0%	20.0%	33.0%	23.0%
EX2010-P	\$885.71	\$885.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX2016M-P	\$1,595.00	\$1,595.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX2028	\$1,209.03	\$1,209.03	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX2028-P	\$1,650.35	\$1,645.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX2052-P	\$2,669.87	\$2,665.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX3024F	\$3,595.00	\$3,595.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX3028R-P	\$1,995.00	\$1,995.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX3030RM-P	\$3,995.00	\$3,995.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX3052R-P	\$2,795.00	\$2,795.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
EX3052RM-P	\$4,995.00	\$4,995.00	40.0%	22.0%	62.0%	50.0%	28.0%	54.0%	32.0%	58.0%	36.0%
NSE3000	\$776.25	\$776.25	40.0%	20.0%	60.0%	47.0%	25.0%	51.0%	29.0%	55.0%	33.0%
NSE4000	\$1,695.00	\$1,695.00	40.0%	0.0%	40.0%	27.0%	17.0%	30.0%	20.0%	33.0%	23.0%

Part Number	Old MSRP (USD)	New MSRP (USD)	Distributor Standard Discount	Distributor Deal Reg Rebate	Distributor Deal Reg Total Discount	ConnectedPartner		ConnectedPartner Plus		ConnectedPartner Elite	
						CP w/ Deal Reg	CP Partner Discount	CP Plus w/ Deal Reg	CP Plus Discount	CP Elite w/ Deal Reg	CP Elite Discount
NSE-SUB-3000-x	Varies	Varies	18.0%	22.0%	40.0%	27.0%	17.0%	30.0%	20.0%	33.0%	23.0%
NSE-SUB-4000-x	Varies	Varies	18.0%	22.0%	40.0%	27.0%	17.0%	30.0%	20.0%	33.0%	23.0%
MSX-SUB-xxx	Varies	Varies	18.0%	32.0%	50.0%	45.0%	35.0%	46.0%	36.0%	47.0%	37.0%

6. FAQ:

Q.	Why is the ConnectedPartner Program changing?
A.	The program updates announced in this notice, together with the MSRP changes announced in DN-2028, help to simplify Cambium's EMEA ConnectedPartner Program. By reducing the number of different partner levels and discount variations, we've made it easier for partners to understand the program and obtain their pricing.
Q.	Why are these program changes different by geographical sales region?
A.	Cambium's sales regions have varying go-to-market strategies and requirements, resulting in varying ConnectedPartner Program requirements by region.

7. Reference Material on the Web:

- [Partner Portal](#)
- [Price List Playbook](#)
- [Partner Marketing Resources](#)
- [Partner Webinar Replays](#)
- [Partner Questions](#)
- [Partner Program Information](#)
- [Cambium Networks Public Website](#)
- [Cambium Learning](#)
- [Cambium Support](#)

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