# Trade-In Program

A Turnkey Solution for Upgrading Your Customer's Aging Infrastructure



### Overview

With the Vertiv<sup>™</sup> Trade-In program, your customers can save money with valuable discounts on the state-of-theart Vertiv<sup>™</sup> Avocent<sup>®</sup> ACS console or Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU KVM Switch while eliminating all of the hassle and cost involved with removing and recycling their old units.

The Vertiv Trade-In program makes it easy to upgrade their aging infrastructure and provide their critical facility the access it demands.





# 34%

## Margin Advantage

With an approved deal registration + approved Trade-In.

#### Register your deal

For your customers to be eligible for discounts, a deal must be registered. Approvals will be received within 4 hours of request.

If a deal registration is already submitted, and a Trade-In must be added at a later date, you can contact **Trade.In@vertiv.com** to have the program added.

#### **Eligible Brands to Recycle**

Vertiv will accept competitive units from the following brands:

- APC
- Aten
- Belkin
- BlackBox
- Cisco ISR Serial NIM
- Digi
- Lantronix

- Opengear
- Pearle
- MRV
- Raritan
- Tripplite
- WTI
- ZPE

#### Upgrade Your Customer to the latest Vertiv<sup>™</sup> Avocent<sup>®</sup> Technology

Work with your customer on the model they would like to replace. These advanced configurations provide the connectivity and availability to manage their remote sites.

Eligible products are available in a variety of configurations, depending on the needs of your customer:

- Vertiv<sup>™</sup> Avocent<sup>®</sup> ACS800 or ACS8000
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU1016DAC-001
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU1016DAC-G01
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU108E-400
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU108EDAC-001
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU108EDAC-G01
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU2016-400
- Vertiv™ Avocent® MPU2016DAC-001
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU2016DAC-G01

- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU2032-400
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU2032DAC-001
- Vertiv™ Avocent® MPU2032DAC-G01
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU4032-400
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU4032DAC-001
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU4032DAC-G01
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU8032-400
- Vertiv™ Avocent® MPU8032DAC-001
- Vertiv<sup>™</sup> Avocent<sup>®</sup> MPU8032DAC-G01

**Discount Details** 

#### **INCENTIVE PRICE = 60% OFF OF LIST PRICE**

Discount for the replacement units is available as a front end discount. The quantity of units being traded in must equal the quantity being purchased. Discount may only be applied to the eligible units listed above.

Vertiv.com | Vertiv Headquarters, 1050 Dearborn Drive, Columbus, OH, 43085, USA

© 2020 Vertiv Group Corp. All rights reserved. Vertiv<sup>™</sup> and the Vertiv logo are trademarks or registered trademarks of Vertiv Group Corp. All other names and logos referred to are trade names, trademarks or registered trademarks of their respective owners. While every precaution has been taken to ensure accuracy and completeness here, Vertiv Group Corp. assumes no responsibility, and disclaims all liability, for damages resulting from use of this information or for any errors or omissions. Specifications, rebates and other promotional offers are subject to change at Vertiv's offer Vertiv Security and Vertiv Group Corp. All other names and logos referred to are trade names, trademarks of their respective owners. While every precaution has been taken to ensure accuracy and completeness here, Vertiv Group Corp. assumes no responsibility, and disclaims all liability, for damages resulting from use of this information or for any errors or omissions. Specifications, rebates and other promotional offers are subject to change at Vertiv's offer discretion upon notice.