



Cisco WebEx Meetings Server[®]

Ordering Guide

October 2014

For further information, questions and comments please contact cwms-a2g@cisco.com

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This ordering guide for select Cisco WebEx® services is for public use. Please send any questions or comments to cwms-a2q@cisco.com.

1. Introduction

1.1. Purpose of This Guide

This ordering guide is designed to help Cisco partners order Cisco WebEx® Meetings Server; specifically to:

- Understand the Cisco® WebEx Meetings Server product
- Understand the specific Cisco WebEx Global Price List (GPL) offer
- Ensure partners purchase the correct quantities and types of SKUs to minimize the risk of order rejection
- Know the entire Quote-to-Fulfillment process for this offer

1.2. Audience

This guide is for the Cisco field and Cisco Unified Communications specialized channel partners.

1.3. Scope

This ordering guide provides information about pricing, packaging, and ordering for Cisco WebEx Meetings Server available on the Cisco GPL. For more information on Cisco WebEx Meetings Server features and how to sell it, see the Sales Playbook.

1.4. Other Important Resources

For more detailed information about Cisco WebEx Meetings Server, Cisco WebEx services or products, and Cisco Unified Communications (UC) products, please visit the pages listed in Table 1.

Table 1. Cisco WebEx and Cisco Unified Communications Services and Products Resources

| | |
|---------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Partner Resources | Figure 1. http://www.cisco.com/web/partners/sell/technology/collaboration/webex/index.html |
| Cisco.com (external site) | Figure 2. http://www.cisco.com/go/cwms |
| Cisco Employee Connection (CEC; internal site) | Figure 3. http://www.in.cisco.com/voice/products/conferencing/webex-ms |
| Cisco Unified Communications Sizing Tools | Figure 4. http://tools.cisco.com/cucst/faces/landing.jsp |
| IWE discussion site (Cisco employees only) | Figure 5. http://iwe.cisco.com/html/index.html?url=/web/cisco-webex-meetings-server |
| WebEx Partner Community (partner discussion forum) | Figure 6. https://communities.cisco.com/community/partner/collaboration/webex |
| Collaboration Partner Community (UC partner forum) | Figure 7. https://communities.cisco.com/community/partner/collaboration |
| Cisco UC Partner Bundle and CWMS free trial software (on the Cisco Store) | http://www.cisco.com/pcqi-bin/marketplace/welcome.pl (Click through to promotional software store→collaboration partner bundle offer) |

Important documents to review at the Partner Resources and CEC sites include:

- Partner Sales Playbook & Cisco Sales Playbook: Overview of Cisco WebEx Meetings Server features, target customers, sales process, competitive overview, etc.
- Cisco WebEx Meeting Server Technical Overview: This deck provides technical details on deployment architectures, integration considerations, license enforcement details, etc.
- UC Sizing Tool: This tool helps partners size the required user licenses, hardware, and VMware for a customer deployment. The tool is available at <http://tools.cisco.com/cucst>.

Cisco Configuration Tool is part of the suite of Internet Commerce Tools for managing online ordering of Cisco products. It enables partners to configure products and view lead times and prices for each selection. It also allows partners to view lead-time and price changes under a variety of price lists and service-contract terms. Partners can then save, print, send an email message, and download configurations. Cisco Configuration Tool is also known as Dynamic Configuration Tool (DCT).

CCW at <https://cisco-apps.cisco.com/cisco/psn/commerce>

The Cisco.com (with password required) version of Cisco Configuration Tool is located at: <http://www.cisco.com/en/US/partner/ordering/index.shtml>.

The Cisco Unified Communications products are supported by the Cisco Configuration Tool.

2. Understanding the Product

2.1 Product Overview

Customers can bring Cisco WebEx conferencing into a company's private cloud for a cost-effective, highly secure, and flexible collaboration and communications solution. You can meet your organization's or institution's requirements for secure on-premise conferencing, and deliver the same user experience that has made Cisco WebEx the current market-leading Software-as-a-Service (SaaS) conferencing solution.

Cisco WebEx Meetings Server is a highly secure, fully virtualized, behind-the-firewall conferencing solution that combines audio, video, and web conferencing in a single solution. With WebEx Meetings Server, you can respond to organizational requirements for higher productivity, employee-led innovation, support for more flexible work styles, and dynamic collaboration.

Cisco WebEx Meetings Server also helps you comply with strict security or data privacy requirements, and support locations where Internet access is regulated or restricted. It allows you to manage your conferencing solution as a capital expenditure instead of an operational expenditure.

With Cisco WebEx Meetings Server, you can:

- Meet stringent requirements for data privacy and security by bringing Cisco WebEx conferencing behind the corporate firewall
- Build on your existing investment in Cisco Unified Communications, extending your existing implementation of Cisco Unified Communications Manager (UCM) to conferencing
- Enhance individual and team productivity and collaboration with high-quality audio, video, and web conferencing
- Help enable mobile workers to be more productive and engaged, with the ability to participate in conferences using a variety of mobile devices
- Easily manage your entire conferencing environment with an Administration Dashboard

2.2 Customer Benefits

Learn product details such as features and benefits, as well as hardware and software specifications by reviewing the datasheet at: http://www.cisco.com/en/US/products/ps12732/products_data_sheets_list.html.

2.3 Technical Specifications

Technical specifications including hardware specifications can be found in the System Requirements documentation at http://www.cisco.com/en/US/products/ps12732/prod_installation_guides_list.html.

3. Understanding the Offer

There are four primary components of a Cisco WebEx Meetings Server solution, with some additional options. The four primary components include:

- **Cisco WebEx Meetings Server software and user licenses.** In general the Cisco Webex Meetings Server software is provided without a fee and customers purchase the required number of user licenses. These licenses are based on the number of customer users that want to host meetings. If your company has 5000 employees and you wish to enable all 5000 employees to schedule and/or host meetings, then you must purchase 5000 user licenses (this is the most common scenario). In some situations, you may wish to offer conferencing to only a subset of your user base. In that case, each user in that group will need a license. While user licenses are perpetual, for each WebEx Meetings Server user license you also will also be required to purchase at least one year of Unified Communications Software Subscription (UCSS), which entitles the holder to free WebEx Meetings Server upgrades for the life of the subscription, and at least one year of Essential Operate Services (ESW), which entitles the holder to receive application maintenance and minor releases, 24x7x365 Technical Assistance Center (TAC) technical support, and registered access to Cisco.com online self-help knowledge case, tools and resources.
- **Cisco UCS Servers (hardware).** The number and type of Cisco UCS servers required for a solution are based on the number of concurrent users, or ports, that the customer needs to support. CWMS currently supports four system sizes: 50 ports, 250 ports, 800 ports, and 2000 ports. As in the example above, if this 5000-person company expects that its peak number of simultaneous meeting participants across all meetings will be 800 concurrent users¹, then the company will need hardware to support 800 ports.
- **VMware.** CWMS requires VMware 5.0, 5.0 Update 1, 5.1, or 5.5. Customers will need a deployment of vCenter Server together with two vSphere licenses for each of the CWMS UCS servers. (One license per processor.) Customers with an existing vCenter deployment that meets specifications can leverage it for this solution.
- **Cisco Unified Communications Manager.** Cisco WebEx Meetings Server requires Cisco UCM version 7.1, 8.6, 9.0, 9.1, 10.0 or 10.5 to support telephony for meetings. Existing UCM deployments or licenses can be used in the solution, including BE6K. Note that Cisco WebEx Meetings Server can operate with numerous voice gateways, as long as UCM serves as the SIP integration point to those other voice gateways. Without UCM, WebEx Meetings Server can only support VoIP over desktop or laptop telephony.

With just the four components listed above in a data center, an operational WebEx Meetings Server system can be deployed. Some additional options include:

- **Dual Data Center High Availability.** For geographically distributed high availability, WebEx Meetings Server can be configured with up-to two data centers to efficiently serve a distributed user base. This is an active-active deployment, where each data center is actively serving meetings and in the event of failover, users will be automatically reconnected to the surviving data center. Functioning as one large system from the end-user's perspective, this topology enables users to join meetings via the data center that they are closest to and meetings can cascade between data centers—thereby saving overall network bandwidth and improving performance. Dual Data Center deployments need an additional Feature License. The feature license has a one time perpetual component, which needs to be purchased and installed once. It also has a recurring service component, which needs to be renewed annually.

¹ Both voice and web participants are included in the count of concurrent users.

Dual Data Center deployment type is available for Small (250 concurrent users), Medium (250 concurrent users) and Large (250 concurrent users) deployments. Dual Data Center feature licenses are not included in CUWL Pro or Enterprise Agreements; they must always be purchased ala-carte.

- **High availability.** For redundancy in single data center deployments and a “hot backup” system, WebEx Meetings Server can be set up with high availability. This has no impact on user licenses required, but rather impacts (and roughly doubles) Cisco UCS server and VMware requirements. High Availability deployments cannot be used in combination with Dual Data Center deployments.
- **Disaster recovery.** For even more redundancy a “cold backup” disaster recovery can be set up in a separate (or the same) datacenter. Again, the impact is on Cisco UCS server and VMware requirements.
- **Internet reverse proxy (IRP).** A standard WebEx Meetings Server solution has both the backend conferencing servers and an IRP at the front end (typically in the DMZ). In specific types of deployment scenarios, a customer can opt to deploy WebEx Meetings Server without the IRP, and thereby save some money on purchasing Cisco UCS servers and VMware. But that will result in some crucial functionality missing from the solution, such as the ability for users outside the corporate firewall to participate in meetings, and the ability for users to participate in meetings from mobile devices (i.e., iPhone and Android).
- **Network file server (NFS) storage.** If a customer wants to enable meeting recordings or disaster recovery, the customer will need NFS storage to store the recordings or system snapshots, respectively. NFS storage is commonly available from many IT suppliers.
- **Directory integration and SAML 2.0 Single Sign-On (SSO).** Customers that want to utilize existing user and password management systems for WebEx Meetings Server can utilize LDAP Active Directory integration and/or SAML 2.0 Single Sign-On. More details on these integrations are available in the CWMS Planning and Administration Guides.
- **Event Center:** Meeting participants in a single meeting are limited to a maximum of 50 participants for the 50-port system, 250 for 250-port systems, and up to 500 participants for the 800-port and 2,000-port high availability systems. More details on this limitation are provided in the System Requirements guide. If this limitation is an issue for a customer, directly ordering SaaS WebEx Events Center may be a viable option (see Appendix B).

For more detail about the components discussed here, refer to System Requirements documentation at http://www.cisco.com/en/US/products/ps12732/prod_installation_guides_list.html.

3.1 What Else Is Included in the Offer

All WebEx Meetings Server capabilities are available with the purchase of standard user licenses. Some options, such as recordings storage, high availability, and others require additional hardware, but they do not require any additional fees or license keys.

3.2 What Is Not Included in the Offer

Customers are expected to take responsibility for all standard data center-related components, such as Ethernet connections, connection from the voice gateway to the PSTN (and the related billing), firewalls, etc. A customer can opt to have a managed services provider (MSP) manage its WebEx Meetings Server data center-related equipment and operations for the customer.

4. Standard Hardware, Software, Licensing, and SKUs

4.1 Standard Hardware Platforms

There are four deployment sizes for a WebEx Meetings Server system:

- 50 concurrent users (ports)
- 250 concurrent users
- 800 concurrent users
- 2000 concurrent users

The recommended system configurations supporting these systems can be found in the System Requirements documentation at http://www.cisco.com/en/US/products/ps12732/prod_installation_guides_list.html.

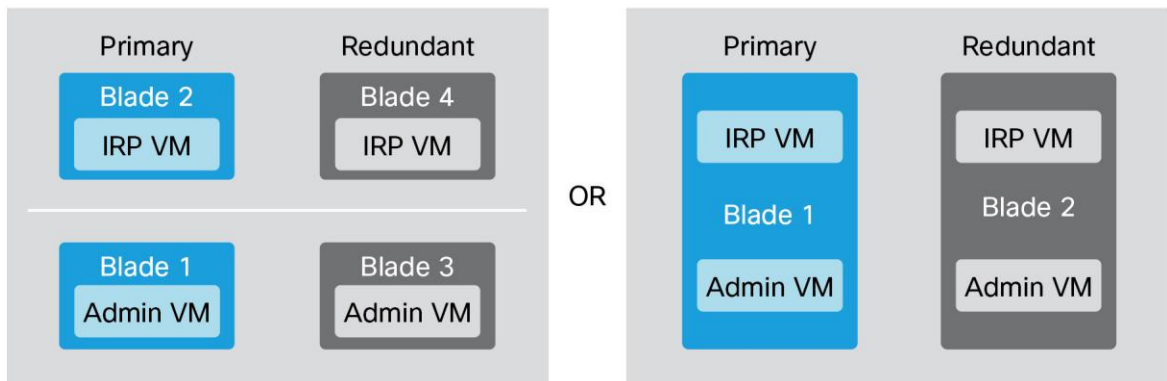
To simplify ordering, Cisco has released EZ SKUs to simplify the hardware ordering for WebEx Meetings Server. It is not required to use the EZ bundles and a customer can custom order their UCS and it will be supported as long as it meets the specifications listed in the system requirements guide. The hardware is specifications-based, and both blade and chassis UCS servers can be used, as long as it meets or exceeds specifications.

Note: For CWMS release 2.0 and higher, example bundles for C-Series and B-Series UCS platforms have been defined; EZ SKU's for these bundles have not yet been completed. For convenience, the existing EZ SKU's that correspond to each of these bundles (where applicable) have been noted.

4.2 Hardware and VM-Ware for the 50-port CWMS system

As described in the system requirements guide and the diagram below, there are two methods for deploying a 50-port CWMS system. If you plan to add an HA system, those virtual machines are shown as the "redundant" virtual machines. If you do not want HA, then only deploy the primary system. Note that dual data center HA is not available for 50-port system. In each case, you will require 2 vSphere licenses for each UCS server purchased (one license per processor), and your deployment will require one vCenter server.

Virtual Machine Layout
50 Concurrent Users Deployment



If you plan to deploy the Admin and IRP virtual machines on separate UCS hardware servers as illustrated on the left side of the figure above, you will need to purchase quantity two (or quantity 4 if deploying HA) of either of the pre-defined bundles.

- WMS-EZ-B22-50I

or you may purchase:

- BE6K-ST-BDL-K9= or BE6K-ST-BDL-XU= or UCSC-C220-M3SBE=

Note: For these bundles, the RAID level will have to be changed to 5 by customer to meet the 1.5 TB requirement. (1.5TB at RAID 5).

or you may purchase two times (or 4 times if deploying HA) the components described in Table 2 (C-Series) or Table 3 (B-series) below.

Table 2. C220 50 Bundle

| Product | Description | Quantity |
|-------------------|--------------------------------------------------------------|----------|
| UCSC-C220-M3S | UCS C220 M3 SFF w/o CPU mem HDD PCIe PSU w/ rail kit | 1 |
| CON-SNTP-C220M3SF | SMARTNET 24X7X4 UCS C220 M3 SFF w/o | 1 |
| UCS-CPU-E5-2609 | 2.4 GHz E5-2609/80W 4C/10MB Cache/DDR3 1066MHz | 2 |
| UCS-MR-1X082RY-A | 8GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D1TBSATA | 1TB 6Gb SATA 7.2K RPM SFF HDD/hot plug/drive sled mounted | 4 |
| CAB-9K12A-NA | Power Cord 125VAC 13A NEMA 5-15 Plug North America | 2 |
| UCSC-PSU-650W | 650W power supply for C-series rack servers | 2 |
| UCS-RAID9271CV-8I | MegaRAID 9271CV with 8 internal SAS/SATA ports with Supercap | 1 |
| R2XX-RAID10 | Enable RAID 10 Setting | 1 |
| UCSC-PCIE-IRJ45 | Intel i350 Quad Port 1Gb Adapter | 1 |
| UCS-SD-16G | 16GB SD Card module for UCS Servers | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 4 |
| UCSC-HS-C220M3 | Heat Sink for UCS C220 M3 Rack Server | 2 |
| UCSC-RAIL1 | Rail Kit for C220 C22 C24 rack servers | 1 |

Table 3 lists the components for the B22 50_250 bundle, which is capable of running as a 50 user admin, 50 user IRP, and any of the 50 user co-resident configurations (admin/vcenter or admin/IRP/vcenter or admin/IRP).

Table 3. B22 50_250 Bundle

| Product | Description | Quantity |
|------------------|-----------------------------------------------------------|----------|
| UCSB-B22-M3-U | UCS B22 M3 Blade Server w/o CPU mem HDD mLOM/mezz (UPG) | 1 |
| UCS-CPU-E5-2440 | 2.40 GHz E5-2440/95W 6C/15MB Cache/DDR3 1333MHz | 2 |
| UCS-MR-1X082RY-A | 8GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D300GA2 | 300GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 1 |
| UCSB-MLOM-40G-01 | Cisco UCS VIC 1240 modular LOM for M3 blade servers | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 1 |
| N20-BHTS1 | CPU heat sink for UCS B22 M3 and B200 M1/M2 Blade Servers | 2 |

If you plan to deploy the Admin and IRP virtual machines co-resident on the same UCS servers, or to include your Vcenter deployment co-resident on the same UCS server as your Admin VM, you will need to purchase quantity one (or quantity 2 if deploying HA) of either of the pre-defined bundles:

- WMS-EZ-B22-50I

or you may purchase:

- BE7K-K9 or BE7K-K9-XU

or you may purchase one times (or 2 times if deploying HA) the components described in Table 4 (C-Series) below or Table 3 above (B-series).

Table 4 lists the components for the C220 50CO_RES/250 bundle which is capable of running either of the 50 user co-resident configurations (admin/vcenter or admin/IRP/vcenter or admin/IRP) or the 250 admin or 250 IRP configurations.

Table 4. C220 50CO_RES/250 Bundle

| Product | Description | Quantity |
|--------------------------|--------------------------------------------------------------|----------|
| UCSC-C220-M3S | UCS C220 M3 SFF w/o CPU mem HDD PCIe PSU w/ rail kit | 1 |
| CON-SNTP-C220M3SF | SMARTNET 24X7X4 UCS C220 M3 SFF w/o | 1 |
| UCS-CPU-E5-2640 | 2.50 GHz E5-2640/95W 6C/15MB Cache/DDR3 1333MHz | 2 |
| UCS-MR-1X082RY-A | 8GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D1TBSATA | 1TB 6Gb SATA 7.2K RPM SFF HDD/hot plug/drive sled mounted | 4 |
| CAB-9K12A-NA | Power Cord 125VAC 13A NEMA 5-15 Plug North America | 2 |
| UCSC-PSU-650W | 650W power supply for C-series rack servers | 2 |
| UCS-RAID9271CV-8I | MegaRAID 9271CV with 8 internal SAS/SATA ports with Supercap | 1 |
| R2XX-RAID10 | Enable RAID 10 Setting | 1 |
| UCSC-PCIE-IRJ45 | Intel i350 Quad Port 1Gb Adapter | 1 |
| UCS-SD-16G | 16GB SD Card module for UCS Servers | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 4 |
| UCSC-HS-C220M3 | Heat Sink for UCS C220 M3 Rack Server | 2 |
| UCSC-RAIL1 | Rail Kit for C220 C22 C24 rack servers | 1 |

In any case, for each UCS server purchased, you will also require 2 vSphere licenses (one license per processor). Thus if you are deploying Admin and IRP machines on separate servers, you will need quantity 4 (quantity 8 if deploying HA) of the SKU below. If you are deploying Admin and IRP machines co-resident on the same UCS servers, you will need quantity 2 (quantity 4 if deploying HA) of:

- VMW-VS-ST-1S=

The SKU above is for vSphere Standard; you can deploy using Standard, Enterprise or Enterprise Plus type of licenses. Supported versions are VMware 5.0, 5.0 Update 1, 5.1 or 5.5.

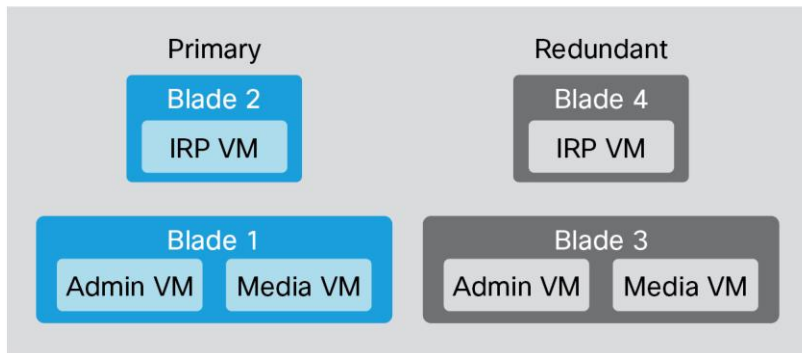
And your deployment must contain one vCenter server; if you have an existing vCenter deployment, that can be leveraged, else it can be ordered via the SKU:

- VMW-VC-STD-1S=

4.3 Hardware and VM-Ware for the 250-port CWMS System

As described in the system requirements document and the figure below, a 250 port CWMS system requires two (or 4 if deploying single or dual data center HA) UCS servers. If you plan to add an HA system, those virtual machines are shown as the "redundant" virtual machines. If you do not want HA, then only deploy the primary system. In each case, you will require 2 vSphere licenses for each UCS server purchased (one license per processor), and your deployment will require one vCenter server.

Virtual Machine Layout
250 and 800 Concurrent Users Deployment



If your vCenter deployment is **not** co-resident with your 250-port CWMS system, you will need to purchase quantity two (or quantity 4 if deploying single or dual data center HA) of any of the following:

- WMS-EZ-B22-50I
- BE7K-K9 or BE7K-K9-XU
- C220 50CO_RES/250 Bundle as described in Table 5
- B22 50_250 Bundle as described in Table 6

Table 5. C220 50CO_RES/250 Bundle

| Product | Description | Quantity |
|-------------------|--------------------------------------------------------------|----------|
| UCSC-C220-M3S | UCS C220 M3 SFF w/o CPU mem HDD PCIe PSU w/ rail kit | 1 |
| CON-SNTP-C220M3SF | SMARTNET 24X7X4 UCS C220 M3 SFF w/o | 1 |
| UCS-CPU-E5-2640 | 2.50 GHz E5-2640/95W 6C/15MB Cache/DDR3 1333MHz | 2 |
| UCS-MR-1X082RY-A | 8GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D1TBSATA | 1TB 6Gb SATA 7.2K RPM SFF HDD/hot plug/drive sled mounted | 4 |
| CAB-9K12A-NA | Power Cord 125VAC 13A NEMA 5-15 Plug North America | 2 |
| UCSC-PSU-650W | 650W power supply for C-series rack servers | 2 |
| UCS-RAID9271CV-8I | MegaRAID 9271CV with 8 internal SAS/SATA ports with Supercap | 1 |
| R2XX-RAID10 | Enable RAID 10 Setting | 1 |
| UCSC-PCIE-IRJ45 | Intel i350 Quad Port 1Gb Adapter | 1 |
| UCS-SD-16G | 16GB SD Card module for UCS Servers | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 4 |
| UCSC-HS-C220M3 | Heat Sink for UCS C220 M3 Rack Server | 2 |
| UCSC-RAIL1 | Rail Kit for C220 C22 C24 rack servers | 1 |

Table 6. B22 50_250 Bundle

| Product | Description | Quantity |
|------------------|-----------------------------------------------------------|----------|
| UCSB-B22-M3-U | UCS B22 M3 Blade Server w/o CPU mem HDD mLOM/mezz (UPG) | 1 |
| UCS-CPU-E5-2440 | 2.40 GHz E5-2440/95W 6C/15MB Cache/DDR3 1333MHz | 2 |
| UCS-MR-1X082RY-A | 8GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D300GA2 | 300GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 1 |
| UCSB-MLOM-40G-01 | Cisco UCS VIC 1240 modular LOM for M3 blade servers | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 1 |
| N20-BHTS1 | CPU heat sink for UCS B22 M3 and B200 M1/M2 Blade Servers | 2 |

If your vCenter deployment is to be co-resident with your CWMS Admin virtual machine, you will need to purchase quantity one (two if deploying single or dual data center HA) of the solutions noted above for your media or IRP machines, together with quantity one (quantity 2 if deploying single or dual data center HA) of any of the following for your Admin machines:

- WMS-EZ-C220-250I
- WMS-EZ-B200-250I
- C220 250CO_RES Bundle as described in Table 7
- B200 250 Bundle as described in Table 8

Table 7. C220 250CO_RES Bundle

| Product | Description | Quantity |
|-------------------|--------------------------------------------------------------|----------|
| UCSC-C220-M3S | UCS C220 M3 SFF w/o CPU mem HDD PCIe PSU w/ rail kit | 1 |
| CON-SNTP-C220M3SF | SMARTNET 24X7X4 UCS C220 M3 SFF w/o | 1 |
| UCS-CPU-E5-2670 | 2.60 GHz E5-2670 115W 8C/20MB Cache/DDR3 1600MHz | 2 |
| UCS-MR-1X082RY-A | 8GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D1TBSATA | 1TB 6Gb SATA 7.2K RPM SFF HDD/hot plug/drive sled mounted | 4 |
| CAB-9K12A-NA | Power Cord 125VAC 13A NEMA 5-15 Plug North America | 2 |
| UCSC-PSU-650W | 650W power supply for C-series rack servers | 2 |
| UCS-RAID9271CV-8I | MegaRAID 9271CV with 8 internal SAS/SATA ports with Supercap | 1 |
| R2XX-RAID10 | Enable RAID 10 Setting | 1 |
| UCSC-PCIE-IRJ45 | Intel i350 Quad Port 1Gb Adapter | 1 |
| UCS-SD-16G | 16GB SD Card module for UCS Servers | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 4 |
| UCSC-HS-C220M3 | Heat Sink for UCS C220 M3 Rack Server | 2 |
| UCSC-RAIL1 | Rail Kit for C220 C22 C24 rack servers | 1 |

Table 8. B200 250 Bundle

| Product | Description | Quantity |
|------------------|----------------------------------------------------------|----------|
| UCSB-B200-M3-U | UCS B200 M3 Blade Server w/o CPU mem HDD mLOM/mezz (UPG) | 1 |
| UCSB-MLOM-40G-01 | Cisco UCS VIC 1240 modular LOM for M3 blade servers | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 1 |
| UCSB-HS-01-EP | CPU Heat Sink for UCS B200 M3 and B420 M3 | 2 |

| Product | Description | Quantity |
|------------------|-----------------------------------------------------------|----------|
| UCS-CPU-E5-2665 | 2.40 GHz E5-2665/115W 8C/20MB Cache/DDR3 1600MHz | 2 |
| UCS-MR-1X082RY-A | 8GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D300GA2 | 300GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 1 |

In any case, for each UCS server purchased, you will also require 2 vSphere licenses (one license per processor.) Thus you will need quantity 4 (quantity 8 if deploying single or dual data center HA) of the SKU below:

- VMW-VS-ST-1S=

The SKU above is for vSphere Standard; you can deploy using Standard, Enterprise or Enterprise Plus type of licenses. Supported versions are VMware 5.0, 5.0 Update 1, 5.1 or 5.5.

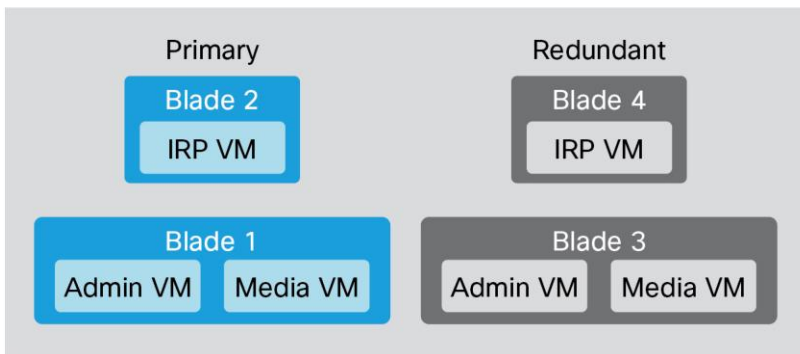
And your deployment must contain one vCenter server; if you have an existing vCenter deployment, that can be leveraged, else it can be ordered via the SKU:

- VCenter: VMW-VC-STD-1S=

4.4 Hardware and VM-Ware for the 800-port CWMS System

As described in the system requirements document and the figure below, an 800 port CWMS system requires two (or 4 if deploying single or dual data center HA) UCS servers. If you plan to add an HA system, those virtual machines are shown as the "redundant" virtual machines. If you do not want HA, then only deploy the primary system. In each case, you will require 4 vSphere licenses for each UCS server purchased (one license per processor,) and your deployment will require one vCenter server.

Virtual Machine Layout
250 and 800 Concurrent Users Deployment



Co-residency with vCenter is not supported with an 800 port system deployment. You will need to purchase quantity two (or quantity 4 if deploying single or dual data center HA) of any of the following:

- WMS-EZ-C460-800P (note that Raid5 is required to meet the minimum hard-drive requirements)
- WMS-EZ-B440-800 (note that this bundle does not specify hard drive requirements)
- C460 800_2000 Bundle as described in Table 9
- B420 800_2000 Bundle as described in Table 10. (This is new for 2.0; no prior equivalent bundle.)
- B440 800_2000 Bundle as described in Table 11

Table 9. C460 800_2000 Bundle

| Product | Description | Quantity |
|-------------------|-----------------------------------------------------------|----------|
| UCSC-BASE-M2-C460 | UCS C460 M2 Rack SVR w/o CPU Mem HDD PCIe | 1 |
| UCS-CPU-E74870 | 2.4 GHz E7-4870 130W 10C CPU / 30M Cache | 4 |
| UCS-MR-2X082RX-C | 2X8GB DDR3-1333-MHz RDIMM/PC3-10600/dual rank/x2/1.35v | 8 |
| UCS-HDD900GI2F106 | 900GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 4 |
| UCSC-MRB-002-C460 | MEMORY RISER BOARD FOR C460 M2 SERVER ONLY | 8 |
| RC460-SLDRAIL | RAIL KIT FOR THE UCS C460 M1 RACK SERVER | 1 |
| RC460-PSU2-850W | 850W POWER SUPPLY UNIT FOR C-SERIES C460 M1 | 2 |
| RC460-CBLARM | CABLE MANAGEMENT ARM FOR C460 M1 | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 8 |
| RC460-BHTS1 | CPU HEAT SINK FOR UCS C460 M1 RACK SERVER | 4 |
| UCS-MKIT-082RX-C | Mem kit for UCS-MR-2X082RX-C | 16 |
| CAB-N5K6A-NA | Power Cord 200/240V 6A North America | 4 |
| RC460-PSU2-850W | 850W POWER SUPPLY UNIT FOR C-SERIES C460 M1 | 2 |
| RC460-PL001 | LSI CONTROLLER 9260-8i | 1 |
| UCSC-PCIE-BTG | Broadcom 57712 Dual Port 10GBASE-T w/TOE iSCSI | 1 |

Table 10. B420 800_2000 Bundle

| Product | Description | Quantity |
|------------------|-------------------------------------------------------------|----------|
| UCSB-B420-M3-U | UCS B420 M3 Blade Server w/o CPU memory HDD mLOM (UPG) | 1 |
| UCS-CPU-E5-4650 | 2.70 GHz E5-4650 130W 8C/20MB Cache/DDR3 1600MHz | 4 |
| UCS-MR-1X162RY-A | 16GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D300GA2 | 300GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 2 |
| UCS-VIC-M82-8P | Cisco UCS VIC 1280 dual 40Gb capable Virtual Interface Card | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 2 |
| UCSB-HS-01-EP | CPU Heat Sink for UCS B200 M3 and B420 M3 | 4 |

Table 11. B440 800_2000 Bundle

| Product | Description | Quantity |
|------------------|-------------------------------------------------------------|----------|
| B440-BASE-M2UPG | UCS B440 M2 Blade Server w/o CPU memory HDD mezzanine | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 2 |
| N20-BHTS3 | CPU heat sink for UCS B440 Blade Server | 4 |
| N20-LBLKU | Blanking panel for B440 M1 battery backup bay | 1 |
| UCS-MKIT-082RX-C | Mem kit for UCS-MR-2X082RX-C | 16 |
| UCS-CPU-E74870 | 2.4 GHz E7-4870 130W 10C CPU / 30M Cache | 4 |
| UCS-MR-2X082RX-C | 2X8GB DDR3-1333-MHz RDIMM/PC3-10600/dual rank/x2/1.35v | 8 |
| UCS-VIC-M82-8P | Cisco UCS VIC 1280 dual 40Gb capable Virtual Interface Card | 1 |
| A03-D300GA2 | 300GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 2 |

For each UCS server purchased, you will also require 4 vSphere licenses (one license per processor.) Thus you will need quantity 8 (quantity 16 if deploying single or dual datacenter HA) of the SKU below:

- If running VMWare 5.0 or 5.0update1 or 5.1, you will need Enterprise Plus: VMW-VS-EP-1S=
- If running VMWare 5.5 or higher, you can use Standard, Enterprise or Enterprise Plus: VMW-VS-ST-1S= or VMW-VS-ET-1S= or VMW-VS-EP-1S=

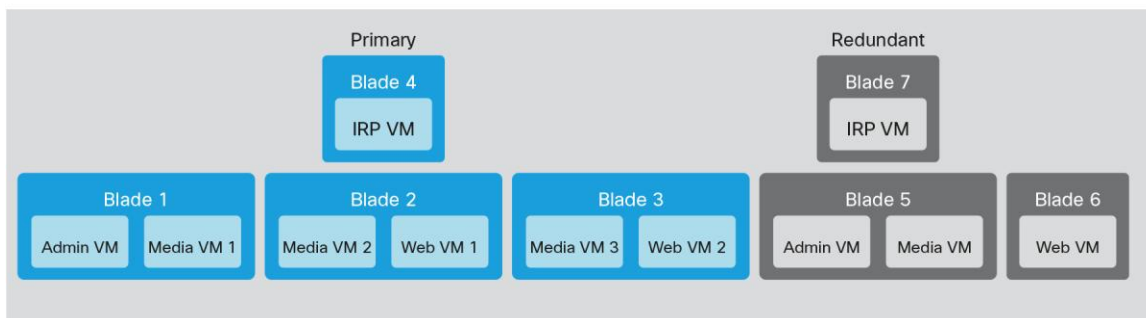
And your deployment must contain one vCenter server; if you have an existing vCenter deployment, that can be leveraged, else it can be ordered via the SKU:

- VMW-VC-STD-1S=

4.5 Hardware and VM-Ware for the 2000-port CWMS System

As described in the system requirements document, a 2000 port CWMS system requires 4 (or 7 if deploying single datacenter HA or 8 if deploying dual datacenter HA) UCS servers. If you plan to add a single data center HA system, those virtual machines are shown as the "redundant" virtual machines in the figure below. If you plan to deploy a dual datacenter HA system, then deploy the primary system components in each DC. If you do not want HA, then only deploy the primary system. In each case, you will require 4 vSphere licenses for each UCS server purchased (one license per processor,) and your deployment will require one vCenter server. Note that the 800 and 2000 port systems have the same UCS hardware requirements; the difference is that the 2000 requires more physical UCS servers than the 800.

Virtual Machine Layout
2000 Concurrent Users Deployment



Co-residency with vCenter is not supported with a 2000 port system deployment. You will need to purchase quantity four (or quantity 7 if deploying single datacenter HA or quantity 8 if deploying Dual Data Center HA) of any of the following:

- WMS-EZ-C460-800P (note that Raid5 is required to meet the minimum hard-drive requirements)
- WMS-EZ-B440-800 (note that this bundle does not specify hard drive requirements)
- C460 800_2000 Bundle as described in Table 12
- B420 800_2000 Bundle as described in Table 13 (This is new for 2.0; no prior equivalent bundle.)
- B440 800_2000 Bundle as described in Table 14

Table 12. C460 800_2000 Bundle

| Product | Description | Quantity |
|-------------------|-----------------------------------------------------------|----------|
| UCSC-BASE-M2-C460 | UCS C460 M2 Rack SVR w/o CPU Mem HDD PCIe | 1 |
| UCS-CPU-E74870 | 2.4 GHz E7-4870 130W 10C CPU / 30M Cache | 4 |
| UCS-MR-2X082RX-C | 2X8GB DDR3-1333-MHz RDIMM/PC3-10600/dual rank/x2/1.35v | 8 |
| UCS-HDD900GI2F106 | 900GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 4 |
| UCSC-MRB-002-C460 | MEMORY RISER BOARD FOR C460 M2 SERVER ONLY | 8 |
| RC460-SLDRAIL | RAIL KIT FOR THE UCS C460 M1 RACK SERVER | 1 |
| RC460-PSU2-850W | 850W POWER SUPPLY UNIT FOR C-SERIES C460 M1 | 2 |
| RC460-CBLARM | CABLE MANAGEMENT ARM FOR C460 M1 | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 8 |
| RC460-BHTS1 | CPU HEAT SINK FOR UCS C460 M1 RACK SERVER | 4 |
| UCS-MKIT-082RX-C | Mem kit for UCS-MR-2X082RX-C | 16 |
| CAB-N5K6A-NA | Power Cord 200/240V 6A North America | 4 |
| RC460-PSU2-850W | 850W POWER SUPPLY UNIT FOR C-SERIES C460 M1 | 2 |
| RC460-PL001 | LSI CONTROLLER 9260-8i | 1 |
| UCSC-PCIE-BTG | Broadcom 57712 Dual Port 10GBASE-T w/TOE iSCSI | 1 |

Table 13. B420 800_2000 Bundle

| Product | Description | Quantity |
|------------------|-------------------------------------------------------------|----------|
| UCSB-B420-M3-U | UCS B420 M3 Blade Server w/o CPU memory HDD mLOM (UPG) | 1 |
| UCS-CPU-E5-4650 | 2.70 GHz E5-4650 130W 8C/20MB Cache/DDR3 1600MHz | 4 |
| UCS-MR-1X162RY-A | 16GB DDR3-1600-MHz RDIMM/PC3-12800/dual rank/1.35v | 8 |
| A03-D300GA2 | 300GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 2 |
| UCS-VIC-M82-8P | Cisco UCS VIC 1280 dual 40Gb capable Virtual Interface Card | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 2 |
| UCSB-HS-01-EP | CPU Heat Sink for UCS B200 M3 and B420 M3 | 4 |

Table 14. B440 800_2000 Bundle

| Product | Description | Quantity |
|------------------|-------------------------------------------------------------|----------|
| B440-BASE-M2UPG | UCS B440 M2 Blade Server w/o CPU memory HDD mezzanine | 1 |
| N20-BBLKD | UCS 2.5 inch HDD blanking panel | 2 |
| N20-BHTS3 | CPU heat sink for UCS B440 Blade Server | 4 |
| N20-LBLKU | Blanking panel for B440 M1 battery backup bay | 1 |
| UCS-MKIT-082RX-C | Mem kit for UCS-MR-2X082RX-C | 16 |
| UCS-CPU-E74870 | 2.4 GHz E7-4870 130W 10C CPU/30M Cache | 4 |
| UCS-MR-2X082RX-C | 2X8GB DDR3-1333-MHz RDIMM/PC3-10600/dual rank/x2/1.35v | 8 |
| UCS-VIC-M82-8P | Cisco UCS VIC 1280 dual 40Gb capable Virtual Interface Card | 1 |
| A03-D300GA2 | 300GB 6Gb SAS 10K RPM SFF HDD/hot plug/drive sled mounted | 2 |

For each UCS server purchased, you will also require 4 vSphere licenses (one license per processor.) Thus you will need quantity 16 (quantity 28 if deploying single datacenter HA or quantity 32 if deploying dual datacenter HA) of the SKU below:

- If running VMWare 5.0 or 5.0update1 or 5.1, you will need Enterprise Plus: VMW-VS-EP-1S=
- If running VMWare 5.5 or higher, you can use Standard, Enterprise or Enterprise Plus: VMW-VS-ST-1S= or VMW-VS-ET-1S= or VMW-VS-EP-1S=

And your deployment must contain one vCenter server; if you have an existing vCenter deployment, that can be leveraged, else it can be ordered via the SKU:

- VMW-VC-STD-1S=

4.6 Hardware Summary

The table below summarizes the hardware options for CWMS systems. Note: For CWMS release 2.0 and higher, new bundles for C-Series and B-Series UCS platforms have been defined; EZ SKU's for these bundles have not yet been completed. For convenience, the existing EZ SKU's that correspond to each of these bundles (where applicable) have been noted.

Table 15. CWMS Hardware SKU/Bundle Chooser

| Configuration | HA? | SKU | Quantity |
|------------------------------------------|-----|----------------------------------------------------------------------------------------------------|----------|
| C Series Configurations | | | |
| 50 Port: Admin and IRP, no co-residency | No | C220 50 Bundle or BE6K-ST-BDL-K9= or BE6K-ST-BDL-XU= or UCSC-C220-M3SBE= | 2 |
| 50 Port: Admin and IRP, no co-residency | Yes | C220 50 Bundle or BE6K-ST-BDL-K9= or BE6K-ST-BDL-XU= or UCSC-C220-M3SBE= | 4 |
| 50 Port: any Co-resident Configuration | No | C220 50CO_RES/250 Bundle or BE7K-K9 or BE7K-K9-XU | 1 |
| 50 Port: any Co-resident Configuration | Yes | C220 50CO_RES/250 Bundle or BE7K-K9 or BE7K-K9-XU | 2 |
| 250 Port: Admin and IRP, no co-residency | No | C220 50CO_RES/250 Bundle or BE7K-K9 or BE7K-K9-XU | 2 |
| 250 Port: Admin and IRP, no co-residency | Yes | C220 50CO_RES/250 Bundle or BE7K-K9 or BE7K-K9-XU | 4 |
| 250 Port: Admin Co-Resident with vCenter | No | (C220 250CO_RES Bundle & C220 50CO_RES/250 Bundle) OR (WMS-EZ-C220-250I & (BE7K-K9 or BE7K-K9-XU)) | 1 each |
| 250 Port: Admin Co-Resident with vCenter | Yes | (C220 250CO_RES Bundle & C220 50CO_RES/250 Bundle) OR (WMS-EZ-C220-250I & (BE7K-K9 or BE7K-K9-XU)) | 2 each |
| 800 Port: Admin & IRP, no co-residency | No | C460 800_2000 Bundle or WMS-EZ-C460-800P [†] | 2 |
| 800 Port: Admin & IRP, no co-residency | Yes | C460 800_2000 Bundle or WMS-EZ-C460-800P [†] | 4 |
| 2000 Port: Admin & IRP, no co-residency | No | C460 800_2000 Bundle or WMS-EZ-C460-800P [†] | 4 |
| 2000 Port: Admin & IRP, no co-residency | Yes | C460 800_2000 Bundle or WMS-EZ-C460-800P [†] | 7 |
| B Series Configurations | | | |
| 50 Port: Admin and IRP, no co-residency | No | B22 50_250 Bundle or WMS-EZ-B22-50I | 2 |
| 50 Port: Admin and IRP, no co-residency | Yes | B22 50_250 Bundle or WMS-EZ-B22-50I | 4 |
| 50 Port: any Co-resident Configuration | No | B22 50_250 Bundle or WMS-EZ-B22-50I | 1 |
| 50 Port: any Co-resident Configuration | Yes | B22 50_250 Bundle or WMS-EZ-B22-50I | 2 |
| 250 Port: Admin and IRP, no co-residency | No | B22 50_250 Bundle or WMS-EZ-B22-50I | 2 |
| 250 Port: Admin and IRP, no co-residency | Yes | B22 50_250 Bundle or WMS-EZ-B22-50I | 4 |
| 250 Port: Admin Co-Resident with vCenter | No | (B200 250 Bundle & B22 50_250 Bundle) OR (WMS-EZ-B200-250I & WMS-EZ-B22-50I) | 1 each |
| 250 Port: Admin Co-Resident with vCenter | Yes | (B200 250 Bundle & B22 50_250 Bundle) OR (WMS-EZ-B200-250I & WMS-EZ-B22-50I) | 2 each |

| Configuration | HA? | SKU | Quantity |
|-----------------------|-----|------------------------------------------------------------------|----------|
| 800 User Admin & IRP | No | B420 800_2000 Bundle or B440 800_2000 Bundle or WMS-EZ-B440-800* | 2 |
| 800 User Admin & IRP | Yes | B420 800_2000 Bundle or B440 800_2000 Bundle or WMS-EZ-B440-800* | 4 |
| 2000 User Admin & IRP | No | B420 800_2000 Bundle or B440 800_2000 Bundle or WMS-EZ-B440-800* | 4 |
| 2000 User Admin & IRP | Yes | B420 800_2000 Bundle or B440 800_2000 Bundle or WMS-EZ-B440-800* | 7 |

* These previously defined EZ SKU's do not specify hard drive requirements.

If you are planning to deploy a Multi Data Center topology, please double the hardware requirements for a non High Availability type deployment.

4.7 CWMS Licensing Overview

In general the Cisco Webex Meetings Server software is provided without a fee and customers purchase the required number of user licenses. These licenses are based on the number of customer users that want to host meetings. If your company has 5000 employees and you wish to enable all 5000 employees to host meetings, then you must purchase 5000 user licenses (this is the most common scenario). In some situations, you may wish to offer conferencing to only a subset of your user base. In that case, each user in that group will need a license.

While user licenses are perpetual, for each WebEx Meetings Server user license you also will also be required to purchase at least one year of Unified Communications Software Subscription (UCSS), which entitles the holder to free WebEx Meetings Server upgrades for the life of the subscription, and at least one year of Essential Operate Services (ESW), which entitles the holder to receive application maintenance and minor releases, 24x7x365 Technical Assistance Center (TAC) technical support, and registered access to Cisco.com online self-help knowledge case, tools and resources.

Additionally, if you choose to deploy Dual Datacenter High Availability, you will be required to purchase Multi Data Center (MDC) licenses. WebEx Meetings Server needs an MDC license for each data center, so 2 licenses are required to enable the connectivity between 2 Data Centers. In addition to the perpetual MDC licenses, you will also be required to purchase at least 1 year of SWSS, which entitles the holder to receive Technical Assistance Support (TAC) for Multi Data Center.

CWMS software and licenses can be obtained in multiple ways; each of these scenarios is described in the sections below. Note that Multi Data Center SKUs can only be ordered Ala-carte.

- Ala-carte for new customers
- Ala-carte for adding to an existing customer deployment
- Not-For-Resale solution for Cisco Partners
- Migration from CWMS 1.x to CWMS 2.x
- Migration from Cisco Unified MeetingPlace
- Migration from CWMS 1.x or Cisco Unified MeetingPlace without UCSS
- Free trial software download
- As a component of CUWL Pro
- Ala-carte MDC (For Dual Data Center High Availability)

4.8 CWMS Licensing Enforcement

Starting with CWMS release 2.5, CWMS licensing enforcement will proceed as follows. When a CWMS system is first installed, it provides a licensing grace period for up to 180 days: the system will function on a free trial basis without any licenses installed, and will periodically remind the administrator via email to install licenses before the trial period expires. The licensing state is also clearly presented on the Administrator dashboard. **If the trial period expires with no licenses installed, the system will automatically shut down.**

Once licenses have been installed, the system provides a second level of grace period and flexibility. Through processes such as LDAP directory integration, the total number of users in the CWMS system may be quite a bit larger than the intended number of meeting hosts that will actually require licenses. To handle this situation gracefully, the first time a CWMS user hosts a meeting, a license is assigned to that user. As more and more individual CWMS users host meetings, more licenses are consumed. The system allows for 20% additional licenses to be consumed than installed. For instance, if 100 licenses have been installed, and all 100 licenses are consumed, the 101st through 120th persons to host a meeting will get a temporary grace license. The 121st person to attempt to host a meeting will be denied. Grace licenses are valid for 6 months from the date they are assigned. If a grace license expires, then meeting hosting capabilities are taken away from the grace license holder. If additional permanent licenses are installed on the system, users hold grace licenses will be the first to receive them. When system usage exceeds installed licenses and grace licenses are allocated to users, the system will periodically notify the administrator via email of the temporary status of the allocated grace licenses; the licensing state is also clearly presented on the Administrator dashboard.

If the administrator would like to return a license consumed by a user to the pool of available licenses, the user can be deactivated. CWMS also offers an admin-configurable setting such that inactive accounts are automatically deactivated after a defined period of inactivity and associated licenses are returned to the pool. The inactivity period can be set between 30 and 500 days.

4.9 CWMS Software and Licenses for New Customers: Ala-Carte

CWMS software kits are available in formats for electronic and physical delivery, and for standard or Export Unrestricted formats. The export unrestricted format is also referred to as "Audio Unencrypted" and is intended for use in countries such as Russia, Turkey, Belarus, Ukraine and Kazakhstan to which export of cryptography is restricted; for customers outside of these areas, the standard SKU is recommended.

Customers should order 1 copy of the selected CWMS software SKU; after making that selection, you'll be able to select the quantity of User License SKU's necessary to serve your user base. There is a 50-user license minimum order. There is no maximum user license size to a system order.

For CWMS release 2.0 and higher, the CWMS SKUs available in CCW are:

| Software SKU | Description | Price (USD) |
|------------------------------------|-----------------------------------------------------------------------------------|-------------|
| WBXMTSVR2-K9 | Webex Meeting Server 2.x Software Kit - Physical delivery | \$0.00 |
| R-WBXMTSVR2-K9 | Webex Meeting Server 2.x Software Kit - Electronic Delivery | \$0.00 |
| WBXMTSVR2-AU-K9 | Webex Meeting Server 2.x Software Kit (Export Unrestricted) - Physical delivery | \$0.00 |
| R-WBXMTSVR2-AU-K9 | Webex Meeting Server 2.x Software Kit (Export Unrestricted) - Electronic Delivery | \$0.00 |
| License SKU (for all above) | | |
| WBXMTSVR2-USR-K9 | WBX Meeting Server 2.x - User Licenses | \$230.00 |

For each CWMS user license ordered, UCSS and ESW contracts are also required. Refer to Appendix C for a full list of the UCSS and ESW options.

4.10 Add-On CWMS User Licenses for Existing Customers

Customers adding users to an existing deployment will purchase an add-on licenses kit and specify the incremental number of user licenses, user UCSS contracts, and user ESW contracts as needed by their organization within that kit.

Note that CWMS user licenses are software version dependent: customers adding to an existing 1.x deployment should purchase the 1.x add-on licenses, while customers extending a 2.x deployment should purchase the 2.0 add-on licenses.

Customers should order 1 copy of the license add-on software SKU; after making that selection, you'll be able to select the quantity of User License SKU's necessary to serve your user base. There is a five-user license minimum to an add-on order.

For CWMS release 2.0 and higher, the CWMS Add-on SKUs in CCW are:

| Software SKU | Description | Price (USD) |
|-------------------------|-----------------------------------------------|-------------|
| L-WBXMTSVR2-ADD-K9 | Webex Meeting Server 2.x - Addon Licenses Kit | \$0.00 |
| License SKU (for above) | | |
| WBXMTSVR2-USR-K9 | WBX Meeting Server 2.x - User Licenses | \$230.00 |

Customers that need to add licenses to a 1.x deployment can continue to purchase 1.x licenses:

| Software SKU | Description | Price (USD) |
|-------------------------|-----------------------------------------------|-------------|
| L-WBXMTSVR1-ADDON | Webex Meeting Server 1.x - Addon Licenses Kit | \$0.00 |
| License SKU (for above) | | |
| WBXMTSVR1-USR | WBX Meeting Server 1.x - User Licenses | \$230.00 |

For each CWMS user license ordered, UCSS and ESW contracts are also required. Refer to Appendix C for a full list of the UCSS and ESW options.

4.11 Not for Resale and Free Trial Downloads for Partners

Cisco Partners may purchase not-for-resale versions of the CWMS software and corresponding user licenses. These kits contain perpetual user licenses and are intended for internal lab & demonstration use by Cisco partners. NFR kits are available as part of the Cisco Unified Communications Partner Bundle Offering available in the Promotional Software Store at: <http://www.cisco.com/pcgi-bin/marketplace/welcome.pl>.

Click through to the promotional software store → collaboration partner bundle offer. There are NFR Kits for both 9.x and 10.x offers. Each Unified Communications Partner Bundle offer kit includes CWMS software and 50 permanent user licenses.

A free trial download of CWMS software is also available on this site. You can use this trial software to create a proof-of-concept (PoC) system at a prospective customer's site, if you engage a Cisco systems engineer (SE) or collaboration sales engineer (CSE) for support. Cisco employees can download the WebEx Meetings Server software at the Collaboration Software Library: <http://www.in-collabsw.cisco.com/>.

No license keys are included for trial systems. They will shut down automatically after 180 days without a license key, as described in section 4.8 for the license enforcement terms. Note that the Cisco Technical Assistance Center (TAC) and Cisco Support are not available to support PoC systems. A Cisco SE or CSE needs to be engaged to ensure the PoC will be successful.

4.12 Migrating from Version 1.x to Version 2.x (with UCSS)

Cisco Webex Meeting Server version 2.0 is a major upgrade. The major upgrade process consists of 3 primary steps:

1. Upgrade your software
2. Re-host your user licenses
3. Upgrade your user licenses

The major upgrade process is described in detail in the Cisco WebEx Meeting Server 2.0 Administration guide available at: <http://www.cisco.com/c/en/us/support/conferencing/webex-meetings-server/products-installation-guides-list.html>.

Cisco Customers with valid UCSS contracts can obtain version 2.0 of Cisco Webex Meetings software and user license upgrades from the Product Upgrade Tool available at <http://tools.cisco.com/gct/Upgrade/jsp/index.jsp>.

Important Note: While subsequent, incremental updates will be posted on CCO software download site (.iso files) as they are released, customers must first obtain the shipping version of 2.0 software (.ova file) via the Product Upgrade Tool.

Customers will choose between the standard and export unrestricted CWMS software. The export unrestricted format is also referred to as “Audio Unencrypted” and is intended for use in countries such as Russia, Turkey, Belarus, Ukraine and Kazakhstan to which export of cryptography is restricted; for customers outside of these areas, the standard SKU is recommended.

Important Note: Customers must order 1 copy of the selected CWMS upgrade software kit AND the quantity of user upgrade License SKU's necessary to upgrade their currently installed base of 1.x licenses.

The PUT SKUs for upgrading from version 1.x to version 2.x of Cisco WebEx Meetings Server are:

| Software SKU | Description | Price (USD) |
|--------------------------------------------|---------------------------------------------------------------------------|-------------|
| WMS2-UPG-K9= | WebEx Meeting Server 2.x SW Kit – physical delivery | \$0.00 |
| R-WMS2-UPG-K9= | WebEx Meeting Server 2.x SW Kit – electronic delivery | \$0.00 |
| WMS2-UPG-AU-K9= | WBX Meeting Server 2.x SW Kit (Export Unrestricted) – physical delivery | \$0.00 |
| R-WMS2-UPG-AU-K9= | WBX Meeting Server 2.x SW Kit (Export Unrestricted) – electronic delivery | \$0.00 |
| Upgrade License SKU (for all above) | | |
| WBXMTSVR2-USR-K9= | WBX Meeting Server 1.x to 2.x - User Upgrade Licenses | \$0.00 |

4.13 Migrating from Cisco Unified Meeting Place to CWMS Version 2.x

Customers who own Cisco MeetingPlace or MeetingPlace Express licenses and have an active MeetingPlace or MeetingPlace Express UCSS agreement can upgrade their licenses to WebEx Meetings Server for free. Note that this is a commercial upgrade program for licensing. The technical migration is a completely new installation, and is described in more detail in the Sales Playbook and Cisco WebEx Meeting Server Technical Overview.

The license migration is based on MeetingPlace audio licenses, and nothing outside of the audio licenses (e.g., SaaS WebEx subscription, MeetingPlace video licenses, etc.) have an impact to the number of WebEx Meetings Server licenses a customer can upgrade to for free. The migration offer provides a:

- One-to-one exchange for MeetingPlace audio user licenses, and
- One-to-ten exchange for MeetingPlace and MeetingPlace Express audio port licenses

If a customer owns 100 MeetingPlace 8.X audio user licenses, that customer is entitled to receive 100 WebEx Meetings Server user licenses through this migration. If a customer owns 100 MeetingPlace x.x or MeetingPlace Express audio port licenses, that customer is entitled to receive 1000 WebEx Meetings Server user licenses through this migration. Cisco CUWL Pro customers follow the same license upgrade approach. If a Cisco CUWL Pro customer owns MeetingPlace licenses with a current UCSS contract, that customer would follow the same steps to upgrade its licenses to WebEx Meetings Server.

Customers who meet these requirements and wish to upgrade their licenses to WebEx Meetings Server should follow the steps outlined below:

1. Obtain your UCSS contract number. You will need this when placing the migration order in Product Upgrade Tool (PUT).
2. Visit the Product Upgrade Tool (PUT) at <http://tools.cisco.com/gct/Upgrade/jsp/index.jsp>.
3. Enter your contract number into the required field, select the “Advance” option, and click continue.
4. You will be taken to a list of upgrade and migration SKUs available to the customer. To migrate to WebEx Meetings Server you can select one of four migration SKUs. Order one of the following SKUs based on your preference to have the software include audio encryption or no audio encryption, and whether you want physical or electronic delivery of the software. The export unrestricted format is also referred to as “Audio Unencrypted” and is intended for use in countries such as Russia, Turkey, Belarus, Ukraine and Kazakhstan to which export of cryptography is restricted; for customers outside of these areas, the standard SKU is recommended.

| Software SKU | Description | Price (USD) |
|----------------------------|---------------------------------------------------------------------------|-------------|
| MP-WMS-MIG-K9= | WebEx Meeting Server 2.x SW Kit Physical Delivery | |
| R-MP-WMS-MIG-K9= | WebEx Meeting Server 2.x SW Kit Electronic Delivery | |
| MP-WMS-MIG-AU-K9= | WebEx Meeting Server 2.x SW Kit (Export Unrestricted) Physical Delivery | |
| R-MP-WMS-MIG-AU-K9= | WebEx Meeting Server 2.x SW Kit (Export Unrestricted) Electronic Delivery | |

5. Select how you would like the software to be delivered - either physical shipment through the mail or electronic delivery, which will allow you to download the software. If standard delivery is selected, the software will be shipped to the “ship to” address provided in PUT. If electronic delivery is selected, the email address provided in PUT will receive an email with a link on where to download the software.

6. After completing the PUT workflow, you will need to submit the A2Q Questionnaire and follow the A2Q process, as described in Section 5.
7. You will receive an email after completing Step 6 that contains instructions on how to contact the Cisco Global Licensing Organization (GLO). Once software is received, the customer or partner will need to contact GLO to receive licenses.
8. The GLO agent will verify the customer's UCSS contract number, Sales Order Number, and Mac address. If the customer does not have a WebEx Meetings Server Mac address (because they have not installed WebEx Meetings Server yet), then the GLO agent issues PAK to the customer and asks customer to go to the licensing website to obtain their licenses.
9. The customer now has the WebEx Meetings Server software and licenses, and is ready for installation.
10. At their next UCSS renewal interval, customers must begin purchasing UCSS and ESW subscriptions for their CWMS licenses if not already covered under CUWL Pro. Refer to Appendix C for a full list of the UCSS and ESW options.

4.14 Migrating to CWMS Version 2.x without UCSS (50% off)

CWMS 1.x customers **without** UCSS and Cisco MeetingPlace customers **without** UCSS contracts can migrate to CWMS 2.x for a reduced price.

Customers will choose between the standard and export unrestricted CWMS software. The export unrestricted format is also referred to as "Audio Unencrypted" and is intended for use in countries such as Russia, Turkey, Belarus, Ukraine and Kazakhstan to which export of cryptography is restricted; for customers outside of these areas, the standard SKU is recommended.

Customers should order 1 copy of the selected CWMS software SKU; after making that selection, you'll be able to select the quantity of User License SKU's necessary to serve your user base.

For CWMS release 2.0, the promotional SKUs for upgrading Cisco WebEx Meetings Server are:

| Software SKU | Description | Price (USD) |
|------------------------------------|--------------------------------------------------------------------------------------------|-------------|
| WMSVR2-UP-K9 | Webex Meeting Server 1.x to 2.x Software Upgrade Kit - - Physical delivery | \$0.00 |
| R-WMSVR2-UP-K9 | Webex Meeting Server 1.x to 2.x Software Upgrade Kit - - Electronic Delivery | \$0.00 |
| WMSVR2-AU-UP-K9 | Webex Meeting Server 1.x to 2.x SW Upgrade Kit (Export Unrestricted) - Physical delivery | \$0.00 |
| R-WMSVR2-AU-UP-K9 | Webex Meeting Server 1.x to 2.x SW Upgrade Kit (Export Unrestricted) - Electronic Delivery | \$0.00 |
| License SKU (for all above) | | |
| MIG-WXMSVR2-USR-K9 | WebEx Meeting Server 1.x to 2.x - User Licenses | \$115.00 |

For each CWMS user license ordered, UCSS and ESW contracts are also required. Refer to Appendix C for a full list of the UCSS and ESW options.

4.15 CWMS Software and Licenses: CUWL Pro

Cisco Unified Workspace Licensing (CUWL) is an ordering method for customers and their users to realize the total value of Cisco Unified Communications applications in one package. Unified Workspace Licensing provides the licensing, access rights, and application software on a per-user basis for numerous Cisco Unified Communications applications.

Please refer to the CUWL websites and ordering guide to determine if this is the right solution for your customer:

- General: <http://www.cisco.com/en/US/products/ps9156/index.html>.
- Channel partners: http://www.cisco.com/web/partners/sell/technology/ipc/integrationsolutions/workspace_licensing.html.
- Cisco field: http://wwwin.cisco.com/voice/products/workspace_licensing.shtml.

The WebEx Meetings Server on-premises perpetual license is now included for new, migration, and add-on UWL Professional users for CUWL Pro 9.x and 10.x. Please refer to the CUWL ordering guide at:

<http://www.cisco.com/web/partners/downloads/partner/VWChannels/technology/ipc/downloads/finalcopy.pdf>

There is also a CUWL for Partners (CUWP) bundle that includes CWMS software and licensing. For more information, please refer to: <http://www.cisco.com/go/cuwp>.

Note: Existing CUWP Partners and CUWL Professional customers (on Cisco Unified Communications 9.0 or later with active UCSS and ESW coverage) that did not obtain CWMS software and licensing with their initial orders can obtain their CWMS licenses by following the steps below:

1. Obtain your UCSS contract number. You will need this when placing the migration order in Product Upgrade Tool (PUT).
 2. Visit the Product Upgrade Tool (PUT) at <http://tools.cisco.com/gct/Upgrade/jsp/index.jsp>.
 3. Enter your contract number into the required field, select the “Advance” option, and click continue
 4. You will be taken to a list of upgrade and migration SKUs available to the customer. To migrate to WebEx Meetings Server you can select one of four migration SKUs. Order one of the following SKUs based on your preference to have the software include audio encryption or no audio encryption, and whether you want physical or electronic delivery of the software. The export unrestricted format is also referred to as “Audio Unencrypted” and is intended for use in countries such as Russia, Turkey, Belarus, Ukraine and Kazakhstan to which export of cryptography is restricted by the US government; for customers outside of these areas, the standard SKU is recommended.
- | Software SKU | Description | Price (USD) |
|---------------------|---------------------------------------------------------------------------|-------------|
| MP-WMS-MIG-K9= | WebEx Meeting Server 2.x SW Kit Physical Delivery | - |
| R-MP-WMS-MIG-K9= | WebEx Meeting Server 2.x SW Kit Electronic Delivery | - |
| MP-WMS-MIG-AU-K9= | WebEx Meeting Server 2.x SW Kit (Export Unrestricted) Physical Delivery | - |
| R-MP-WMS-MIG-AU-K9= | WebEx Meeting Server 2.x SW Kit (Export Unrestricted) Electronic Delivery | - |
5. Select how you would like the software to be delivered - either physical shipment through the mail or electronic delivery which will allow you to download the software. If standard delivery is selected, the software will be shipped to the “ship to” address provided in PUT. If electronic delivery is selected, the email address provided in PUT will receive an email with a link on where to download the software.
 6. After completing the PUT workflow, you will need to submit the A2Q Questionnaire and follow the A2Q process, as described in Section 5.
 7. You will receive an email after completing Step 6 that contains instructions on how to contact the Cisco Global Licensing Organization (GLO). Once software is received, the customer or partner will need to contact GLO to receive licenses.

8. The GLO agent will verify the customer's UCSS contract number, Sales Order Number, and Mac address. If the customer does not have a WebEx Meetings Server Mac address (because they have not installed WebEx Meetings Server yet), then the GLO agent issues PAK to the customer and asks customer to go to the licensing website to obtain their licenses.
9. The customer now has the WebEx Meetings Server software and licenses, and is ready for installation.

4.16 MDC License SKU for Dual Data Center HA: Ala-Carte

Customers who would like to enable Dual Data Center High Availability must order and install MDC feature licenses. Each Data center needs its own license. Hence, to connect 2 data centers, customers need to purchase 2 licenses. Licenses are specific to your hardware platform size (250, 800, or 2,000 concurrent users). Each datacenter connected in a Dual Data Center topology must be the same size.

For CWMS release 2.5 and higher, the CWMS MDC SKUs available in CCW are:

| Software SKU | Description | Perpetual License Price(USD) | SWSS (per annum) Price (USD) |
|-------------------------|-------------------------------------------------|------------------------------|------------------------------|
| CWMS-MDC-K9= | CWMS Multi Data Center Licenses (top level) | n/a | n/a |
| CWMS-MDC-SM-K9= | CWMS Small MDC (capacity 250 concurrent users) | \$50,000.00 | \$10,000.00 |
| CWMS-MDC-MED-K9= | CWMS Medium MDC (capacity 800 concurrent users) | \$125,000.00 | \$25,000.00 |
| CWMS-MDC-LRG-K9= | CWMS Large MDC (capacity 2000 concurrent users) | \$175,000.00 | \$35,000.00 |

5. Before Placing an Order: Checklist

While Cisco WebEx Meetings Server takes full advantage of Cisco experience and market leadership with SaaS WebEx, it is still a relatively new product. Cisco views it as highly important to highlight any potential feature and technical issues that could impair the experience of new customers. This checklist will help you comply.

As partners and the market become more familiar with the Cisco WebEx Meetings Server solution, Cisco will likely minimize the use of these processes. In the interim, it is important that partner and Cisco account teams comply with these sales processes. This checklist will help you comply.

5.1 Question 1: Have You Compared the Customer's Requirements to the Features and Limitations of the CWMS?

It is essential that you review the customer's requirements and expectations against the capabilities of the CWMS.

Good resources to utilize include:

- CWMS NDA roadmap at: <http://wwwin.cisco.com/voice/products/conferencing/webex-ms/#sr1=0>.
- CWMS Sales Playbook at: <http://wwwin.cisco.com/voice/products/conferencing/webex-ms/#sr1=1>.
- CWMS Partner Playbook at: <http://www.cisco.com/c/en/us/products/conferencing/webex-meetings-server/partner-resources-listing.html>.
- Cisco Unified MeetingPlace Migration Playbook at: <http://wwwin.cisco.com/voice/products/conferencing/meetingplace/#tab=1&sales=0>.

5.2 Question 2: Have You Properly Sized the Customer's WebEx Meetings Server User Licenses, Hardware, and VMware 5.0?

The UC Sizing Tool can assist with this process. The tool is available at <http://tools.cisco.com/cucst>.

5.3 Question 3: Prior to Placing a Cisco WebEx Meetings Server Order, Have You Submitted the A2Q Questionnaire?

Since version 2.0, A2Q processes have been scaled back. Starting with 2.5, A2Q is only required for MeetingPlace to CWMS Upgrade PUT orders. Only for such orders, Cisco is continuing to utilize a Compliance Hold Assessment to Quality (A2Q) process, where the Cisco WebEx Meetings Server team reviews the A2Q questionnaire submitted by the account team to ensure the customer is a good fit for this solution. Customers who are ordering CWMS via Ala-Carte or CUWL Pro do not need to go through the A2Q process.

A2Q helps avoid moving forward with an order or deployment where the chances of success are minimal (based on mis-aligned customer expectations or other factors). The A2Q process should be completed prior to placing the Cisco WebEx Meetings Server order. Please contact your Cisco account manager to facilitate the A2Q process; it is not a difficult process. The A2Q questionnaire is also available online within Partner Central at:

<http://tools.cisco.com/atoq/home.do?uiAction=getHome>.

The A2Q questionnaire is now automatically approved provided that you acknowledge any areas of concern.

5.4 Question 4: What Are the Customer's Particular WebEx Meetings Server License or SKU Needs?

Refer to section 4 for assistance on selecting the right SKUs.

6. Placing an Order

6.1 Quote-to-Deployment Process for WebEx Meetings Server

Before you submit an order for a WebEx Meetings Server on the Cisco GPL, you should understand the quote-to-deployment process.

- Step 1.** A customer notifies a Cisco partner it wants WebEx Meetings Server. The partner discusses the capabilities and limitations of CWMS with the customer to ensure that WebEx Meetings Server will meet the customer's requirements.
- Step 2.** The Cisco partner provides an initial quote to the customer via Cisco Commerce Workspace (CCW) at <https://cisco-apps.cisco.com/cisco/psn/commerce>.
- Step 3.** Cisco partner and Cisco account manager go through A2Q process. The A2Q questionnaire is also available online within Partner Central at: <http://tools.cisco.com/atoq/home.do?uiAction=getHome>.
- Step 4.** Upon completion of the A2Q process, the Cisco Partner gets final quote approval from customer.
- Step 5.** The Cisco partner places the order in Cisco Commerce Workspace (CCW) at <https://cisco-apps.cisco.com/cisco/psn/commerce>. For help and support regarding Cisco Commerce Workspace, see <http://www.cisco.com/web/ordering/icw/feedback/index.html>.

Note that after the order is placed it will go on Compliance Hold. Compliance Hold is enacted to ensure the partner and Cisco account team have reviewed the customer's system architecture to prevent any delays in deployment of the WebEx Meetings Server software. During Compliance Hold and prior to releasing the order, Cisco will make sure the partner and account team have gone through the A2Q process. Orders for which the A2Q process have not been completed will be left on hold until it is.

- Step 6.** Upon release of the order, Cisco will ship software and licenses.

Refer to the Cisco Webex Meeting Server Administration Guide for instructions on installing your software and licenses. <http://www.cisco.com/c/en/us/support/conferencing/webex-meetings-server/products-installation-guides-list.html>.

7. Sample Deals

7.1 Sample Deal 1: Bill of Materials (BOM) for 50 Concurrent Users

In this example of a company with 2500 employees, 500 employees want to host meetings. In planning discussions, it is clear that conferencing use is light, so a 50-port, concurrent user system is sufficient. Table 8 illustrates a sample BOM for such a customer (with list prices).

Table 16. BOM for 50 Concurrent Users

| Description | Unit Price (in U.S. Dollars) | Quantity | Total (in U.S. Dollars) |
|---------------------------------------------------------------------------------|------------------------------|----------|-------------------------|
| WebEx Server User Licensing | \$230.00 | 500 | \$115,000 |
| ESW | \$16.00 | 500 | \$8,000 |
| UCSS | \$35.00 | 500 | \$17,500 |
| VMware vSphere License | \$1,866.00 | 4 | \$7,464 |
| VMware vSphere Support | \$420.00 | 4 | \$1,680 |
| VMware vCenter | \$9,366.00 | 1 | \$9,366 |
| VMware vCenter Support | \$1,624.00 | 1 | \$1,624 |
| Server c220 50 Bundle or BE6K-ST-BDL-K9= or BE6K-ST-BDL-XU= or UCSC-C220-M3SBE= | \$11,162.00 (approx.) | 2 | \$22,324 |
| Total | | | \$182,958 |

7.2 Sample Deal 2: BOM for Existing MeetingPlace Customer with UCSS Contract

In this example, the scenario is virtually the same: the company has 2500 employees, of which 500 employees want to host meetings. A 50-port, concurrent user system is sufficient. The major difference in this example is that the customer owns MeetingPlace licenses and has a UCSS contract that is soon expiring, so they get a free license upgrade. Note that no fees on UCSS or ESW are due until the contracts need renewal, at which point they are renewed at the CWMS rates. Table 9 outlines the costs for each item and quantity needed.

Table 17. BOM for 50 Concurrent Users with Already Existing MeetingPlace Licenses

| Description | Unit Price (in U.S. Dollars) | Quantity | Total (in U.S. Dollars) |
|---------------------------------------------------------------------------------|------------------------------|----------|-------------------------|
| WebEx Server User Licensing | \$230.00 | 0 | \$0 |
| ESW | \$16.00 | 500 | \$8,000 |
| UCSS | \$35.00 | 500 | \$17,500 |
| VMware vSphere License | \$1,866.00 | 4 | \$7,464 |
| VMware vSphere Support | \$420.00 | 4 | \$1,680 |
| VMware vCenter | \$9,366.00 | 1 | \$9,366 |
| VMware vCenter Support | \$1,624.00 | 1 | \$1,624 |
| Server c220 50 Bundle or BE6K-ST-BDL-K9= or BE6K-ST-BDL-XU= or UCSC-C220-M3SBE= | \$11,162.00 (approx.) | 2 | \$22,324 |
| Total | | | \$67,958 |

Appendix A: Regulatory Requirements

Regulatory issues related to audio encryption in **Russia, Turkey, Belarus, Ukraine and Kazakhstan** require that customers in these countries purchase the audio unencrypted version of WebEx Meetings Server, also referred to as the “Export Unrestricted” version. It is the partner’s and account team’s responsibility to comply with these regulations and order “AU” SKUs for customers located in these countries.

In the following countries, WebEx Meetings Server can only be sold under the following restrictions:

- Saudi Arabia and Kuwait - Allowed only for internal company meetings
- United Arab Emirates - Allowed only for internal company meetings on a per physical site basis

WebEx Meetings Server has been approved for general sale in the following countries:

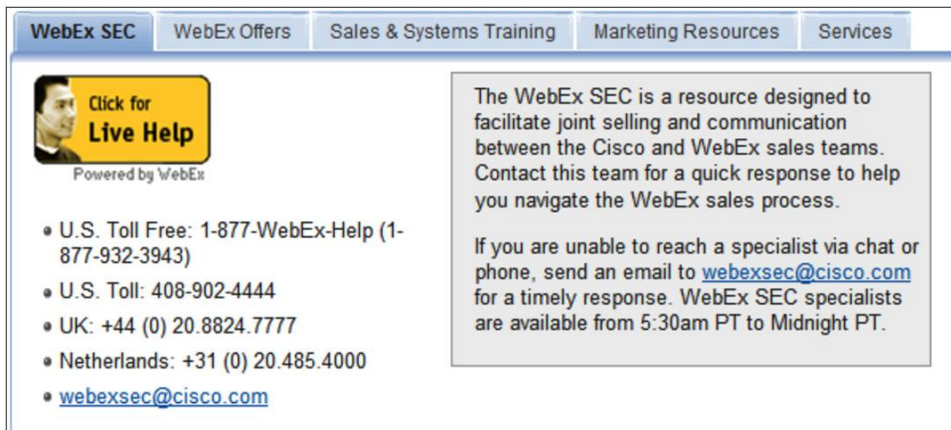
- Australia
- Brazil
- Canada
- China (Mainland and Hong Kong)
- Czech Republic
- France
- Germany
- India
- Italy
- Japan
- Mexico
- Netherlands
- Poland
- Singapore
- South Africa
- South Korea
- Spain
- Switzerland
- United Kingdom
- United States

It is the partner’s and account team’s responsibility to comply with country-specific regulations. If you intend to sell WebEx Meetings Server into a country that is not listed above, it is your responsibility to review the local regulations.

Appendix B: Ordering SaaS WebEx Events Center for Very Large Meetings

WebEx Meetings Server has a maximum limit of 500 participants in a single meeting. If a customer needs to support larger meetings, and would consider SaaS WebEx a viable option for these meetings that have more than 250 attendees, they can directly order SaaS WebEx Events Center. Cisco WebEx Meetings Server customers can order WebEx Events Center directly by contacting the WebEx Sales Enablement Center at <http://www.in.cisco.com/csg/sales/#tab=0> (see Figure 1).

Figure 1. How to Contact the WebEx Sales Enablement Center



The screenshot shows a web page with a navigation bar at the top containing the following tabs: WebEx SEC, WebEx Offers, Sales & Systems Training, Marketing Resources, and Services. The main content area is divided into two sections. On the left, there is a yellow button that says "Click for Live Help" with a small profile picture of a man and the text "Powered by WebEx" below it. Below the button is a list of contact information:

- U.S. Toll Free: 1-877-WebEx-Help (1-877-932-3943)
- U.S. Toll: 408-902-4444
- UK: +44 (0) 20.8824.7777
- Netherlands: +31 (0) 20.485.4000
- webexsec@cisco.com

On the right, there is a grey box containing the following text:

The WebEx SEC is a resource designed to facilitate joint selling and communication between the Cisco and WebEx sales teams. Contact this team for a quick response to help you navigate the WebEx sales process.

If you are unable to reach a specialist via chat or phone, send an email to webexsec@cisco.com for a timely response. WebEx SEC specialists are available from 5:30am PT to Midnight PT.

Appendix C: WebEx Meetings Server UCSS and ESW SKUs

When purchasing WebEx Meetings Server you will be required to purchase a Unified Communications Software Subscription (UCSS), which entitles the UCSS holder to free WebEx Meetings Server upgrades for the life of the subscription.

To maintain a reliable and operationally efficient WebEx Meetings Server deployment, ESW support is required for each user license of WebEx Meetings Server sold. This support entitles the customer or relevant partner to receive application maintenance and minor releases, 24x7x365 Technical Assistance Center (TAC) technical support and registered access to Cisco.com online self-help knowledge case, tools and resources.

Tables 18 and 19 identify the UCSS and ESW SKUs to use in placing orders for Cisco WebEx Meeting Server. UCSS and ESW are required for both new and add-on orders. Following are important points about the terms and limitations of WebEx Meetings Server UCSS seats:

- Terms are available for one, two, three, and five-year subscriptions
- For initial purchases, a UCSS seat must be purchased for each user license
- There is no maximum order of UCSS seats, although there is no reason to purchase more than the number of user licenses
- For add-on orders (assuming a customer is adding UCSS seats mid-term), there is a five-seat minimum order; again, aligned with the number of WebEx Meetings Server user licenses ordered
- A valid Cisco Essential Operate Service (ESW) contract must be purchased with the Cisco Unified Communications Software Subscription, i.e. you must have ESW to get upgrades via UCSS

Table 18. ESW Part Numbers and Prices for Cisco WebEx Meetings Server

| Contracts/Products | WBXMTSVR1-USR | Global Price List (in U.S. Dollars) |
|--------------------|-------------------|-------------------------------------|
| ESW (1.x) | CON-ESW-WBXMTSVR1 | \$16 |
| ESW (2.x) | CON-ESW-WBXMUSR9 | \$16 |

Table 19. USCC Part Numbers and Prices for Cisco WebEx Meetings Server

| SKU | Price (USD) | Description |
|------------------|-------------|--------------------------------------------|
| UCSS-U-MTSVR-1-1 | \$35 | UCSS for WebEx Meetings Server (12 months) |
| UCSS-U-MTSVR-2-1 | \$60 | UCSS for WebEx Meetings Server (24 months) |
| UCSS-U-MTSVR-3-1 | \$74 | UCSS for WebEx Meetings Server (36 months) |
| UCSS-U-MTSVR-5-1 | \$123 | UCSS for WebEx Meetings Server (60 months) |

Appendix D: Placing an Order (Electronic Software Delivery Guidance)

It is highly recommended that you use the eDelivery Download Manager (DLM) to ensure a successful download of the WebEx Meetings Server software. DLM is a computer program that performs the task of downloading standalone files from the Internet to your local computer. DLM provides a means to recover from errors without losing the work already completed and allows you to resume the download process if it is interrupted. DLM allows you to monitor, pause and resume, or cancel software downloads. The ability to resume file transfers is especially helpful for customers that download large files or experience unreliable Internet connections. You will be able to view the details of the image being downloaded in the Current Download section.

The Download Status section shows the status for all the images being downloaded. Any images that are not downloaded continue to remain in the Download Cart. DLM can help if you are having trouble connecting or completing a download, or if you wish to queue up several files for unattended downloading.

The requirements for DLM include:

- Browser:
 - Internet Explorer 6, 7, 8, 9
 - Firefox 2 and 3.0+
 - Google Chrome (tested up to 1.0)
- Operating System:
 - Windows XP 64-bit (SP2 and SP3)
 - Windows 7

To learn more about DLM and other download options see the eDelivery FAQ:
<http://www.cisco.com/web/partners/downloads/765/tools/edelivery/FAQ.pdf>.

For More Information

For more information on Cisco WebEx Meetings Server go to
<http://www.cisco.com/en/US/partner/products/ps12732/index.html>.



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