

Make the Next Step Cisco Designed 2.0 Portfolio and Offers

For APJC Partners

Cisco Designed 2.0 APJC Partner Promotion Guide

Make the Next Step. Cisco Designed.

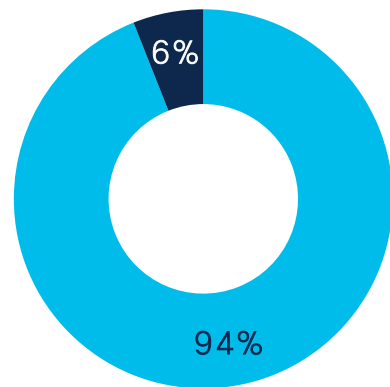
September 2020 – January 2021



SMBs are relying on technology to digitalize their businesses and become resilient

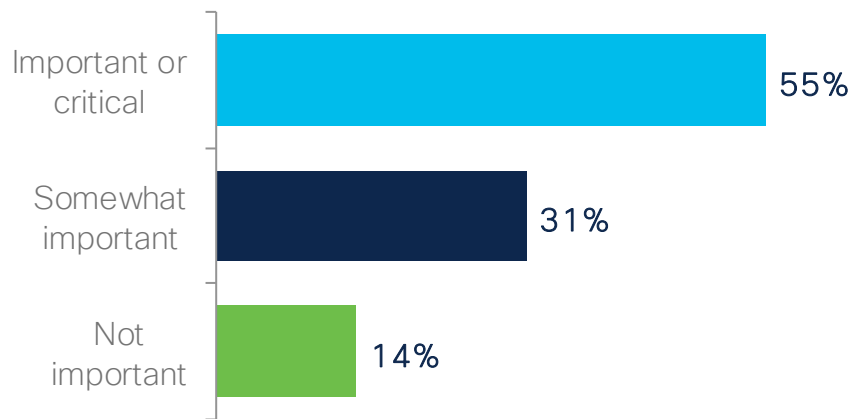
9 out of 10 SMBs in Asia Pacific are more reliant on technology to sustain their business during COVID-19. Also, over **80%** believe that digitalizing their businesses will help them become more resilient and adaptable to market change or future crises.

Has COVID-19 made your company more reliant on technology?



- More reliant on technology
- Not more reliant on technology

How important is business digitalization (having digital products, offerings, digital payments, ecommerce, etc.) in building resilience and being able to quickly adapt to disruptive events like COVID-19?



Pandemic accelerated key technology trends

“What used to take a decade now took 8 weeks¹”

Ecommerce grew to 27% of retail in US in March/April from 6% -> 16% in past 10 years



Videoconferencing platforms saw growth of up to 30X



Cloud Services grew 30-50% during pandemic months



Cybersecurity top of mind – cyberattacks spiking 600% with work from home



Source: Scott Galloway; McAfee Report; Cisco; Zoom; Press Search; Cisco Analysis

1. Scott Galloway, Marketing Professor NYU Stern

Cisco Designed enables work flexibility without compromise

Yesterday many SMBs were relying on free-ware
Today businesses owners must look beyond temporary solutions





Connect

Cisco Business
Portfolio
Meraki/Meraki Go*
Catalyst 1K
Aironet



Compute

Hyperflex Edge
UCS
Intersight



Collaborate

Webex
Hand/Headsets
Video Endpoints



Secure

Duo
Umbrella
AnyConnect
ASA/Firepower
AMP

Products and Services Designed and Curated for Small Businesses



APJC Cisco Designed 2.0 New offers are here

Make the Next Step



MSP/ISP partners

- Meraki Digital ASIA Full Stack [promotion](#) **NEW**
- Cisco Webex, Cisco Secure [offer](#) **NEW**



System Integrators/ Traditional Cisco core partners

- Upgrade to Cisco wifi 6 [9105AX](#) **NEW**
- [Hyperflex](#) Edge with Intersight



Cisco Business/ e-commerce partners

- Upgrade to Business Class wireless CBW [offer](#) **NEW**
- Transition to Business Class switching CBS (coming soon on FT)



Cloud native/ SaaS partners

- Cisco Webex, Cisco Secure [offer](#) **NEW**
- Meraki Digital ASIA Full Stack [promotion](#) **NEW**



Introduce Meraki Full Stack promotion: Post COVID-19 companies need more agile and cloud-based solutions

**NEW**

APJC 1HFY21
Cisco Meraki
Full stack

Digital Asia promotion
Sep 8th 2020- January 2021



- **CCW Promotion Name:** Meraki Digital Asia
- **Eligibility:** All Partners
- **Products:**
 - Cisco Meraki MX64, MX67, MX68 and all MX license type (ENT, SEC)
 - Cisco Meraki MS120 (8 port, 24 port and 48 port) and SFP and all MS120 license type
 - Cisco Meraki 20, 30H, 33, 36(wifi6) and all license type, antenna, PoE power injectors
 - Cisco Meraki Z3 and all Z3 license type
- **Approvers:** Auto Approved in CCW
- **Stacking:** OIP/TIP/MIP only

Cisco
Meraki MR36



Cisco
Meraki
MS 120



Cisco
Meraki
MX 64/67/68



Know about product brochure ([MR](#), [MS](#), [MX](#))

Know about what offer we have
([ASEAN](#), [HK/TW](#), [China](#), [India](#), [Korea](#))



The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



Give your business the flexibility to thrive

IaaS and SaaS

with Cisco
Webex
assistant



Primary targeted partners: #1 Cloud SaaS
partners, #2 MSP/MSSP/ISP partners

Corporate
Network



Remote
workers



Cisco Duo
MFA + Policy Enforcement



Cisco AnyConnect
VPN



Cisco Umbrella
DNS/Internet



Cisco Secure
Endpoint

Cisco Webex
meetings offers

- Great promotion price for SMB
- Single sign-on
- MS exchange and Active Directory sync
- Recording transcriptions

Cisco Secure Cloud
security offers

- Great promotion price for SMB
- Single sign-on to Webex
- Granular web application controls

Know about what offer we have

([AU](#), [NZ](#), [ASEAN](#), [HK/TW](#), [China](#), [India](#), [Japan](#), [Korea](#))

CISCO
DESIGNED



From immediate best effort response, to proactively upgrading the remote work experience



Working from home is beyond just to get something in place to make it workable

Upgrade for business class wireless

The Cisco Business **Wireless Access Points 140AC and 240AC and Mesh Extenders** offers a simple-to-deploy solution

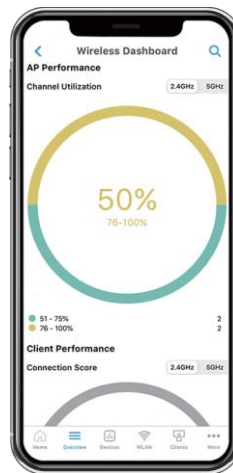
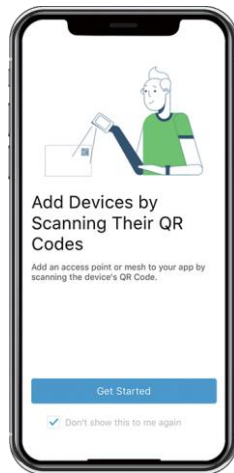
- **802.11ac Wave 2** standard, offering a data rate of **up to 1,733 Mbps** on the 5-GHz radio
- Comes with an **intuitive mobile application**
- **Cisco Business Dashboard**

Offer: Try it, Like it and Keep it*

Have CBW140AC to show up to your door for free when you purchase any one switch out of 6 Cisco Small Business top selling switches.

Try it, like and just keep it. Multi pack of 3 or 5 are available at the promotion price for additional purchase

* Offer limits to AU, NZ, MY and Indonesia at the time of launch for 6 weeks only



Know about product specs and which PIDs to order

Know about what offer we have on this product
([AU](#), [NZ](#), [MY](#), [Indonesia](#), [India](#))



Change from a temporary set up to a permanent workplace upgrade



Cisco® Catalyst® 9105AX
Cost efficient Wi-Fi 6 technology

NEW



Wi-Fi
6

Cisco Wi-Fi 6 supports the new normal

The Cisco Catalyst 9105AX wifi 6 **Wireless Access Points** series offers faster speeds, optimized capacity and value for price

- Compact and powerful, offers a data rate of **up to 1.49 Gbps**
- Most versatile AP for teleworks, office/branch relocation, dorm-room, etc
- **IOT ready**, embedded IOT radios enables BLE 5.0 and Zigbee
- Investment protection

Offer: 1st Year on US, Cisco DNA wireless license free

Have one year free on Cisco DNA essentials, advantage or premier when buying a 3/5/7 - year license on 9105AX series.

Know about Cisco Wi-Fi 6 Aironet [product brochure](#)

Know about what offer we have
([ANZ](#), [ASEAN](#), [HK/TW](#), [China](#), [India](#), [Japan](#), [Korea](#))



Flexible Multi-Cloud-Optimized Application Experience



The bridge to possible

Bridge the clouds you have, the environment you want, and the results you need

[Cisco HyperFlex Solutions for Hybrid Cloud](#)



Reduce costs and complexity

HyperFlex Edge
Intersight



Ensure app experience

Intersight Workload
Optimiser (IWO)
AppDynamics



Secure everything

Umbrella
Duo



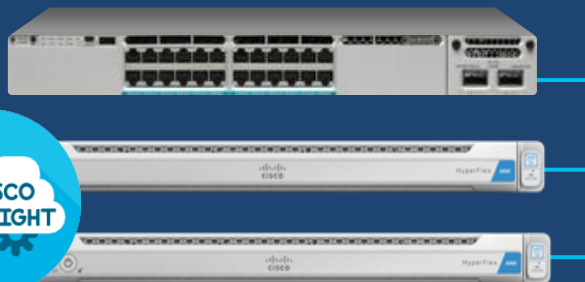
Expand your network to any cloud

Nexus Insights

FY21 Cisco HyperFlex Edge APJC SmartPlay Bundles



Add Intersight
to Automate and Optimize
DC-MGT-SAAS
[More details](#)



- **CCW Promotion Name:** SmartPlay
- **Eligibility:** All Partners
- **Products:**
 - HXAF220 Edge 1 - HXAF-SP-EDGE-M5CE1
 - HXAF220 Edge 2 - HXAF-SP-EDGE-M5CE2
 - HXAF220 Edge 3 - HXAF-SP-EDGE-M5CE3
 - HX220 Edge 4 - HX-SP-EDGE-M5C
 - Add Intersight - DC-MGT-SAAS
- **Approvers:** Auto Approved in CCW
- **Stacking:** Acct Breakaway, OIP, TIP/MIP



Invest in All Cloud, Meraki Full Stack, Webex and Security



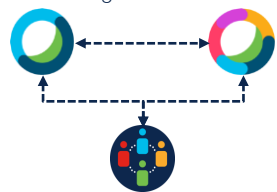
Upon slowly return to workplace, how to manage distributed access, distributed security, people training and process? If you go for all Cloud-based solutions, Cisco has below technological capabilities and promotions to offer

Know about what offer we have

([AU](#), [NZ](#), [ASEAN](#), [HK/TW](#), [China](#), [India](#), [Japan](#), [Korea](#))

Cisco Webex, Cisco Secure Offer

Webex Meetings Webex Teams



Video Endpoints
With Cloud Registration



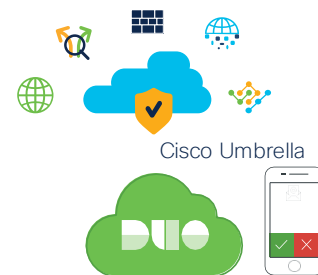
Webex Room USB



Webex Desk Pro
(coming soon)



Cloud Mailbox Defense
(coming soon)



Cisco Umbrella

Cisco DUO



NEW

APJC FY21Q1
Cisco Meraki
Full stack

Digital Asia promotion



- **CCW Promotion Name:** Meraki Digital Asia
- **Eligibility:** All Partners
- **Products:**
 - Cisco Meraki MX64, MX67, MX68 and all MX license type (ENT, SEC)
 - Cisco Meraki MS120 (8 port, 24 port and 48 port) and SFP and all MS120 license type
 - Cisco Meraki 20, 30H, 33, 36(wifi6) and all license type, antenna, PoE power injectors
 - Cisco Meraki Z3 and all Z3 license type
- **Approvers:** Auto Approved in CCW
- **Stacking:** OIP/TIP/MIP only



Not enough, what's more under APJC Cisco Designed 2.0

Price and
Promo-led

Collaboration Headsets series
Cisco 500 and 700 series-Q4&Q1FY21



FY21Q1
Offer ready
Via FT

NEW

NEW

Cisco Secure
DUO Multi-Factor Authentication



ANZ
ASEAN
JP
India

LAN Access Switches
Cisco Business Switching Series-Q1FY21



No License
Stock & Sell
SG250/350
equivalent

Disti and
Partner-led

Collaboration Video Endpoints
Cisco Webex Room USB-Q4&Q1FY21



Webex Lic
independent
Stock and
Sell

NEW

Cisco Secure
Cloud Mailbox Defense -Q1FY21



Single SKU
User based
pricing down
to 25 user

LAN Access Switches
Cisco Catalyst 1000 Series-Q4&Q1FY21



No License
Stock & Sell
C2960L/X
equivalent

Cisco led
Partner enabled

Collaboration Video Endpoints
Cisco Webex Desk Pro-Q1FY21



Webex Lic
dependent, in
FT soon

Cisco Secure
Meraki MX Cloud managed security



Under
Digital ASIA
Promotion

LAN Access Switches
Cisco Catalyst 9200/L Series



Cisco DNA Lic must
Cisco DNA-E under
1Y free at purchase
3Y license



Launching Cisco Business Wireless, Try it, Like it and Keep it



Step 0: Order any of one below switches in CCW

Promo SKU	Switch Series
SG350-28P-CBW-B1G1	SG350 Series
SG350-28MP-CBW-BG1	SG350 Series
SG350-52P-CBW-B1G1	SG350 Series
SG250-50P-CBW-B1G1	SG250 Series
SG250-26P-CBW-B1G1	SG250 Series
SG220-28MP-CBW-BG1	SG220 Series



CBW140AC

1 Enter complete Promo SKU to your estimate/quote and click 'Add' 2

Set preferences for this estimate

SG350-52P-CBW-B1G1 1 Add

The product discounts are cascaded to subscription items, however subscription items may only the proper discount to subscription items, click on "MORE" and then, "Apply Discount".

Remove Selected Lines More

Hardware, Software and Services	Estimated Lead Time	Unit List Price (USD)	Qty
SG350-52P-CBW-B1G1 More Buy 1 SG350 Switch, Get 1 Free Access Point. Invalid as of 28-May-2020 05:24:57 PDT	Not Applicable		1

Select Options Validate Recommended Content Add Note More Actions

3 Click 'Select Options' to configure the Promo SKU

4 Select the Switch based on the country/region the customer is in

The quantity should be the same for both the Switch and AP

Available Components Unit List Price (USD)

CBW140 AP > 5 Selected (Min 1, Max 999999)

Product	Original Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
CBW140AC-B			5		VALID

Add Custom Name Edit Options Edit Services/Subscriptions Remove Line

Add a CBW140 AP from the left panel

SG350 > 5 Selected (Min 1, Max 999999)

Product	Original Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
SG350-52P-K9-NA			5		VALID

Add Custom Name Edit Services/Subscriptions Remove Line

Add a SG350 from the left panel

Configuration Summary All prices shown in USD

Total

Estimated Lead Time 28 days

Cancel Done

5 Then select the appropriate Access Point

Access Point	Country
CBW140AC-B	United States
CBW140AC-D	India
CBW140AC-E	EU & CE Countries
CBW140AC-G	Pakistan
CBW140AC-Z	Australia, New Zealand

7 Select DONE to complete



Set-up in minutes with our mobile app.





Introducing Cisco Business Wireless a-la-carte and 3/5 pack bundles



The bridge to possible

Country	CBW PID
Australia	CBW140AC-Z
	CBW142ACM-Z-AU
	3-CBW140AC-Z
	5-CBW140AC-Z

Country	CBW PID
New Zealand	CBW140AC-Z
	CBW142ACM-Z-AU
	3-CBW140AC-Z
	5-CBW140AC-Z

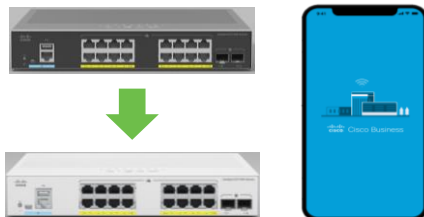


[The Cisco Business CBW Officenet and Garagenet Sagas](#)

Documentation



Product



Packaging





Launching Catalyst 9105AX, 1st Year on US, Cisco DNA wireless license free



Before

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription > Software Subscription > AIR-DNA-E

Subscription

SKU	Duration (Months)	Unit List Price (USD)
AIR-DNA-E-3Y	36	Price X
Aironet Cisco DNA On-Prem Essentials 3Y Term License		
AIR-DNA-E-5Y	60	
Aironet Cisco DNA On-Prem Essentials 5Y Term License		
AIR-DNA-E-7Y	84	
Aironet Cisco DNA On-Prem Essentials 7Y Term License		

Subtotal Estimated Lead Time 28 days

Reset Configuration Cancel Done

1-Year-on-Us

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription Migration Promo > Software Subscription > AIR-DNA-E-PROMO

Subscription

SKU	Duration (Months)	Unit List Price (USD)
DNA-E-PROMO-3Y	36	Price Y with 1 year price being auto-discounted
Aironet Cisco PROMO DNA On-Prem Essentials 3Y Term License		
DNA-E-PROMO-5Y	60	
Aironet Cisco PROMO DNA On-Prem Essentials 5Y Term License		
DNA-E-PROMO-7Y	84	
Aironet Cisco PROMO DNA On-Prem Essentials 7Y Term License		

Subtotal Estimated Lead Time 28 days

Reset Configuration Cancel Done

Launching Catalyst 9105AX/W on Fast Track from Nov, 2020. Please check your country's availability before ordering





[AUS] The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



The bridge to possible

Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Promo 2	CS-ROOM-USB-K9	1
	Total	2
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	A-FLEX-ADD-DEVREG	1
Promo 2	CS-DESKPRO-K9	1
	Total	3
Promo 3	DUO-MFA	1
Promo 3	UMB-DNS-ESS-K9	1
	Total	2

Promo Code 1	Country	Promo Period
PP-SBWe-200725-07569	Australia	Jan 23 rd 2021
PP-SBWe-200725-07570		

Promo Code 2	Country
PP-Fast-150124-32368	Australia

Promo Code 3	Country	Promo Period
PP-Secu-201031-08096	Australia	July 31 th 2021

No time to create a new BoM, no problem, just clone our templates in CCW and share it with your disti!

Search by either key in "[Cisco Webex Cisco Secure-AUS](#)" or key in "[DL118826457QZ](#)"



Webex Room USB



CISCO
DESIGNED



[NZ] The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



The bridge to possible

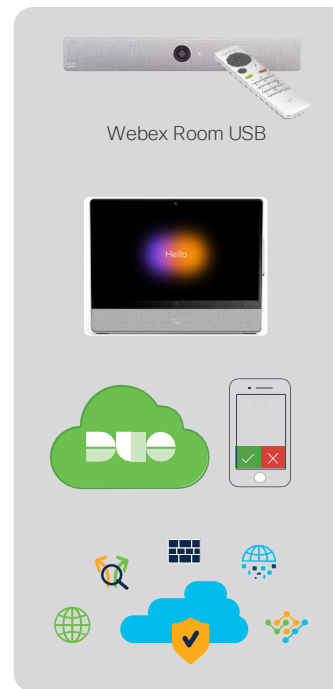
Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Promo 2	CS-ROOM-USB-K9	1
	Total	2
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	A-FLEX-ADD-DEVREG	1
Promo 2	CS-DESKPRO-K9	1
	Total	3
Promo 3	DUO-MFA	1
Promo 3	UMB-DNS-ESS-K9	1
	Total	2

Promo Code 1	Country	Promo Period
PP-SPSm-200725-07444	New Zealand	Jan 23 rd 2021

Promo Code 2	Country
PP-Fast-150124-32371	New Zealand

Promo Code 3	Country	Promo Period
PP-Secu-201031-08080	New Zealand	July 31 th 2021

No time to create a new BoM, no problem, just clone our templates in CCW and share it with your dist!



Search by either key in "[Cisco Webex Cisco Secure-NZ](#)"
or key in "[IG118957662RU](#)"

CISCO
DESIGNED



[ANZ] Cisco Webex, Cisco Secure for first time partner, start your quote by using our template



1

Cisco Commerce Deals & Quotes

QUOTE NAME Test partner quote

DEAL ID 40165737

QUOTE NUMBER 4720379458

QUOTE STATUS NOT SUBMITTED

SMART ACCOUNT ASSIGNMENT Assign Smart Account

EXPIRY DATE N/A

Set item preferences for this quote

Buy Method Select

Hardware, Software and Services

Estimated Lead Time

Unit List Price (AUD)

2

Import Saved Configuration

Select

Estimate

Copy Existing Quote BOM

Copy Associated Lead Deal BOM

BOM Upload

3

Search by either key in "Cisco Webex Cisco Secure-AUS" or key in "DL118826457QZ"

Or

Search by either key in "Cisco Webex Cisco Secure-NZ" or key in "IG118957662RU"

4

Purchase A-FLEX Configuration

Current Requested Terms and Billing

Requested Start Date 20-Sep-2020

Requested For 12 Months From 20-Sep-2020 To 19-Sep-2021

Automatically Renews For 12 Months On 20-Sep-2021

Billing Frequency Prepaid Term

12 Months

Requested Start Date

Day 20

Month Sep

Year 2020

End Date

Effective For 12 Months

Co-Term to an End Date

Day 19

Month Sep

Year 2021

Automatically Renews For 12 Months On 20-Sep-2021

Auto Renewal On

12 Months

Billing Frequency Prepaid Term

Prepaid Term

Annual Billing

Monthly Billing

Don't forget to update the billing method



[AU] Cisco Phones Bulk Buyers Alert!

Ideal for voice calling managed service providers



Item	Product	Min Order Quantity
ATA191-3PW-K9	191 Analog Telephone Adapter for MPP	25
CP-6825-3PC-BUN-AU	Cisco IP DECT Bundle, Handset and Base, MPP, AUS and NZ	25
CP-7821-3PCC-K9=	Cisco IP Phone 7821 with Multiplatform Phone firmware	25
CP-7861-3PCC-K9=	Cisco IP Phone 7861 for 3rd Party Call Control	25
CP-8800-A-KEM-3PC=	Cisco 8800 series KEM for Audio IP Phones with MPP firmware	25
CP-8800-WMK=	Wall Mount Kit for Cisco IP Phone 8800 Series	25
CP-8832-3PC-EU-K9	Cisco 8832 for Europe, Australia, charcoal, with accessories	25
CP-8841-3PCC-K9=	Cisco IP Phone 8841 with Multiplatform Phone firmware	25
CP-8845-3PCC-K9=	Cisco IP Phone 8845 with MPP Firmware	25
CP-8851-3PCC-K9=	Cisco IP Phone 8851 with Multiplatform Phone firmware	25
CP-8861-3PCC-K9=	Cisco IP Phone 8861 with Multiplatform Phone firmware	25
CP-HS-W-531-RJ=	Headset 531 Wired Single + QDRJ Headset Cable	25
CP-HS-W-531-USB=	Headset 531 Wired Single + USB Headset Adapter	25
CP-HS-WL-561-S-EU=	561 Wireless Single Headset, Standard Base Station EU	25
CP-PWR-ADPT-3-AU=	IP Phone power adapter for 7800 phone series, Australia	25
CP-PWR-CUBE-4=	IP Phone power transformer for the 8800 phone series	25

Promo Code	Country	Promo Type	Promo Period
PP-Fast-160803-111252	Australia	FTA	End of Q1FY 2021

- Price advantage and predictability for bulk orders of 25 units per transaction. No further discount advantage for multiples of 25 units.
- Cisco or third-party call control compatible options.

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From 1% up to
16% discount
advantage over
standard Fast
Track!

NEW

CISCO
DESIGNED



Introduce Meraki Full Stack promotion: Post COVID-19 companies need more agile and cloud-based solutions

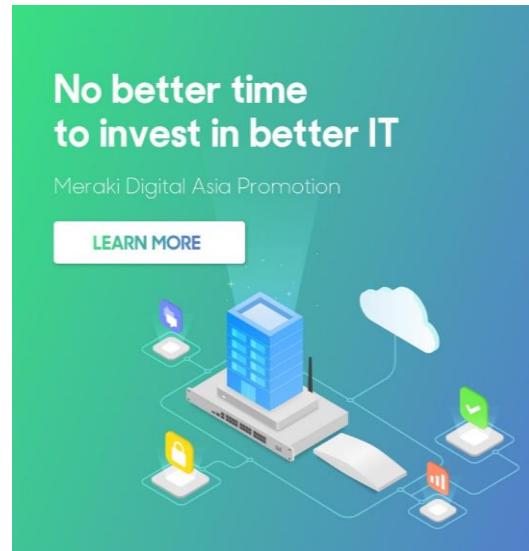


Country	Promo Code	Promotion Period
All ASEAN countries	BR-Mera-210123-08868	Sep 8 th 2020-Jan 23 rd 2021

Product Family
MR20, MR30H, MR33 MR36 and license
MX64, MX67 MX68 and licenses
Z3 and license
MS120 and licenses
Accessories (ANT, PWR, SFP)

Promotion Details:

- **CCW Promotion Name:** Meraki Digital ASIA Promotion
- **Eligibility:** All Partners
- **Approvers:** Auto Approved in CCW
- **Stacking:** OIP/TIP/MIP only





Launching Cisco Business Wireless, Try it, Like it and Keep it



Step 0: Order any of one below switches in CCW

Promo SKU	Switch Series
SG350-28P-CBW-B1G1	SG350 Series
SG350-28MP-CBW-BG1	SG350 Series
SG350-52P-CBW-B1G1	SG350 Series
SG250-50P-CBW-B1G1	SG250 Series
SG250-26P-CBW-B1G1	SG250 Series
SG220-28MP-CBW-BG1	SG220 Series



FREE AP
CBW140AC

1 Enter complete Promo SKU to your estimate/quote and click 'Add' 2

Set preferences for this estimate

SG350-52P-CBW-B1G1 1 Add

The product discounts are cascaded to subscription items, however subscription items may only the proper discount to "subscription items, click on "MORE" and then, "Apply Discount".

Remove Selected Lines More

Hardware, Software and Services Estimated Lead Time Unit List Price Qty

SG350-52P-CBW-B1G1 Not Applicable 1

more Buy 1 SG350 Switch, Get 1 Free Access Point.

Invalid as of 28-May-2020 05:24:57 PDT

Select Options Validate Recommended Content Add Note More Actions

3 Click 'Select Options' to configure the Promo SKU

4 Select the Switch based on the country/region the customer is in

The quantity should be the same for both the Switch and AP

Available Components Unit List Price (USD) CBW140 AP > 5 Selected (Min 1, Max 999999)

Product	Original Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
CBW140AC-B			5	VALD	

Add Custom Name Edit Options Edit Services/Subscriptions Remove Line

Add a CBW140 AP from the left panel

SG350 > 5 Selected (Min 1, Max 999999)

Product	Original Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
SG350-52P-K9-NA			5	VALD	

Add Custom Name Edit Services/Subscriptions Remove Line

Add a SG350 from the left panel

Configuration Summary All prices shown in USD

Total Estimated Lead Time 28 days

Cancel Done

5 Then select the appropriate Access Point

Access Point	Country
CBW140AC-B	United States
CBW140AC-D	India
CBW140AC-E	EU & CE Countries
CBW140AC-G	Pakistan
CBW140AC-Z	Australia, New Zealand

7 Select DONE to complete



The Cisco Business CBW Officenet and Garagenet Sagas

Set-up in minutes with our mobile app.





Introducing Cisco Business Wireless a-la-carte and 3/5 pack bundles



The bridge to possible



Country	CBW PID	List price (USD)
Indonesia	CBW140AC-F	\$155
	3-CBW140AC-F	\$455
	5-CBW140AC-F	\$745

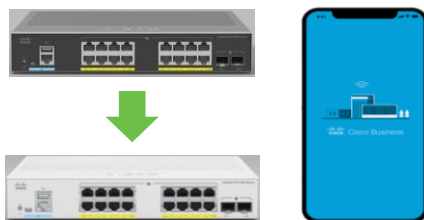
Country	CBW PID	List price (USD)
Malaysia	CBW140AC-K	\$155
	3-CBW140AC-K	\$455
	5-CBW140AC-K	\$745

[The Cisco Business CBW Officenet and Garagenet Sagas](#)

Documentation



Product



Packaging





Launching Catalyst 9105AX, 1st Year on US, Cisco DNA wireless license free



Before

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription > Software Subscription > AIR-DNA-E

Subscription

SKU	Duration (Months)	Unit List Price (USD)
AIR-DNA-E-3Y	36	Price X
Aironet Cisco DNA On-Prem Essentials 3Y Term License		
AIR-DNA-E-5Y	60	
Aironet Cisco DNA On-Prem Essentials 5Y Term License		
AIR-DNA-E-7Y	84	
Aironet Cisco DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done

1-Year-on-Us

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription Migration Promo > Software Subscription > AIR-DNA-E-PROMO

Subscription

SKU	Duration (Months)	Unit List Price (USD)
DNA-E-PROMO-3Y	36	Price Y with 1 year price being auto-discounted
Aironet Cisco PROMO DNA On-Prem Essentials 3Y Term License		
DNA-E-PROMO-5Y	60	
Aironet Cisco PROMO DNA On-Prem Essentials 5Y Term License		
DNA-E-PROMO-7Y	84	
Aironet Cisco PROMO DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done

Launching Catalyst 9105AX/W on Fast Track from Nov, 2020. Please check your country's availability before ordering





[ASEAN] The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



The bridge to possible

Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Promo 2	CS-ROOM-USB-K9	1
	Total	2
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	A-FLEX-ADD-DEVREG	1
Promo 2	CS-DESKPRO-K9	1
	Total	3
Promo 3	DUO-MFA	1
Promo 3	UMB-DNS-ESS-K9	1
	Total	2

Promo Code 2	Country
PP-Fast-150725-41512	Indonesia
PP-Fast-150725-41552	Malaysia
PP-Fast-150124-36968	Singapore
PP-Fast-150725-41529	Thailand
PP-Fast-150124-32348	Philippines

Promo Code 1	Country	Promo Period
BR-FPNU-190126-04932	ASEAN	Oct 25 th 2020

Promo Code 3	Country	Promo Period
PP-Secu-201031-08078	ASEAN	July 25 th 2021

No time to create a new BoM, no problem, just clone our templates in CCW and share it with your disti!

Search the estimate template by either key in "[2.0 Cisco Webex Cisco Secure-ASEAN](#)" or key in "[ED118786967ET](#)"



Webex Room USB



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[ASEAN] Cisco Webex, Cisco Secure for first time partner, start your quote by using our template



1

Cisco Commerce Deals & Quotes

QUOTE NAME Test partner quote

DEAL ID 40165737 QUOTE NUMBER 4720379458 QUOTE STATUS NOT SUBMITTED SMART ACCOUNT ASSIGNMENT Assign Smart Account EXPIRY DATE N/A

Deal Quote Review Approvals Order

Items Discounts and Credits Install/Service Location Billing

Set item preferences for this quote

Search by SKU, Description and Product Family Qty Add to Quote

Buy Method Select Remove Selected Lines Validate More

Hardware, Software and Services Estimated Lead Time Unit List Price (AUD)

Find Products and Solutions Actions

Import a Saved Configuration

View Imported Configurations

Add Trade In Items

Previously Purchased Product Lines

2

Import Saved Configuration

Available Config Tools	Name	Description
Select	Estimate	Estimates enables browsing, configuration of product and services, and price estimation of Cisco hardware, software and services, with importable bill of materials (BOM).
Select	Copy Existing Quote BOM	Import the Bill of Materials from a quote previously created in CCV to help you quickly build a validated solution.
Select	Copy Associated Lead Deal BOM	Import the Bill of Materials from Lead Partner Deal as it will help you build a validation solution quickly.
Select	BOM Upload	You can upload a BOM file that is in XLS/XLSX, CSV, TSV format click on file types to download the template.

3 Search the estimate template by either key in ["2.0 Cisco Webex Cisco Secure-ASEAN"](#) or key in ["ED118786967ET"](#)

4

Purchase A-FLEX Configuration

Current Requested Terms and Billing

Requested Start Date 20-Sep-2020 Requested For 12 Months From 20-Sep-2020 To 19-Sep-2021 Automatically Renews For 12 Months On 20-Sep-2021 Billing Frequency Prepaid Term

1 Cisco will apply a standard lead time to your requested start date based on the selected product. If your start date is less than the lead time, Cisco may not be able to honor the requested start date. In some cases, our systems may require additional lead time to provision your services. (C0742)

2 Your subscription will start and be eligible to be invoiced: 1) 30 days after Cisco notifies you that any portion of the subscription is ready for you to provision OR, 2) the day any portion of the subscription is provisioned by Cisco, whichever of the two events happens first. (C01007)

REQUESTED FOR 12 Months From 20-Sep-2020 To 19-Sep-2021

Requested Start Date Day Month Year 20 Sep 2020 Enter any whole month value from 1-60

End Date Effective For 12 Months Enter any whole month value from 1-60

Co-Term to an End Date Day Month Year 19 Sep 2021 Enter any date up between 19-Sep-2020 and 19-Sep-2025

Automatically Renews For 12 Months On 20-Sep-2021

Auto Renewal On

Billing Frequency Prepaid Term

Prepaid Term Annual Billing Monthly Billing

Don't forget to update the billing method

Cancel Save Changes



Introduce Meraki Full Stack promotion: Post COVID-19 companies need more agile and cloud-based solutions



Country	Promo Code	Promotion Period
HK	BR-Mera-210123-08875	Sep 8 th 2020-Jan 23 rd 2021
TW	BR-Mera-210123-08877	

Product Family
MR20, MR30H, MR33 MR36 and license
MX64, MX67 MX68 and licenses
Z3 and license
MS120 and licenses
Accessories (ANT, PWR, SFP)

Promotion Details:

- **CCW Promotion Name:** Meraki Digital ASIA Promotion
- **Eligibility:** All Partners
- **Approvers:** Auto Approved in CCW
- **Stacking:** OIP/TIP/MIP only



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Meraki Digital Asia Promotion

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Launching Catalyst 9105AX, 1st Year on US, Cisco DNA wireless license free



Before

OPTION SELECTION C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription > Software Subscription > AIR-DNA-E

Subscription

SKU	Duration (Months)	Unit List Price (USD)
AIR-DNA-E-3Y Aironet Cisco DNA On-Prem Essentials 3Y Term License	36 Range 36 to 59 Requested Start/End Date	Price X
AIR-DNA-E-5Y Aironet Cisco DNA On-Prem Essentials 5Y Term License	60 Range 60 to 83	
AIR-DNA-E-7Y Aironet Cisco DNA On-Prem Essentials 7Y Term License	84 Range 84 to 84	

Subtotal Estimated Lead Time 28 days

Reset Configuration Cancel Done

Clear Selection

1-Year-on-Us

OPTION SELECTION C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription Migration Promo > Software Subscription > AIR-DNA-E-PROMO

Subscription

SKU	Duration (Months)	Unit List Price (USD)
DNA-E-PROMO-3Y Aironet Cisco PROMO DNA On-Prem Essentials 3Y Term License	36 Range 36 to 36 Requested Start/End Date	Price Y with 1 year price being auto-discounted
DNA-E-PROMO-5Y Aironet Cisco PROMO DNA On-Prem Essentials 5Y Term License	60 Range 60 to 60	
DNA-E-PROMO-7Y Aironet Cisco PROMO DNA On-Prem Essentials 7Y Term License	84 Range 84 to 84	

Subtotal Estimated Lead Time 28 days

Reset Configuration Cancel Done

Clear Selection

Launching Catalyst 9105AX/W
on Fast Track from Nov, 2020.
Please check your country's
availability before ordering





[HK & TW] The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



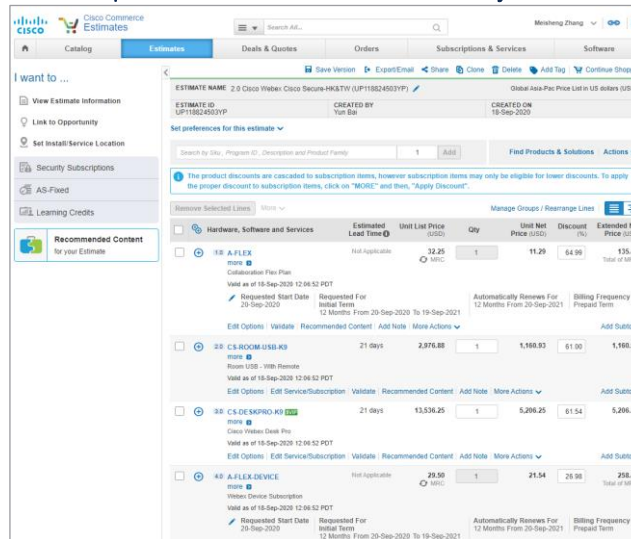
Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Promo 2	CS-ROOM-USB-K9	1
	Total	2
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	A-FLEX-ADD-DEVREG	1
Promo 2	CS-DESKPRO-K9	1
	Total	3
Promo 3	DUO-MFA	1
Promo 3	UMB-DNS-ESS-K9	1
	Total	2

Promo Code 1	Country	Promo Period
BR-FPNU-190126-04935	Hong Kong and Taiwan	Oct 25 th 2020

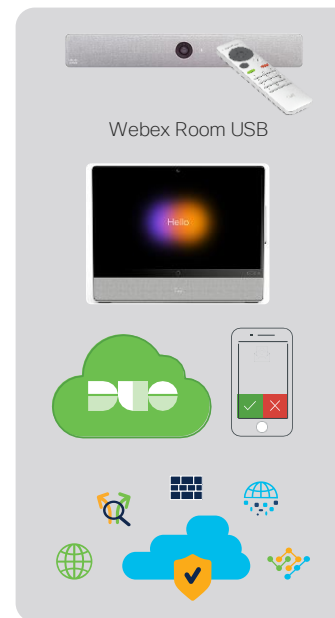
Promo Code 2	Country
PP-Fast-150124-37925	Hong kong
PP-Fast-150124-37926	Taiwan

Promo Code 3	Country	Promo Period
PP-Secu-201031-08138	Hong Kong	July 25 th 2021

No time to create a new BoM, no problem, just clone our templates in CCW and share it with your disti!



Search by either key in “[2.0 Cisco Webex Cisco Secure-HK&TW](#)” or key in “[UP118824503YP](#)”



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[HK&TW] Cisco Webex, Cisco Secure for first time partner, start your quote by using our template



1

Cisco Commerce Deals & Quotes

Search All...

Catalog Estimates **Deals & Quotes** Orders Services & Subscriptions Software

QUOTE NAME Test partner quote

DEAL ID 40165737 QUOTE NUMBER 4720379458 QUOTE STATUS NOT SUBMITTED SMART ACCOUNT ASSIGNMENT Assign Smart Account EXPIRY DATE N/A

AUSTRALIA Price List in AUDs Ex-Tax (AUD)

Deal Quote Review Approvals Order

Items Discounts and Credits Install/Service Location Billing

Save Save and Continue

Set item preferences for this quote

Search by SKU, Description and Product Family Qty Add to Quote

Find Products and Solutions Actions

Import a Saved Configuration

View Imported Configurations

Add Trade in Items

Previously Purchased Product

Change Lines

Hardware, Software and Services Estimated Lead Time Unit List Price (AUD)

Buy Method Select Remove Selected Lines Validate More

Filter

Import Saved Configuration

Available Config Tools

Select	Name	Description
Select	Estimate	Estimates enables browsing, configuration of product and services, and price estimation of Cisco hardware, software and services, with importable bill of materials (BOMs).
Select	Copy Existing Quote BOM	Import the Bill of Materials from a quote previously created in CCW to help you quickly build a validated solution.
Select	Copy Associated Lead Deal BOM	Import the Bill of Materials from Lead Partner Deal as it will help you build a validation solution quickly.
Select	BOM Upload	You can upload a BOM file that is in XLS/XLSX, CSV, TSV format click on file types to download the template.

Save and Continue

Discount ID

Extended List Price (AUD)

No records

3 Search by either key in “[2.0 Cisco Webex Cisco Secure-HK&TW](#)” or key in “[UP118824503YP](#)”

4

Cisco Commerce Configuration

Yun Bai

Announcement: Great news! The beta version of modern XaaS configurator is available now. Please click here to explore [Video](#) and [New UI](#).

Purchase A-FLEX Configuration

Ordering Guide

Current Requested Terms and Billing

Global Price List - ASIA-PAC (USD)

Requested Start Date	Requested For	Automatically Renews For	Billing Frequency
20-Sep-2020	12 Months From 20-Sep-2020 To 19-Sep-2021	12 Months On 20-Sep-2021	Prepaid Term

Cisco will apply a standard lead time to your requested start date based on the selected product. If your start date is less than the lead time, Cisco may not be able to honor the requested start date. In some cases, our systems may require additional lead time to provision your services. (C0742)

Your subscription will start and be eligible to be invoiced: 1) 30 days after Cisco notifies you that any portion of the subscription is ready for you to provision OR, 2) the day any portion of the subscription is provisioned by Cisco, whichever of the two events happens first. (C01007)

REQUESTED FOR 12 Months From 20-Sep-2020 To 19-Sep-2021

Requested Start Date

Day Month Year

20 Sep 2020

End Date

Effective For 12 Months

Enter any whole month value from 1-60

Co-Term to an End Date

Day Month Year

19 Sep 2021

Enter any date up between 17-Sep-2020 and 19-Sep-2020

Automatically Renews For 12 Months On 20-Sep-2021

Auto Renewal

On

12 Months

Enter any whole month value from 0-12

Billing Frequency Prepaid Term

Prepaid Term

Annual Billing

Monthly Billing

Don't forget to update the billing method

Cancel Save Changes



Introduce Meraki Full Stack promotion: Post COVID-19 companies need more agile and cloud-based solutions



Country	Promo Code	Promotion Period
China	BR-Mera-210123-08921	Sep 8 th 2020-Jan 23 rd 2021

Product Family
MR20, MR30H, MR33 MR36 and license
MX67 MX68 and licenses
Z3 and license
MS120 and licenses
Accessories (ANT, PWR, SFP)

Promotion Details:

- **CCW Promotion Name:** Meraki Digital ASIA Promotion
- **Eligibility:** All Partners
- **Approvers:** Auto Approved in CCW
- **Stacking:** OIP/TIP/MIP only



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Meraki Digital Asia Promotion

[LEARN MORE](#)





Launching Catalyst 9105AX, 1st Year on US, Cisco DNA wireless license free



Before

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Category (i) Qty

Software Subscription

AIR-DNA-E	1	0.00
AIR-DNA-E-3Y 36 Mths		225.79
WLC-AP-T	1	0.00
WLC-AP-T-3Y 36 Mths		0.00
PI-LFAS-AP-T	1	0.00
PI-LFAS-AP-T-3Y 36 Mths		0.00
AIR-DNA-E-T		0.00
AIR-DNA-E-T-3Y 36 Mths		0.00
AIR-DNA-NWSTACK-E	1	0.00
Subtotal		973.40
Estimated Lead Time		28 days

Reset Configuration Cancel Done

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription > Software Subscription > AIR-DNA-E

Subscriptions

SKU	Duration (Months)	Unit List Price (USD)
AIR-DNA-E-3Y Aronet CSCO DNA On-Prem Essentials 3Y Term License	36 Range 36 to 36 Requested Start/End Date	Price X
AIR-DNA-E-5Y Aronet CSCO DNA On-Prem Essentials 5Y Term License	60 Range 60 to 60	
AIR-DNA-E-7Y Aronet CSCO DNA On-Prem Essentials 7Y Term License	84 Range 84 to 84	

Clear Selection

1-Year-on-Us

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Category (i) Qty Extended List Price (USD)

Software Subscription Migration Promo

AIR-DNA-NWSTACK-E	1	
AIR-DNA-E-PROMO	1	0.00
DNA-E-PROMO-3Y 36 Mths		150.53
WLC-AP-T	1	0.00
PI-LFAS-AP-T	1	0.00
PI-LFAS-AP-T-3Y 36 Mths		0.00
AIR-DNA-E-T	1	0.00
AIR-DNA-E-T-3Y 36 Mths		0.00
Subtotal		973.40
Estimated Lead Time		28 days

Reset Configuration Cancel Done

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription Migration Promo > Software Subscription > AIR-DNA-E-PROMO

Subscriptions

SKU	Duration (Months)	Unit List Price (USD)
DNA-E-PROMO-3Y Aronet CSCO PROMO DNA On-Prem Essentials 3Y Term License	36 Range 36 to 36 Requested Start/End Date	Price Y with 1 year price being auto-discounted
DNA-E-PROMO-5Y Aronet CSCO PROMO DNA On-Prem Essentials 5Y Term License	60 Range 60 to 60	
DNA-E-PROMO-7Y Aronet CSCO PROMO DNA On-Prem Essentials 7Y Term License	84 Range 84 to 84	

Clear Selection

Launching Catalyst 9105AX/W
on Fast Track from Nov, 2020.
Please check your country's
availability before ordering





[CN] Cisco Collaboration, Cisco Secure

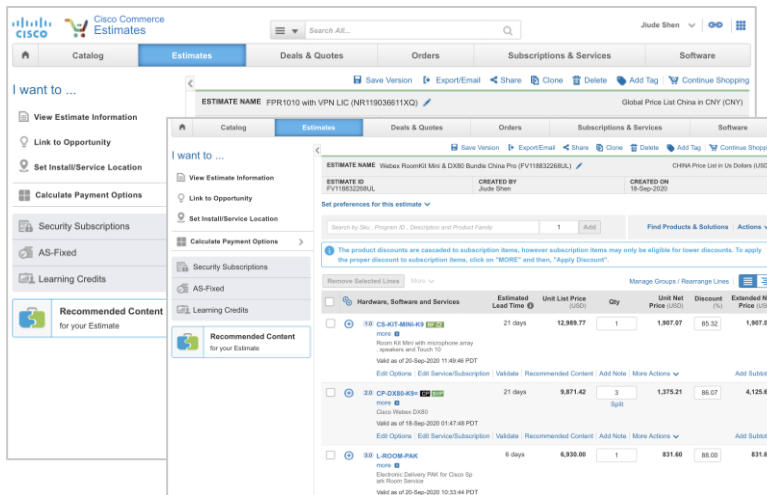


Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Total		2
Promo 1	CS-DESKPRO-K9	1
Total		1
Promo 2	CS-KIT-MINI-K9	1
Promo 2	CP-DX80-K9=	1
Promo 2	L-KITMINI-MS	1
Total		3
Promo 2	FPR1010-ASA-K9	1
Promo 2	AC-PLS-P-50-S	1
Total		2

Promo Code 1	Country	Promo Period
PP-SPEE-170429-00883	CN	Dec 25 th 2020

Promo Code 2	Country	Promo Period
BR-Chin-200725-08025	CN	Dec 25 th 2020

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Search by either key in either key in "[Webex RoomKit Mini & DX80 Bundle China Pro](#)" or key in "[FV118832268U](#)" either key in "[FPR1010 with VPN LIC](#)" or key in "[NR119036611XQ](#)"



Webex Room USB



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[CN] Cisco Collaboration, Cisco Secure for first time partner, start your quote by using our template



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3 Search by either key in either key in "[Webex RoomKit Mini & DX80 Bundle China Pro](#)" or key in "[FV118832268UI](#)" either key in "[FPR1010 with VPN LIC](#)" or key in "[NR119036611XQ](#)"

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Introduce Meraki Full Stack promotion: Post COVID-19 companies need more agile and cloud-based solutions



Country	Promo Code	Promotion Period
China	BR-Mera-210123-08921	Sep 8 th 2020-Jan 23 rd 2021

Product Family
MR20, MR30H, MR33 MR36 and license
MX67 MX68 and licenses
Z3 and license
MS120 and licenses
Accessories (ANT, PWR, SFP)

Promotion Details:

- **CCW Promotion Name:** Meraki Digital ASIA Promotion
- **Eligibility:** All Partners
- **Approvers:** Auto Approved in CCW
- **Stacking:** OIP/TIP/MIP only



No better time to invest in better IT

Meraki Digital Asia Promotion

[LEARN MORE](#)





Launching Cisco Business Wireless

Contact Cisco Representative or Authorized Distributor for a amazing Introductory Discounts !

Country	CBW PID	List price (INR)
India (under T5)	CBW140AC-D	₹11,749
	CBW142ACM-D-IN	₹8,717
	3-CBW140AC-D	₹34,489
	5-CBW140AC-D	₹56,471

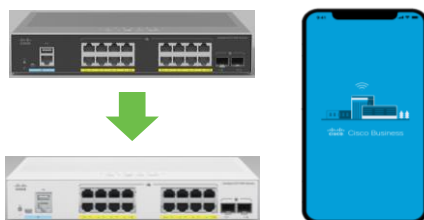


[The Cisco Business CBW Officenet and Garagenet Sagas](#)

Documentation



Product



Packaging





Launching Catalyst 9105AX, 1st Year on US, Cisco DNA wireless license free



Before

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription > Software Subscription > AIR-DNA-E

Subscription

SKU	Duration (Months)	Unit List Price (USD)
AIR-DNA-E-3Y	36	
Aironet Cisco DNA On-Prem Essentials 3Y Term License		
AIR-DNA-E-5Y	60	
Aironet Cisco DNA On-Prem Essentials 5Y Term License		
AIR-DNA-E-7Y	84	
Aironet Cisco DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done

Clear Selection

Price X

1-Year-on-Us

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription Migration Promo > Software Subscription > AIR-DNA-E-PROMO

Subscription

SKU	Duration (Months)	Unit List Price (USD)
DNA-E-PROMO-3Y	36	
Aironet Cisco PROMO DNA On-Prem Essentials 3Y Term License		
DNA-E-PROMO-5Y	60	
Aironet Cisco PROMO DNA On-Prem Essentials 5Y Term License		
DNA-E-PROMO-7Y	84	
Aironet Cisco PROMO DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done

Clear Selection

Price Y with 1 year price being auto-discounted

Launching Catalyst 9105AX/W on Fast Track from Nov, 2020. Please check your country's availability before ordering





[India] The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



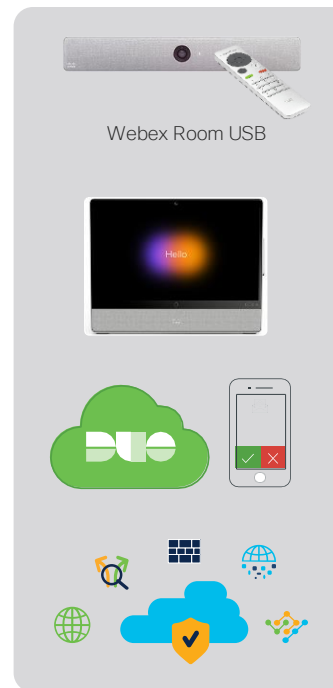
Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Promo 2	CS-ROOM-USB-K9	1
Total		2
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	A-FLEX-ADD-DEVREG	1
Promo 2	CS-DESKPRO-K9	1
Total		3
Promo 3	DUO-MFA	1
Promo 3	UMB-DNS-ESS-K9	1
Total		2

Promo Code 1	Country	Promo Period
PP-SBF1-210124-08834	India	Oct 25 th 2020

Promo Code 2	Country
PP-Fast-200725-06179	India

Promo Code 3	Country	Promo Period
PP-Secu-210123-08706	India	July 31 th 2021

No time to create a new BoM, no problem, just clone our templates in CCW and share it with your disti!



Search the estimate template by either key in [“2.0 Cisco Webex Cisco Secure-India”](#) or key in [“NC118834571UL”](#)



[India] Cisco Webex, Cisco Secure for first time partner, start your quote by using our template



1

Cisco Commerce Deals & Quotes

QUOTE NAME Test partner quote

DEAL ID 40165737 QUOTE NUMBER 4720379458 QUOTE STATUS NOT SUBMITTED SMART ACCOUNT ASSIGNMENT Assign Smart Account EXPIRY DATE N/A

Deal Quote Review Approvals Order

Items Discounts and Credits Install/Service Location Billing

Set item preferences for this quote

Search by SKU, Description and Product Family Qty Add to Quote

Buy Method Select Remove Selected Lines Validate More

Hardware, Software and Services Estimated Lead Time Unit List Price (AUD)

Find Products and Solutions Actions

Import a Saved Configuration

View Imported Configurations

Add Trade In Items

Previously Purchased Product Lines

2

Import Saved Configuration

Available Config Tools	Name	Description
Select	Estimate	Estimates enables browsing, configuration of product and services, and price estimation of Cisco hardware, software and services, with importable bill of materials (BOM).
Select	Copy Existing Quote BOM	Import the Bill of Materials from a quote previously created in CCV to help you quickly build a validated solution.
Select	Copy Associated Lead Deal BOM	Import the Bill of Materials from Lead Partner Deal as it will help you build a validation solution quickly.
Select	BOM Upload	You can upload a BOM file that is in XLS/XLSX, CSV, TSV format click on file types to download the template.

3 Search the estimate template by either key in ["2.0 Cisco Webex Cisco Secure-India"](#) or key in ["NC118834571UL"](#)

4

Purchase A-FLEX Configuration

Current Requested Terms and Billing

Requested Start Date 20-Sep-2020 Requested For 12 Months From 20-Sep-2020 To 19-Sep-2021 Automatically Renews For 12 Months On 20-Sep-2021 Billing Frequency Prepaid Term

1 Cisco will apply a standard lead time to your requested start date based on the selected product. If your start date is less than the lead time, Cisco may not be able to honor the requested start date. In some cases, our systems may require additional lead time to provision your services. (C0742)

2 Your subscription will start and be eligible to be invoiced: 1) 30 days after Cisco notifies you that any portion of the subscription is ready for you to provision OR, 2) the day any portion of the subscription is provisioned by Cisco, whichever of the two events happens first. (C01007)

REQUESTED FOR 12 Months From 20-Sep-2020 To 19-Sep-2021

Requested Start Date Day 20 Month Sep Year 2020 End Date Effective For 12 Months Enter any whole month value from 1-60

Enter any date up between 17-Sep-2020 and 15-Dec-2020

Co-Term to an End Date Day 19 Month Sep Year 2021 Enter any date up between 18-Dec-2020 and 19-Sep-2025

Automatically Renews For 12 Months On 20-Sep-2021

Auto Renewal On

12 Months Enter any whole month value from 0-12

Billing Frequency Prepaid Term

Prepaid Term

Annual Billing

Monthly Billing

Don't forget to update the billing method

Cancel Save Changes



The bridge to possible

Launching Catalyst 9105AX, 1st Year on US, Cisco DNA wireless license free

Before

OPTION SELECTION C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription > Software Subscription > AIR-DNA-E

Subscription

SKU	Duration (Months)	Unit List Price (USD)
AIR-DNA-E-3Y	36	Price X
Altnet CISCO DNA On-Prem Essentials 3Y Term License		
AIR-DNA-E-5Y	60	
Altnet CISCO DNA On-Prem Essentials 5Y Term License		
AIR-DNA-E-7Y	84	
Altnet CISCO DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done

1-Year-on-Us

OPTION SELECTION C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription Migration Promo > Software Subscription > AIR-DNA-E-PROMO

Subscription

SKU	Duration (Months)	Unit List Price (USD)
DNA-E-PROMO-3Y	36	Price Y with 1 year price being auto-discounted
Altnet CISCO PROMO DNA On-Prem Essentials 3Y Term License		
DNA-E-PROMO-5Y	60	
Altnet CISCO PROMO DNA On-Prem Essentials 5Y Term License		
DNA-E-PROMO-7Y	84	
Altnet CISCO PROMO DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done



[JP] The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	CS-ROOM-USB-K9	1
	Total	2
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	A-FLEX-ADD-DEVREG	1
Promo 1	CS-DESKPRO-K9	1
	Total	3
Promo 2	DUO-MFA	1
Promo 2	UMB-DNS-ESS-K9	1
	Total	2

Promo Code 1	Country	Promo Period
BR-FPNU-190126-04933	Japan	Oct 25 th 2020

Promo Code 2	Country
PP-Fast-150124-32369	Japan

Promo Code 3	Country	Promo Period
PP-Secu-201031-08081	Japan	July 31 st 2021

No time to create a new BoM, no problem, just clone our templates in CCW and share it with your disti!

Search by SKU, Program ID, Description and Product Family							1	Add	Find Products & Solutions	Actions
<p>The product discounts are cascaded to subscription items, however subscription items may only be eligible for lower discounts. To apply the proper discount to subscription items, click on "MORE" and then, "Apply Discount".</p>										
Remove Selected Lines							More		Manage Groups / Rearrange Lines	
	Hardware, Software and Services	Estimated Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)			
<input type="checkbox"/>	4.0 A-FLEX-DEVICE more	Not Applicable	30.24 MRC	1	22.08	26.98	264.96 Total of MRC			
<p>Webex Device Subscription</p> <p>Valid as of 20-Sep-2020 03:23:14 PDT</p> <p>Requested Start Date 20-Sep-2020 Requested For Initial Term 12 Months From 20-Sep-2020 To 19-Sep-2021 Automatically Renews For 12 Months From 20-Sep-2021 Billing Frequency Prepaid Term</p> <p>Edit Options Validate Recommended Content Add Note More Actions</p>										
<input type="checkbox"/>	8.0 DUO-SUB more	10 days	3.08 MRC	1	2.46	20.00	29.52 Total of MRC			
<p>Cisco Duo subscription</p> <p>Valid as of 20-Sep-2020 03:23:14 PDT</p> <p>Requested Start Date 20-Sep-2020 Requested For Initial Term 12 Months From 20-Sep-2020 To 19-Sep-2021 Automatically Renews For 12 Months From 20-Sep-2021 Billing Frequency Prepaid Term</p> <p>Edit Options Validate Recommended Content Add Note More Actions</p>										
<input type="checkbox"/>	6.0 UMB-SEC-SUB more	Not Applicable	5.07 MRC	1	2.53	49.99	30.44 Total of MRC			
<p>Cisco Umbrella Security Subscription</p> <p>Valid as of 20-Sep-2020 03:23:14 PDT</p> <p>Requested Start Date 20-Sep-2020 Requested For Initial Term 12 Months From 20-Sep-2020 To 19-Sep-2021 Automatically Renews For 12 Months From 20-Sep-2021 Billing Frequency Prepaid Term</p> <p>Edit Options Validate Recommended Content Add Note More Actions</p>										



Webex Room USB



Search the estimate template by either key in "[2.0 Cisco Webex Cisco Secure-Japan](#)" or key in "[EJ118839208XA](#)"

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[JAPAN] Cisco Webex, Cisco Secure for first time partner, start your quote by using our template



1

Cisco Commerce Deals & Quotes

QUOTE NAME Test partner quote

DEAL ID 40165737 QUOTE NUMBER 4720379458 QUOTE STATUS NOT SUBMITTED SMART ACCOUNT ASSIGNMENT Assign Smart Account EXPIRY DATE N/A

Deal Quote Review Approvals Order

Items Discounts and Credits Install/Service Location Billing

Set item preferences for this quote

Search by SKU, Description and Product Family Qty Add to Quote

Buy Method Select Remove Selected Lines Validate More

Hardware, Software and Services Estimated Lead Time Unit List Price (AUD)

Find Products and Solutions Actions

Import a Saved Configuration

View Imported Configurations

Add Trade In Items

Previously Purchased Product Lines

2

Import Saved Configuration

Available Config Tools	Name	Description
Select	Estimate	Estimates enables browsing, configuration of product and services, and price estimation of Cisco hardware, software and services, with importable bill of materials (BOM).
Select	Copy Existing Quote BOM	Import the Bill of Materials from a quote previously created in CCV to help you quickly build a validated solution.
Select	Copy Associated Lead Deal BOM	Import the Bill of Materials from Lead Partner Deal as it will help you build a validation solution quickly.
Select	BOM Upload	You can upload a BOM file that is in XLS/XLSX, CSV, TSV format click on file types to download the template.

3 Search the estimate template by either key in "[2.0 Cisco Webex Cisco Secure-JAPAN](#)" or key in "[EJ118839208XA](#)"

4

Cisco Commerce Configuration

Announcement: Great news! The beta version of modern XaaS configurator is available now. Please click here to explore [Video](#) and [New UI](#).

Purchase A-FLEX Configuration

Current Requested Terms and Billing

Requested Start Date 20-Sep-2020 Requested For 12 Months From 20-Sep-2020 To 19-Sep-2021 Automatically Renews For 12 Months On 20-Sep-2021 Billing Frequency Prepaid Term

1 Cisco will apply a standard lead time to your requested start date based on the selected product. If your start date is less than the lead time, Cisco may not be able to honor the requested start date. In some cases, our systems may require additional lead time to provision your services. (C0742)

2 Your subscription will start and be eligible to be invoiced: 1) 30 days after Cisco notifies you that any portion of the subscription is ready for you to provision OR, 2) the day any portion of the subscription is provisioned by Cisco, whichever of the two events happens first. (C01007)

REQUESTED FOR 12 Months From 20-Sep-2020 To 19-Sep-2021

Requested Start Date Day 20 Month Sep Year 2020 End Date Effective For 12 Months Enter any whole month value from 1-60

Co-Term to an End Date Day 19 Month Sep Year 2021 Enter any date up between 17-Sep-2020 and 15-Dec-2020

Automatically Renews For 12 Months On 20-Sep-2021

Auto Renewal On

12 Months Enter any whole month value from 0-12

Billing Frequency Prepaid Term

Prepaid Term

Annual Billing

Monthly Billing

Don't forget to update the billing method

Cancel Save Changes



Introduce Meraki Full Stack promotion: Post COVID-19 companies need more agile and cloud-based solutions

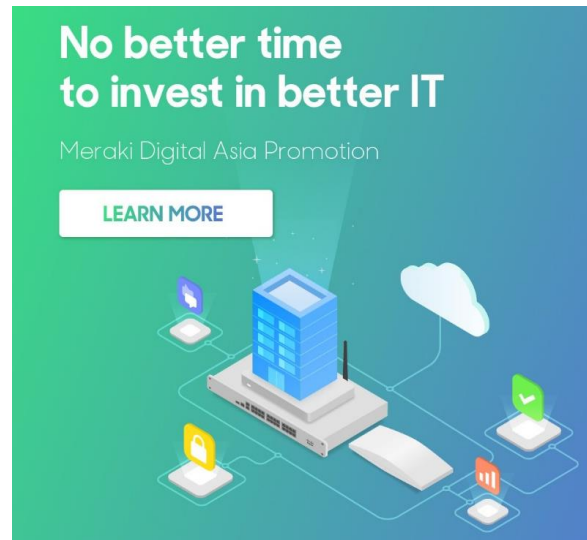


Country	Promo Code	Promotion Period
Korea	BR-Mera-210123-08926	Sep 8 th 2020-Jan 23 rd 2021

Product Family
MR30H, MR33 MR36, MR42 and license
MX64, MX67 MX68 and licenses
Z3 and license
MS120 and licenses
Accessories (ANT, PWR, SFP)

Promotion Details:

- **CCW Promotion Name:** Meraki Digital ASIA Promotion
- **Eligibility:** All Partners
- **Approvers:** Auto Approved in CCW
- **Stacking:** OIP/TIP/MIP only





Launching Catalyst 9105AX, 1st Year on US, Cisco DNA wireless license free



Before

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription > Software Subscription > AIR-DNA-E

Subscription

SKU	Duration (Months)	Unit List Price (USD)
AIR-DNA-E-3Y	36	
Aironet Cisco DNA On-Prem Essentials 3Y Term License		
AIR-DNA-E-5Y	60	
Aironet Cisco DNA On-Prem Essentials 5Y Term License		
AIR-DNA-E-7Y	84	
Aironet Cisco DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done

Clear Selection

Price X

1-Year-on-Us

OPTION SELECTION: C9105AXW-Z Global Price List in US Dollars (USD)

Configuration Summary View Full Summary

Warnings (4):

- Only one DNA Subscription can be selected. Please adjust the selections. (CE202343)
- Migration promo is only applicable for customers with Cisco perpetual AP licenses, C1 licenses, or competitor's perpetual AP licenses. Promo license quantity must not exceed existing license quantity. Cisco will perform audits to ensure compliance with these

Option Search Multiple Options Search

C9105AXW-Z > Software Subscription Migration Promo > Software Subscription > AIR-DNA-E-PROMO

Subscription

SKU	Duration (Months)	Unit List Price (USD)
DNA-E-PROMO-3Y	36	
Aironet Cisco PROMO DNA On-Prem Essentials 3Y Term License		
DNA-E-PROMO-5Y	60	
Aironet Cisco PROMO DNA On-Prem Essentials 5Y Term License		
DNA-E-PROMO-7Y	84	
Aironet Cisco PROMO DNA On-Prem Essentials 7Y Term License		

Subtotal

Estimated Lead Time 28 days

Reset Configuration Cancel Done

Clear Selection

Price Y with 1 year price being auto-discounted

Launching Catalyst
9105AX/W on Fast Track
from Nov, 2020. Please
check your country's
availability before ordering





[Korea] The change from single Cloud to Multi-Cloud, Cisco Webex, Cisco Secure



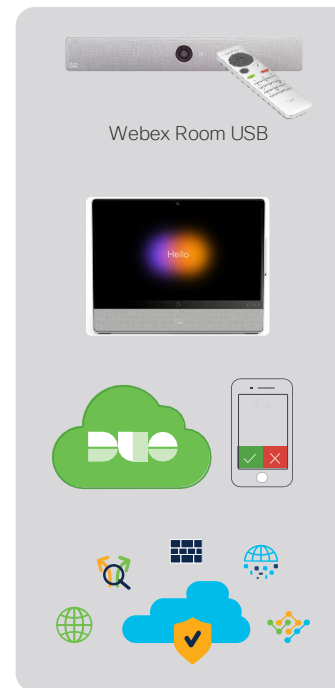
Promo No.	PIDs in this package	Qty
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	CS-ROOM-USB-K9	1
	Total	2
Promo 1	A-FLEX-NUCM-MC	1
Promo 1	A-FLEX-ADD-DEVREG	1
Promo 1	CS-DESKPRO-K9	1
	Total	3
Promo 2	DUO-MFA	1
Promo 2	UMB-DNS-ESS-K9	1
	Total	2

Promo Code 1	Country
PP-Fast-210123-08482	Korea

Promo Code 2	Country	Promo Period
PP-Secu-210123-08450	Korea	July 25 th 2021

No time of creating a new BoM, no problem, just clone our templates in CCW and share it with your dist!

Search by either key in "[Cisco Webex Cisco Secure-KOR](#)" or key in "[JX118819110YQ](#)"



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[Korea] Cisco Webex, Cisco Secure for first time partner, start your quote by using our template



1

Cisco Commerce Deals & Quotes

QUOTE NAME Test partner quote

DEAL ID 40165737 QUOTE NUMBER 4720379458 QUOTE STATUS NOT SUBMITTED SMART ACCOUNT ASSIGNMENT Assign Smart Account EXPIRY DATE N/A

Deal Quote Review Approvals Order

Items Discounts and Credits Install/Service Location Billing

Set item preferences for this quote

Search by SKU, Description and Product Family Qty Add to Quote

Buy Method Select Remove Selected Lines Validate More

Hardware, Software and Services Estimated Lead Time Unit List Price (AUD)

Find Products and Solutions Actions

Import a Saved Configuration

View Imported Configurations

Add Trade In Items

Previously Purchased Product Lines

2

Import Saved Configuration

Available Config Tools	Name	Description
Select	Estimate	Estimates enables browsing, configuration of product and services, and price estimation of Cisco hardware, software and services, with importable bill of materials (BOM).
Select	Copy Existing Quote BOM	Import the Bill of Materials from a quote previously created in CCV to help you quickly build a validated solution.
Select	Copy Associated Lead Deal BOM	Import the Bill of Materials from Lead Partner Deal as it will help you build a validation solution quickly.
Select	BOM Upload	You can upload a BOM file that is in XLS/XLSX, CSV, TSV format click on file types to download the template.

3 Search by either key in ["Cisco Webex Cisco Secure-KOR"](#) or key in ["JX118819110YQ"](#)

4

Purchase A-FLEX Configuration

Current Requested Terms and Billing

Requested Start Date 20-Sep-2020 Requested For 12 Months From 20-Sep-2020 To 19-Sep-2021 Automatically Renews For 12 Months On 20-Sep-2021 Billing Frequency Prepaid Term

1 Cisco will apply a standard lead time to your requested start date based on the selected product. If your start date is less than the lead time, Cisco may not be able to honor the requested start date. In some cases, our systems may require additional lead time to provision your services. (C0742)

2 Your subscription will start and be eligible to be invoiced: 1) 30 days after Cisco notifies you that any portion of the subscription is ready for you to provision OR, 2) the day any portion of the subscription is provisioned by Cisco, whichever of the two events happens first. (C01007)

REQUESTED FOR 12 Months From 20-Sep-2020 To 19-Sep-2021

Requested Start Date Day Month Year 20 Sep 2020 End Date Effective For 12 Months Enter any whole month value from 1-60

Co-Term to an End Date Day Month Year 19 Sep 2021 Enter any date up between 17-Sep-2020 and 15-Dec-2020

Automatically Renews For 12 Months On 20-Sep-2021

Auto Renewal On

Billing Frequency Prepaid Term

Prepaid Term Annual Billing Monthly Billing

Don't forget to update the billing method

Cancel Save Changes



UNLOCK big incentives and rewards with Cisco's New channel programs

Earn extra each quarter:



USD
2K

NEW



The bridge to possible

CISCO
DESIGNED
FOR BUSINESS

Cisco Designed Portfolio Sprint

An exciting incentive program for partners to drive
Cisco Designed portfolio

Program Period: Q1 FY'21

Eligible Partners: All partners (Except Gold Partners)

Eligible product family/SKUs: Switching,
Wireless, Routing, Collaboration, Security.

[View list of eligible SKUs](#)



Target % payout points for Q1 FY2021

Enterprise	Meraki	Collaboration	Security
Foundation SKUs - 1.5%			
C2960L/9300/L ISR 1K/4200/4300	MS120 and License Z3 and License MR20/30H/33/42 and License	IP Phone 88xx Series/DX80 Headset Device Registration	FPMID/FPRMID AMP/ESA/CISE/ ANYConnect
Or Bonus SKUs - 3.5%			
Cat1K, 9200/L and its DNA license ISR900	MX64/67/68 and License	Room Kit/Mini/Plus/ Webex USB Webex Flex Meeting Names User License	FPRLOW UMB/DUO
Access Points Bumper Bonus 3.5%			
AIR 1815/30/40/50 & CBW	MR36 and License		

Criteria for partners to start earning

- Any transaction with SKUs listed in Cisco designed approved promotions SKUs list
- Limit to 2,000 net USD worth points per BEGEOID per quarter
- Start measurement from 27th July, 2020 (Day 1 of FY21Q1)
- Applicable for ANZ, ASEAN, INDIA and JAPAN partners

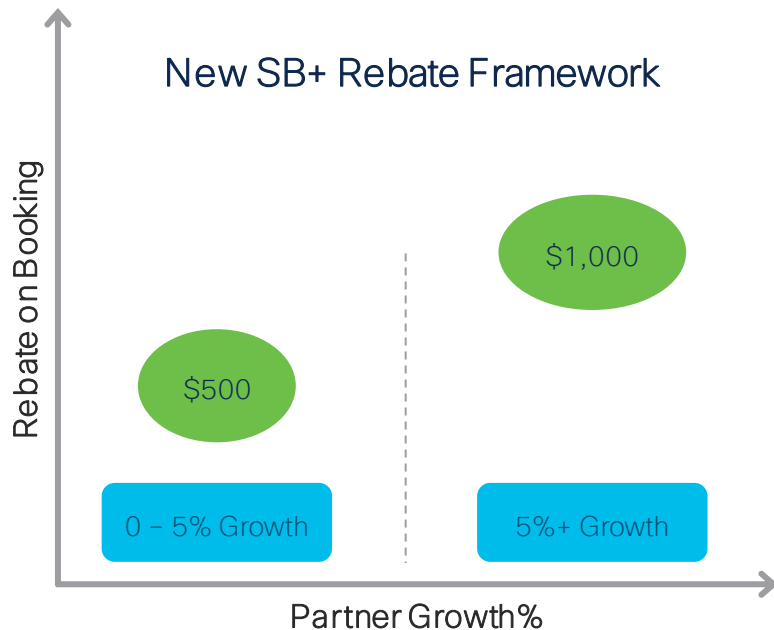
USD
\$500/
\$1K

NEW



The bridge to possible

Grow More. Earn More



Who is it for?

For all registered partners with >75K booking in SB (Small Business Segment/Accounts).

How to earn?

Grow +ve in SB and earn \$500/Qtr.
Grow 5%+ and earn \$1,000/Qtr.

What about Perform+?

SB+ is a new track under Perform+ for registered partners >75K.
No changes to current Perform+ tracks. Click [here](#) for more info on Perform+



The bridge to possible

Seller rewards Program Enrollment

USD
2K

NEW

Step 1

Accept CPIA (Channel Program Incentive Agreement) in the **Partner Program Enrollment Tool (PPE)** or [learn more](#).

Step 2

Once CPIA is accepted, your company will be **auto-enrolled into Seller Rewards** (only users with Admin access should accept CPIA and enroll)

Step 3

The Cisco Administrator with Partner Self Service (PSS) access and all associated contacts will then receive an email invitation within 24 hours from PSS to individually enroll in Seller Rewards. **Simply click on the link in the email to enroll.**

Step 4

If you don't have the email invitation, admins can log in directly to the seller rewards platform here:

- If you are still not able to log into Seller Rewards go to: <https://getlog.cloudapps.cisco.com/WWChannels/GFTLOG/optln.do>. After visiting this link while logged into your CCOID, it will attempt to enroll your CCOID into Seller Rewards.
- If this is successful, then you can go to <https://sellerrewards.cisco.com/> and complete your individual profile.
- If none of the above is working. Please raise a case via email to sellerrewardssupport@external.cisco.com for support and the team will assist with the enrollment

New SB+ Track in Perform Plus Program Enrollment

USD
\$500/
\$1K

NEW

Step 1

Partners eligible for SB+ will receive an email invitation to enroll by **1st week of Sep '20**

Step 2

Simply click on link in the email to enroll

Step 3

An email notification will be sent to confirm on your successful enrollment to SB+

Step 4

If you have not received any confirmation, please raise a case in Partner Program Enrollment via <https://customerservice.cloudapps.cisco.com/>. For any question, you can also raise a case via link above



How to buy: Single product purchase



Hardware and License/SW

Fast Track

Small Segment Promotion

- Net Pricing Countries* – **Use quick quote** to order upfront (PP discounts applied automatically).
- Rest of APJC – **submit POS** using PP code (standalone) and claims will be processed as credit memo back to our authorized distributors
- For Small Segment Promo, discount will only be applicable if (1) end customer belongs to Cisco's **Small** customer segment and (2) **All end customer details** are to be completed when ordering in CCW

Meraki (HW and yearly License)



- Net Pricing countries* – **Use Quick Quote** to order upfront (BR discounts applied automatically)
- Note declare **end customers accurately** as orders will be approved if end customer is invalid
- Rest of APJC (on GPL) – Register a Meraki deal in CCW in the incentive page (BR)
- This is auto-approved (unless OIP is stacked/chosen together).
No AM approval

Term based License/SW



- Subscription based license scheme
- Import a quote estimate and create a deal.
- For SaaS/MSRP products – Choose **SaaS BID account**
- Discounts are applied upfront upon choosing the right BID
- Please provide POS for promotion discounts (i.e. higher than standard discounts) for discount governance



How to buy: Multiple product purchase



Bundles has a higher discount compared to ala carte purchase of the same configuration in Fast track

Catalyst1K buy 2 get 1 free

Collaboration Huddle
Space promotion

Webex Meeting License
offer for SMB

Meraki remote
workforce promotion

All bundles can be purchased using **either one** of the below purchase process

1

For **Bundles using PP discount codes**, use **quick quote** in CCW on a single order processing. **Discounts are instantly approved** once quick quote is submitted in CCW

1. Generate a Quote in CCW and create an order with quote estimate ID (i.e. quick quote process)
2. **DART** will be generated upon order submission

2

For **Bundles** that are selected on **the incentive page (BR)**

1. Register a deal on the incentive page (BR) with selection of the promotion name
2. Each promotion chosen will be routed to approvers
3. Once approved, **DART** will be generated upon order submission

Note: If **Promotion discounts are deviated**, where Cisco Sales AM has edited the discounts, this deal is **Not** accounted for DIR payout



Difference between PP and BR Code in CCW



Push Promotion (PP) Code	Behaviour Rewards (BR) Code
Use “Create Quote/Order”	Use “Create Deal”
Auto Approved	Multiple levels of approval
Updating Partner is must, If using Small Promotion, updating ALL end customer details is a must	Updating Partner is must For Meraki, updating All end customer details is a must
Deal ID is generated when ordering in CCW	Deal ID is generated
No Questionnaires to fill	Deal specific info required
Promotion (PP) is applied automatically	Promo (Incentive e.g. OIP) selection is must
Highest discount in stack	Additional discount as per promo(incentive) chosen



FAQ on Cisco Designed Promotions (1)



I have been asked to load order using BR code, not sure how to proceed?

1

Check the promotion with your pre-sales and proceed to create deal or create quote/order. Use incentive tab/contact BDM if you need the promo guide. Link above on guide to order through BR Code

How can I validate if my SKU is covered under PP promotion?

2

Create an order and view discount section for best discount in stack, Else view discount under promo in incentives tab, if PP code is known

The Fast Track discount offered to me is not showing up in quick quote or my direct order creation?

3

Step 1: Open a case with Partner Business Services (PBS) team to investigate.

Step 2: Contact DPAM and BDM as second level of support



FAQ on Cisco Designed Promotions (2)



If the discounts has been withdraw or if there is a change in price list, what should I do?

4

When you receive an email that your claim is rejected, send an email to apjc_disti_rebates@cisco.com referencing the claim ID, reason why order cannot be fulfilled before the discount change, price list change, or within the promo period. Attach proof that the order was placed by reseller within the promotion active period.

Which BR/Offer/promotion is eligible for DIR rebates?

5

All orders created by a Distributor or Partner using promotions (PP/BR) except for

1. If Promotion discounts are deviated, where Cisco Sales AM has edited the discounts, this deal is Not accounted for DIR payout
2. If it is an OIP Deal, deal is NOT accounted for DIR payout

What happens if my BOM has hardware and term based license?

6

Use SaaS ERP/CBN BID to order your SaaS SW subscription SW. POS out with hardware



FAQ on Cisco Designed Promotions (3)



I am getting only STD discount of 20% for Annuity instead of 37% when I create a quick quote. How do I proceed?

7

Check if the reseller partner is SaaS certified in CCW under Authorizations Specialisations

The PP discount in order/quick quote does not match the one given to me in excel sheet shared by DPAM.
How do I go about this ?

8

Open a case with PBS via Customer Service Central.

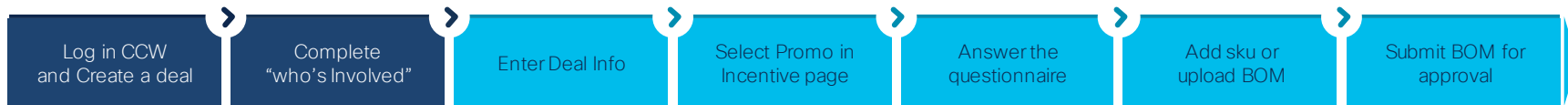
I have created a deal id for my own internal business use (NFR), but the promotion discount is not showing up?

9

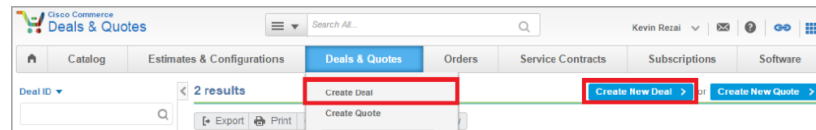
Starting FY19 NFR program requires enrollment via PPE.
To know more [click here!](#)



How to order through BR code



1. Click “Create Deal”



2. Input deal information and Select CAM

3. Select end Customer

- Click “English” or “Faster Search (English Only)”
- Type End Customer’s name into search box and select from list generates. (If there are duplicates of correct address, select HQ version)
- If end Customer doesn’t exist, “Create customer”

4. Enter End Customer and partner Contact info

5. Click “Create Deal”



How to order through BR code

Log in CCW
and Create a dealComplete
"who's Involved"

Enter Deal Info

Select Promo in
Incentive pageAnswer the
questionnaireAdd sku or
upload BOMSubmit BOM for
approval

6. Enter deal info

- Intended Use: **"Resale"**
- Deal Category: **"Other-resale/Infrastructure"**
- Price List: **"Global Asia-Pac Price List in US dollars"**
- Expected Closing Date
- Expected Cisco hardware and Software list Amount

7. Click "Save and Continue"

8. Under incentives, select checkbox for the volume promotion and click "Save and continue"

9. Answer the questionnaire (Usually 1-2 question only)

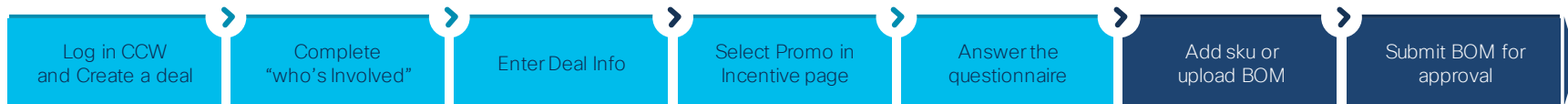
10. Click "Save and Continue"

11. Select "Buy Method", "Install Site Country" and "Service to Country" from the Drop Down

12. Click "Save and Continue"



How to order through BR code



13. Add Products

- Enter the product “SKU” and “Quantity” OR
- Upload BOM under “import a Saved Configuration”

13. Click “Submit Quote for Approval”



1. If you check on OIP with Cisco Designed (PP) promotions, Deal will go through additional qualification process and additional approval path. <50K nett ; 24 hours SLA; >50K nett 3-5 days
2. For Cisco Designed promotions, we will typically set-up for auto-approval. So approval will be instant. If not, SLA <4 hours
3. We advocate to proxy for your partners to submit the deal on their behalf. Early visibility to Cisco protects your partner (deal protection) and selection of Distributor cannot be changed by partner later for the deal.



How to use quick quote for Small Promo (PP) code in CCW



Log in CCW
and select Partner

Choose
Quote type
as "quick quote"

Enter Quote Info

Provide End
customer details

Complete
"who's involved"

Add sku(s)

Submit quote for
approval

1. Log in CCW, **select a partner** that you are creating the quick quote for, and provide the details (Note)

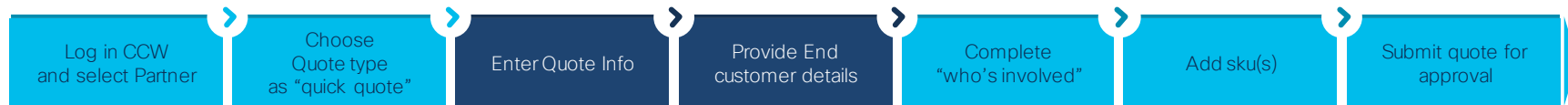
The screenshot shows the 'Deals & Quotes' section of the Cisco Commerce interface. A warning message states: 'You are creating this quote on behalf of the partner specified below. The partner will be notified and will also have edit access.' Below this, under the 'CONTACT & ADDRESSES' tab, the 'Partner' field is highlighted with a green dashed box, and a '+ Select a Partner' button is visible.

2. Choose **quote type** as "quick quote"

The screenshot shows the 'Quote Type' selection step in the Cisco Commerce interface. The 'Quote Type' section has three radio buttons: 'Price Equalization', 'DSAT (Distributor Customer Satisfaction)', and 'Quick Quote'. The 'Quick Quote' option is selected and highlighted with a green dashed box. A 'Continue' button is visible at the bottom right.



How to use quick quote for Small Promo (PP) code in CCW

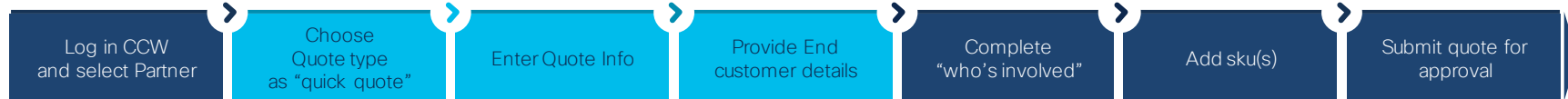


3. Input quote information and Select CAM
4. Select SMALL end Customer
 - Type End Customer's name into search box and select from list generates. (If there are duplicates of correct address, select HQ version)
 - If end Customer doesn't exist, **"Create customer"**
5. Enter End Customer info (**all fields are mandatory** else pricing will not be applied and defaulted to standard/Fast Track pricing)
6. Click **"Create quote"**

Note: small promotion code can't be used for distribution stock or sell-in but only for POS or sell-out



How to use quick quote for Small Promo (PP) code in CCW



7. Enter deal info

- Intended Use: **"Resale"**
- Deal Category: **"Other-resale/Infrastructure"**
- Price List: **"Global Asia-Pac Price List in US dollars"**
- Expected Cisco hardware and Software list Amount

8. Click "Save and Continue"

9. Add Products

- Enter the product **"SKU"** and **"Quantity"**
- Check if **PP-C1KS-xxx** is applied

10. Click "Submit Quote for Approval"

- Discounts will be instantly approved
- Deal ID will be generated



Current Small Segment Promotion offers: If done correctly, CCW should show the following



1.0	C1000-16FP-2G-L Catalyst 1000 16port GE, Full POE, 2x1G SFP	2,390.00	4	9,560.00		0.00	
					Distributor Standard Discount - USD	42.00%	4,015.20
					Small Segment Promotion - India PP-C1KS-200725-08045	23.00%	2,198.80
					Small Segment Promotion Non HT - India PP-C1KS-200725-08046		
							Add Subtotal
2.0	C1000-24FP-4G-L Catalyst 1000 24port GE, Full POE, 4x1G SFP	3,355.00	4	13,420.00	74.00		0.00
					Small Segment Promotion Non HT - India PP-C1KS-200725-08045	14.00%	1,878.80
					Distributor Standard Discount - USD	42.00%	5,636.40
					Small Segment Promotion - India PP-C1KS-200725-08045		
							Add Subtotal
3.0	C9200L-DNA-E-24=	0.00	1	0.00	42.00	0.00	0.00
	C9200L Cisco DNA Essentials, 24-port Term license spare						
					Distributor Standard Discount - USD	42.00%	0.00
					Fast Track Stackable IN PP-Fast-150124-32350	0.00%	0.00
3.1	C9200L-DNA-E-24-3Y	610.00	1	610.00	79.00	481.90	0.00
	C9200L Cisco DNA Essentials, 24-port, 3 Year Term license						
	Duration: 36.00 Months						
					Small Segment Promotion - India PP-C1KS-200725-08045	23.00%	
					Small Segment Promotion Non HT - India PP-C1KS-200725-08046	14.00%	
					Distributor Standard Discount - USD	42.00%	256.20
					Purchase Adjustment		0.00

Please enter parent SKU first and choose the license that is on promotion

For India, Enter 4 units to enjoy buy 4 for 3, Rest of APJC Enter 3 units to enjoy buy 3 for 2



The bridge to possible