

Trade-In Program

A Turnkey Solution for Upgrading Your Customer's Aging Infrastructure



Overview

With the Vertiv™ Trade-In program, your customers can save money with valuable discounts on the state-of-the-art Vertiv™ Avocent® ACS console or Vertiv™ Avocent® 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
- WTl
- ZPE

Upgrade Your Customer to the latest Vertiv™ Avocent® 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™ Avocent® ACS800 or ACS8000
- Vertiv™ Avocent® MPU1016DAC-001
- Vertiv™ Avocent® MPU1016DAC-G01
- Vertiv™ Avocent® MPU108E-400
- Vertiv™ Avocent® MPU108EDAC-001
- Vertiv™ Avocent® MPU108EDAC-G01
- Vertiv™ Avocent® MPU2016-400
- Vertiv™ Avocent® MPU2016DAC-001
- Vertiv™ Avocent® MPU2016DAC-G01
- Vertiv™ Avocent® MPU2032-400
- Vertiv™ Avocent® MPU2032DAC-001
- Vertiv™ Avocent® MPU2032DAC-G01
- Vertiv™ Avocent® MPU4032-400
- Vertiv™ Avocent® MPU4032DAC-001
- Vertiv™ Avocent® MPU4032DAC-G01
- Vertiv™ Avocent® MPU8032-400
- Vertiv™ Avocent® MPU8032DAC-001
- Vertiv™ Avocent® 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.