

Cisco WebEx Ordering Guide

for select WebEx Services
(Version 3.0)

September, 2011



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This ordering guide for select Cisco WebEx services is for public use. Any questions or comments should be sent to webexgpl@cisco.com.

Introduction

Purpose of this Guide

This ordering guide is designed to help Cisco partners to order Cisco WebEx[®] subscriptions. Specifically, to:

- Understand the Cisco WebEx products being offered
- Understand the specific Cisco WebEx Global Price List (GPL) and Cisco Wholesale Price List (WPL) offers, and identify the right ones for their customers
- Ensure the right quantities and types of SKU are purchased to minimize the risk of order rejection
- Know the entire Quote-to-Fulfillment process for these offers

Audience

Cisco field and partners qualified to sell Cisco GPL and Cisco WPL WebEx offers.

Scope

This ordering guide provides information on pricing, packaging, and ordering for Cisco WebEx products available on the Cisco GPL and WPL.

Understanding the Products

Table 1 describes the products in the Cisco WebEx family that are available through GPL.

Table 1. Cisco WebEx Products

Product Name	Description
Cisco WebEx Meeting Center (MC)	Meeting Center is the core of Cisco WebEx product line. It enables the sharing of presentations, documents, applications, and desktops in real time with anyone, anywhere, anytime. To learn more about, visit: http://www.cisco.com/en/US/products/ps10409/index.html
Cisco WebEx Enterprise Edition (EE)	Each subscription of Enterprise Edition consists of following Cisco WebEx products: <ul style="list-style-type: none">• More Meeting Center details in data sheet at: http://www.cisco.com/en/US/products/ps10409/index.html• More Training Center details in data sheet at: http://www.cisco.com/en/US/products/ps10410/index.html• More Support Center details in data sheet at: http://www.cisco.com/en/US/products/ps10412/index.html• More Event Center details in data sheet at: http://www.cisco.com/en/US/products/ps10411/index.html A comparison across different products within EE is also available at: http://www.cisco.com/en/US/prod/ps10352/product_comparison.html
Cisco WebEx Connect™ (IM)	Cisco WebEx Connect integrates key collaboration capabilities - presence, enterprise-grade instant messaging, audio and video conferencing, voice over IP (VoIP), Cisco IP telephony, and more - on a single secure platform More details on Cisco WebEx Connect available at: http://www.cisco.com/en/US/products/ps10528/index.html

Understanding the Offers

High-Level Summary

The Cisco WebEx offers are divided into two categories: Company Wide offers and Access offers. The Company-Wide offers include the Employee Count and Active Host licensing models, and the Access offers include the Named Host, and Ports licensing models. The Access offers also include a set of SKUs that can be used to “Step Up” among various Access offer types. The specifics of each offer are outlined in Figures 1 and 2.

Figure 1. Company Wide Offers At a Glance

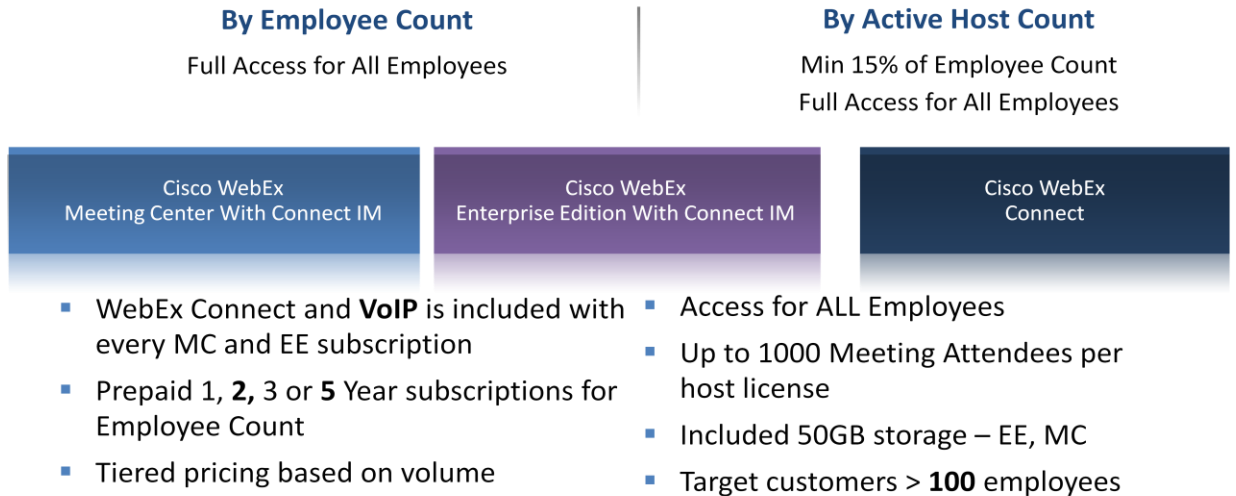
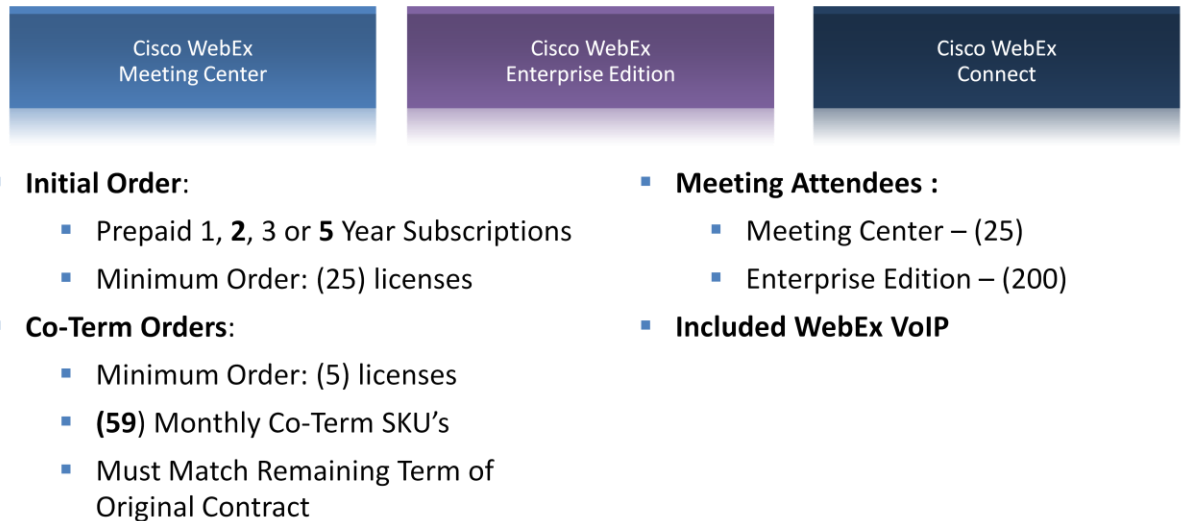


Figure 2. Access Offers At a Glance



Each Offer Type Explained

Company Wide Offers

Employee Count: This subscription is designed for full deployment : every employee in an organization has access to the service that is purchased. For example, a 1,000-employee organization will need to purchase 1,000 hosts. This model offers simplicity and predictability for organizations willing to make an enterprise-wide commitment.

Note: In order to purchase the Employee Count subscription, an organization must have a minimum of 100 employees. If the organization has fewer than 100 employees or doesn't need to enable collaboration for all employees, consider one of the other offers outlined in this document.

Active Host: This subscription is designed for organizations that expect broad usage of Cisco WebEx services, expect their usage to grow over time, and would prefer a fixed annual payment. In this model, the initial subscription is based on 15 percent of the total employee count, yet all employees receive access to the Cisco WebEx service. In year two, Cisco will calculate the number of Active Hosts averaged over the immediately preceding three-month period (months 9, 10, 11) to determine the new subscription count. An employee is considered an active host if they host one or more meetings per month. Year 2 subscription will be the number of Active Hosts calculated in the audit or the amount of the initial subscription, **whichever is greater**. This means that if the number of Active Hosts falls below 15 percent of the total employee base, the customer will still need to renew for the full 15 percent This is best illustrated in the examples shown in Tables 2 and 3.

Table 2. Example 1: Usage growth under Active Host model

Mojoco Active Host Example: Scenario 1 - Usage Grows				
	Total Employees	Licensed %	Total Licensed Users	Active Users (last 3 months)
Year 1	2000	15.0%	300	400
Year 2	2000	20%	400	600
Year 3	2000	30%	600	...

Table 3. Example 2: Usage decline under Active Host model

Mojoco Active Host Example: Scenario 1 - Usage Declines				
	Total Employees	Licensed %	Total Licensed Users	Active Users (last 3 months)
Year 1	2000	15%	300	150
Year 2	2000	15%	300	280
Year 3	2000	15%	300	...

Access Offers

Named Host: This subscription is designed for organizations that want the simplest possible approach to buying Cisco WebEx. A Named Host is any individual who may schedule and host meetings. Host accounts are individualized and may not be shared or used by anyone other than the one employee to whom the host account is assigned. Hosts can hold an unlimited number of meetings with up to 25 participants per meeting, and one meeting per named host is allowed at any time. An organization must purchase a minimum of 25 Named Hosts in order to buy off GPL, and there is no maximum order size.

Ports: With the Ports model, customers have access to a specific number of concurrent users, shared across the entire system. For example, if a customer purchases a license for 100 Ports, they can have 100 people using the WebEx service at any one time. The breakdown might be anything from a single meeting with one host and 99 attendees, to 50 meetings –each with a single host and a single attendee, or anywhere in between. Whatever the breakdown, the total number of users across the system at any one time can't exceed 100. If the 101st person tries to attend (or host) a meeting, they will receive a message stating that there are no WebEx licenses available. .

Introducing Step-Ups

Step-Ups are not associated with any specific licensing model, but rather the ability to upgrade from one licensing model to another. Two types of Step-ups are currently available:

Step Up Category	Step FROM	Up TO	Notes
A	Ports	MC Named Host	1 Port becomes 10 NH Subscriptions
B	MC Named Host	EE Named Host	1 Named Host becomes 1 Named Host

A few important notes about Stepups:

- Type A: One (1) Port becomes 10 Named Host subscriptions. If the customer decides to upgrade 10 Ports, they will receive 100 Named Host licenses..
- Type B: Type B step-ups are available with ONLY Meeting Center subscriptions. Please note that Meeting Center Ports can also be purchased via the CUWL Pro bundle. See the CUWL PRO ordering guide for additional details.

It is not possible to step up directly from Ports to EE Named Hosts. To upgrade from Meeting Center Ports to Enterprise Edition Named Host subscriptions, the customer must purchase the relevant Type A AND Type B SKUs together –either on the same order or in subsequent orders.

Licensing Terms and Limitations for the Offers

Table 4 lists the licensing terms and limitations for the Company Wide and Access offers.

Table 4. Licensing Terms and Limitations for the Company Wide and Access Offers

	Company Wide Offers		Access Offers		
	Employee Count	Active Host	Named Host	Ports	Stepups
User Constraints	Must license for entire employee count, minimum 100	Minimum 15% of total employee count, minimum 100	Minimum 25 licenses	Minimum 1 Port	Type A: No minimum Type B: Minimum 5
Terms Available	1, 2, 3, and 5 Year	1 Year	1, 2, 3, 5Year + Monthly Co-Term SKUs	1, 2, 3, 5 _ Monthly Co-Term SKUs	Monthly SKU's from 1-60
Max Participants	1,000 per Meeting Session	1,000 per Session	WebEx Meeting Center: 25 per Session WebEx Enterprise Edition: 200 per Session	As many ports as the customer owns, up to 1,000	Type A: WebEx Meeting Center Named Host – 25 per session Type B: WebEx Enterprise Edition Named Host – 200 per session

If you are unsure which offer makes the most sense for your customer, please contact your Cisco account representative to discuss the opportunity further.

Cisco WebEx GPL Offers and Product Availability

Table 5 shows Cisco WebEx product availability for GPL offers. It's important to understand that not all products are available in all pricing models. In particular, neither Cisco WebEx Connect IM nor AIM Federation are available via the Active Host model. Also, AIM Federation is available only through the Employee Count model.

Table 5. Cisco WebEx Product Availability for Company Wide and Access Offers

Product	Company Wide Offers		Access Offers		
	Employee Count	Active Host	Named Host	Ports	Stepups
Cisco WebEx Meeting Center with Connect IM	Yes	Yes	No	No	No
Cisco WebEx Enterprise Edition* with Connect IM	Yes	Yes	No	No	No
Cisco WebEx Connect IM	Yes	No	Yes	No	No
AIM Federation (Optional)	Yes	No	No	No	No
Cisco WebEx Meeting Center (Connect IM Not Included)	No	No	Yes	Yes	Yes
Cisco WebEx Enterprise Edition* (Connect IM Not Included)	No	No	Yes	No	Yes

*WebEx Enterprise Edition includes Cisco WebEx Meeting Center, Training Center, Event Center, and Support Center

What Else Is Included in the Offers

Table 6 lists the support and services, in addition to products, that are included in each offer.

Table 6. Support and Services Included Company Wide and Access Offers

	Company Wide Offers		Access Offers		
	Employee Count	Active Host	Named Host	Ports	Stepsups
Support	<ul style="list-style-type: none"> • 24/7/365 technical support provided worldwide • Primary support in English • Support in Spanish, French, German, Japanese, Chinese, Korean available during local regular business hours • Note: There is no need to buy Cisco SMARTnet® support with Cisco WebEx offers on the Cisco Global Price List. 24/7/365 support is included with the product. 				
Customer Success	<ul style="list-style-type: none"> • Host enablement • Service feature/functionality awareness and adoption support • Service ROI and optimization • Support in English, Spanish, Portuguese, French, German, Chinese, Mandarin, Japanese, available during regular business hours 				
Branding	Branded microsite included				
Storage	50 GB		10 GB		
Audio	VoIP Included, Toll and Toll Free Audio available for purchase				

What Is Not Included in Each Offer

There are certain items that are often purchased by Cisco WebEx customers, particularly along with larger deployments, that are not currently available on GPL. Work with your Cisco account manager or Cisco collaboration specialists to discuss these solution offerings. You may need to purchase some solutions through a separate Cisco WebEx contract.

Audio Conferencing (except VoIP)

While it is possible to integrate audio conferencing with Cisco WebEx, audio is currently not included in these offers. The elements of audio are similar to other Cisco WebEx sales situations: customers can purchase integrated Cisco WebEx audio, Cisco Unified MeetingPlace audio, or go to a third-party audio vendor.

Add-on Storage

Company Wide offers include 50 GB of storage, and Access offers include 10 GB of storage. This storage can be used for uploaded files, or network-based meeting recordings. It is possible for an organization to purchase additional storage through a Cisco WebEx contract.

Advanced Services

In addition to Enterprise subscriptions of Cisco WebEx products, organizations can also purchase Cisco Advanced Services or Cloud Configuration Accelerator Services. These services help the customer get set up, configured, and deployed more quickly within their organization, addressing basic security, policies, and single sign-on needs. In addition, our professional services staff will provide basic administrator training, as well as tips and best practices, that will enable a more rapid absorption of the product into their organization. To order Cisco Advanced Services, follow these steps:

1. Identify the total number of Hosts to be deployed.
2. Contact your Cisco service account manager or email CiscoCloudConfigSvc@cisco.com
3. Request a Statement of Work.

For more information on services, visit:

http://www.cisco.com/web/about/doing_business/legal/service_descriptions/.

Other Cisco WebEx Pricing Models

Cisco WebEx can also be purchased using the Minutes (Pay-Per-Use) model, but it is not available on Cisco GPL. Contact your Cisco account manager or Cisco WebEx authorized partner to discuss this solution offering. You may need to purchase some solutions through a separate Cisco WebEx contract.

Quantity-Based SKUs

The SKU you select for Access offers depends upon how many hosts are being purchased (Table 7). As will be discussed later, the larger the quantity of WebEx Meeting Center or WebEx Enterprise Edition Hosts purchased, the higher the built-in discount level for the corresponding SKU.

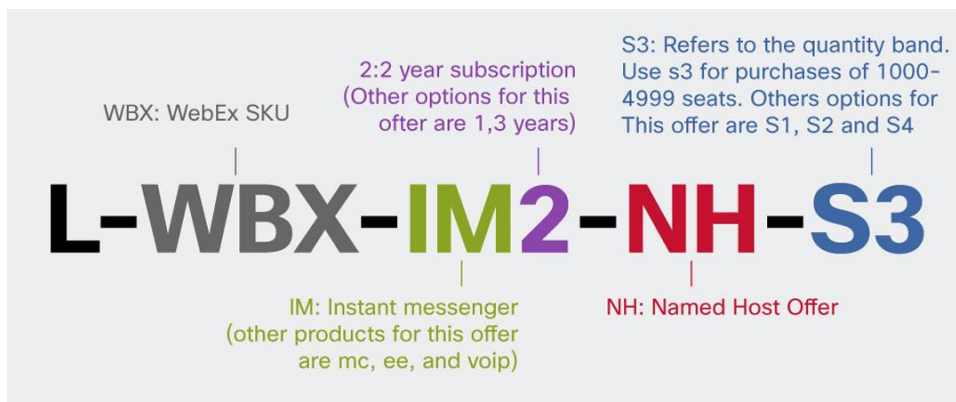
Table 7. Quantity-Based SKUs

Quantity	Set of SKUs to Use
25 - 999 Hosts	S1
25 - 999 Hosts	S2
1000 - 4999 Hosts	S3
5000+ Hosts	S4

Please note that quantities for S1 and S2 are now the same – due to the fact that the two quantity bands have been merged. You can now book orders for 25-999 users as either S1 or S2 for the same price.

The quantity bands will make more sense when you look at a typical Cisco WebEx Named Host SKU, as shown in Figure 3.

Figure 3. Example of a Cisco WebEx Named Host SKU <Graphic needs update. The purple “2” should now list 1, 3, and 5 years as the other options>

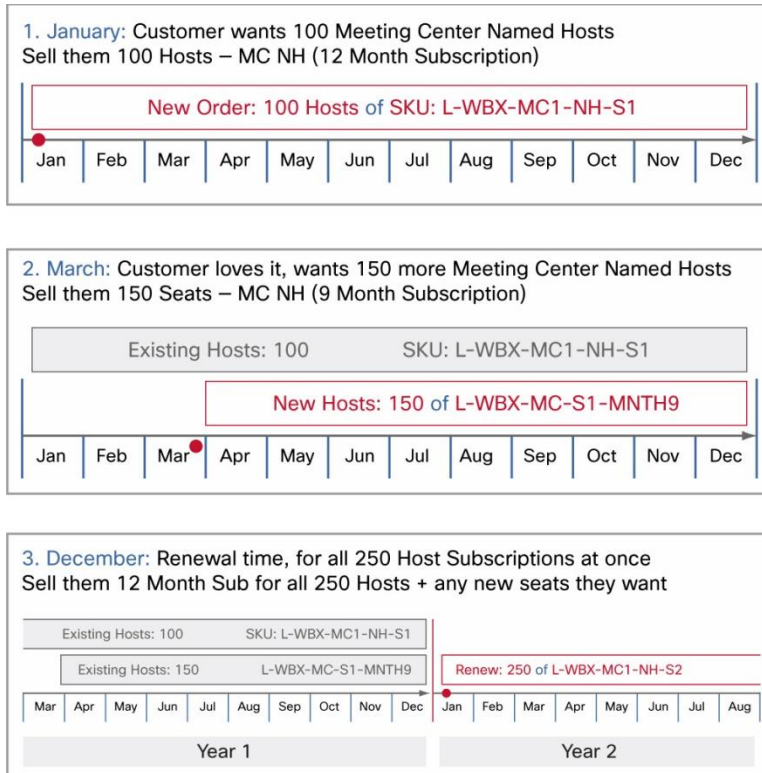


Co-Term (Monthly) SKUs

If the customer is purchasing a brand new Cisco WebEx site, or renewing all the Named Hosts on a site at once, the process is fairly straightforward. However, if the customer wants to purchase additional hosts **before the existing subscription has expired**, you will need to ensure that the new hosts co-terminate with (end at the same

time as) the existing hosts. This can be done by using Co-Term (Monthly) SKUs. This is best understood with an example, as shown in Figure 4.

Figure 4. Example of a Co-Term (Monthly) SKU



Renewals and Determining to Whether to Use an Annual SKU or a Co-Term SKU

For new customer orders and end-of-term renewals, use the Annual SKUs (such as L-WBX-MC1-NH-S1).

For mid-term add-on purchases, use the Co-Term SKUs (such as L-WBX-MC-S1-MNTH9).

The Co-Term SKUs cannot be used to extend a contract duration. If a customer is coming to the end of their current contract, they must renew with one of the annual (1/2/3/5 year) SKUs for all hosts that need access to the service after the point of renewal.

Picking the Right SKU

Cisco has built a Dynamic Configuration Tool to help you to pick the right SKU. Please read this section for guidance, and be sure to use the configuration tool when it's time to pick the right SKUs:

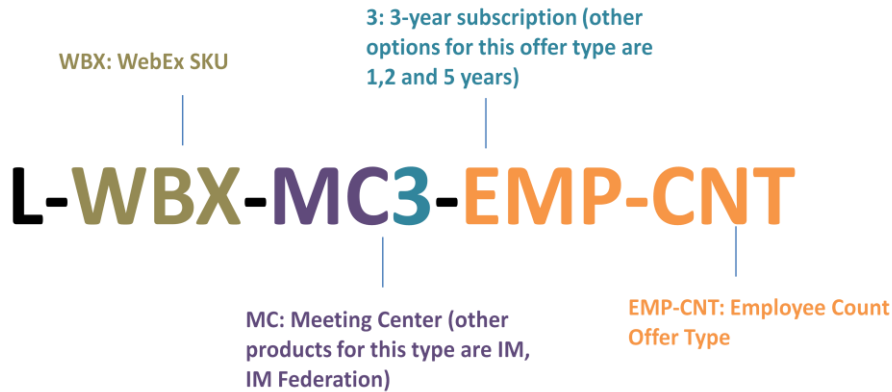
<https://apps.cisco.com/qtc/config/jsp/configureHome.jsp>

Once you have determined the right offer, you will need to be sure to pick the right SKU for that offer. In some cases, there are quite a few SKUs to choose from, so it's worth understanding how these work. The easiest way to understand this is to look closely at a SKU for each of the different offer types.

Employee Count SKUs

Figure 5 shows an example of an Employee Count SKU.

Figure 5. Example of an Employee Count SKU



Pricing is tiered based on subscription quantity. For a complete list of the Employee Count SKUs, prices, and descriptions, see Appendix A.

For more details on tiers and pricing, review the [Sales Playbook](#) or the [FAQs](#).

This information is also available for Cisco partners on [Partner Central](#).

Active Host SKUs

Figure 6 shows an example of an Active Host SKU.

Figure 6. Example of an Active Host SKU



Pricing is tiered based on subscription quantity.

[For a complete list of the ACTIVE HOST SKUs, prices, and descriptions, see Appendix A.](#)

For more details on tiers and pricing, review the [Sales Playbook](#) or the [FAQs](#).

This information is also available for Cisco partners on [Partner Central](#).

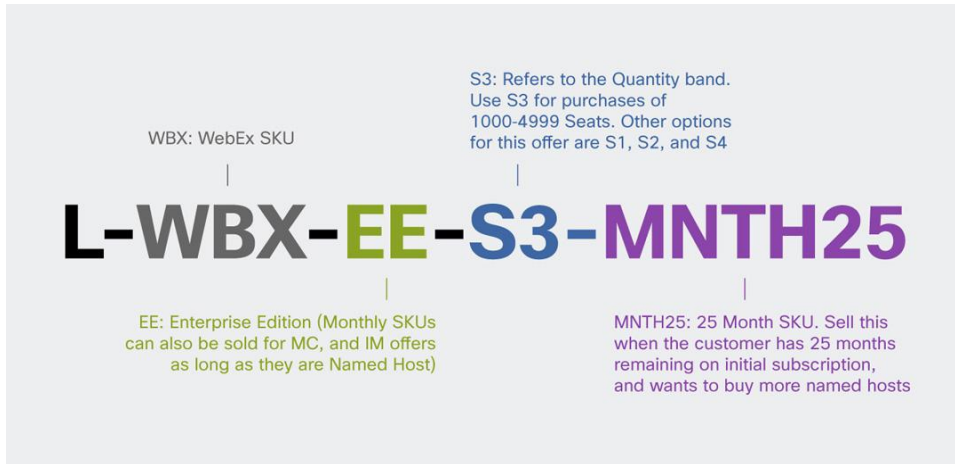
Named Host SKUs

Figure 6 shows an example of a Named Host SKU.

Named Host with Co-Term (Monthly) SKUs

Figure 7 shows an example of a Named Host SKU that is also a Co-Term (Monthly) SKU.

Figure 7. Example of a Named Host with Co-Term (Monthly) SKU



For a complete list of the NAMED HOST SKUs, prices, and descriptions, see Appendix A.

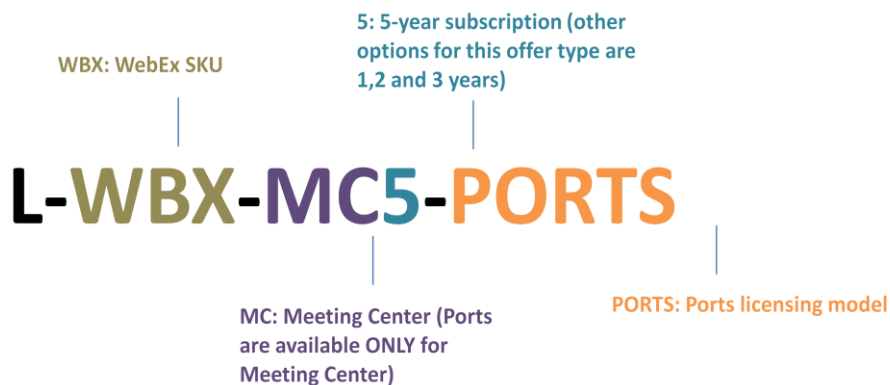
For more details on tiers and pricing, review the [Sales Playbook](#) or the [FAQs](#).

This information is also available for Cisco partners on [Partner Central](#).

Ports SKUs

Figure 8 shows an example of a Ports SKU.

Figure 8. Example of a Ports SKU



Pricing is tiered based on subscription quantity. For a complete list of the Ports SKUs, prices, and descriptions, see Appendix A.

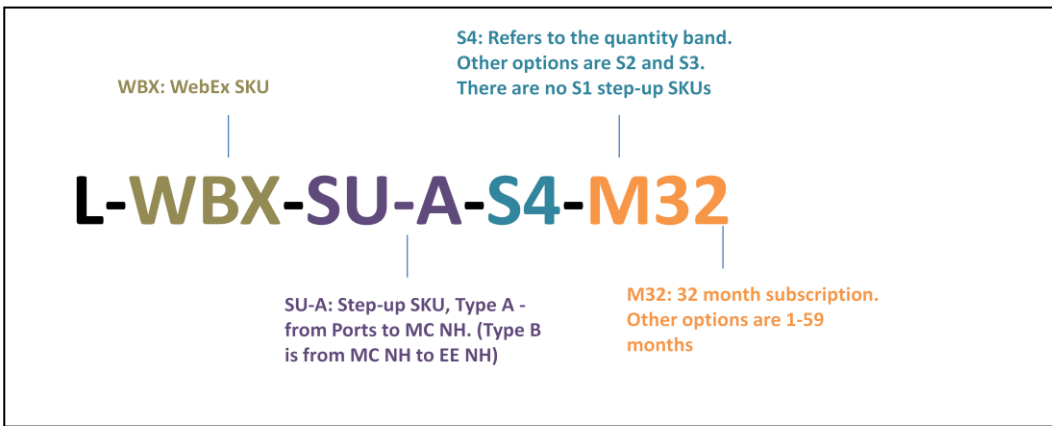
For more details on tiers and pricing, review the [Sales Playbook](#) or the [FAQs](#).

This information is also available for Cisco partners on [Partner Central](#).

Step-Up SKUs

Figure 9 shows an example of a Step-up Host SKU.

Figure 9. Example of a Step-up SKU



Pricing is tiered based on subscription quantity. Note that there are no Stepup “S1” Quantity SKUs.

For a complete list of the Stepup SKUs, prices, and descriptions, see Appendix A.

For more details on tiers and pricing, review the [Sales Playbook](#) or the [FAQs](#).

This information is also available for Cisco partners on [Partner Central](#).

WebEx Offer on GPL: Global Availability

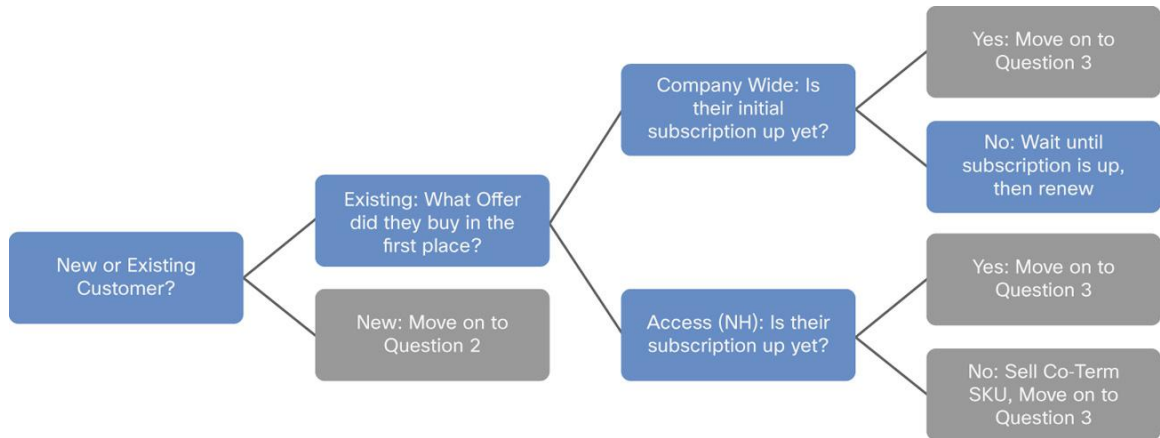
All Cisco WebEx offers on GPL are available worldwide except in China and export-controlled countries (Cuba, Iran, North Korea, Sudan, and Syria).

Before Placing an Order: Checklist

Question 1: New or Existing Customer?

The most fundamental question is whether the customer is a new customer or an existing customer. The flow chart in Figure 9 shows an overview of the process of placing an ordering and how it differs for new and existing customers.

Figure 10. Overview of the Order Process



Question 2: Which Pricing Model?

New Customer: Work with your customer to determine which services and offer type - Company Wide or Access - is best given their requirements.

Existing Customer: Confirm that the customer's current pricing model is still the right one, and then move on to the next step. If they are an existing Named Host customer, and their subscription is still mid-contract, be sure to purchase the correct Co-Term (Monthly) SKU.

Question 3: How Many Users?

Company Wide Offers: Verify the current Employee Count, as this is essential to determining how many hosts will be sold. Note this information and move on to the next step.

Named Host Offers: Determine how many distinct individuals will need to schedule and host Cisco WebEx sessions, and move on to the next step.

Question 4: For How Long?

Employee Count offers are available in 1, 2, 3 and 5-year and time periods. Work with your customer to figure out which one makes the most sense.

Active Host offers are, by definition, available only in 1-year increments. If your customer has selected this licensing model, move on to the next step, as you will necessarily sell them a 1-year subscription.

Access Offers are available in 1-, 2-, and 3, and 5-year time periods for both new customers and renewals. Work with your customer to figure out which one makes the most sense.

For Access Offer customers that are in the middle of an existing contract, sell the right Co-Term (Monthly) SKU to ensure the new “add-on” host subscriptions terminate at the same time as the existing contract.

Note: Do not sell Co-Term (Monthly) SKUs to new Access Offer customers, or as Access Offer renewals. These SKUs are only for co-termination purposes, and your offer will be rejected.

Question 5: Any Other Options?

You will need to decide if your customer needs any additional options to complete their order.

AIM Federation (Employee Count Offers Only): Federation is a term that describes messaging servers that are connected to each other to enable the exchange of presence information and instant messages.

For example, two different companies are using two different IM solutions: Acme Inc. is using Cisco WebEx Connect and Coyote Inc. is using IBM SameTime IM. In order for these two companies to exchange instant messages and presence information, they need an interdomain “federation.”

Placing an Order

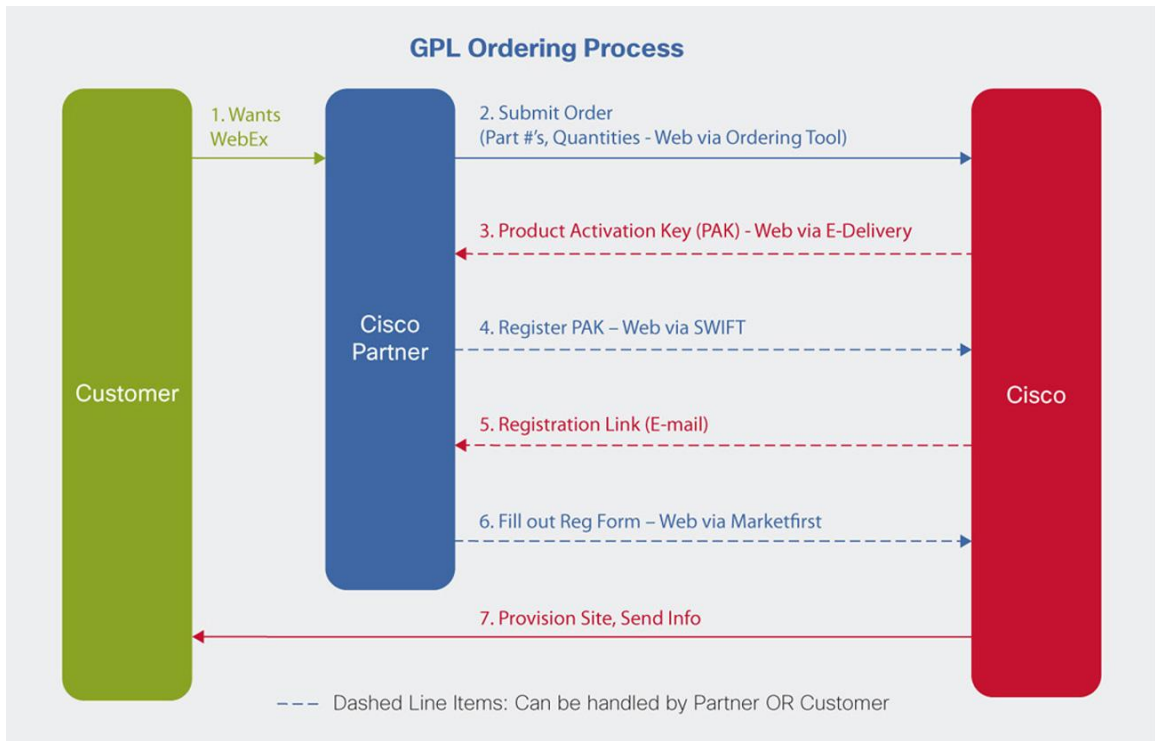
Quote-to-Deployment Process for GPL

Before you submit an order for a Cisco WebEx subscription on the Cisco GPL, you should understand the Quote-to-Deployment process for Cisco WebEx sites purchased through the Cisco GPL. Understanding this flow will help to ensure the fastest possible processing of orders and deployment for your customer.

High-Level Summary of a Cisco WebEx GPL Transaction

Figure 10 shows a high-level summary of a Cisco WebEx GPL transaction.

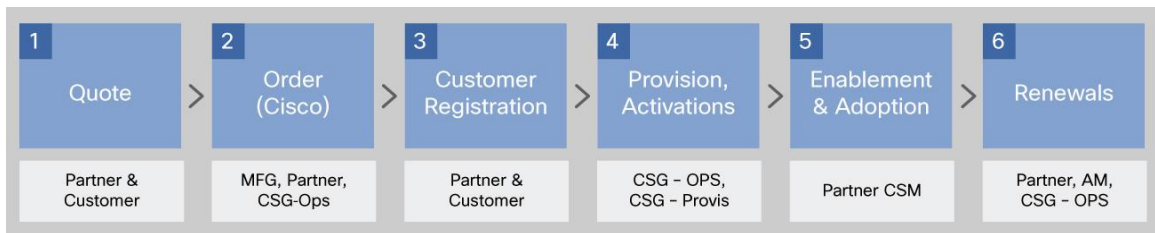
Figure 11. High-Level Summary of a GPL Transaction



Detailed View of the Quote-to-Deployment Process

Figure 11 shows a break-down of the Quote-to-Deployment process.

Figure 12. Detailed View of the Quote-to-Deployment Process



Step 1. Quote

For detailed steps on using the Dynamic Configuration tool, see the “[Creating a Quote - Step-by-Step Instructions](#)” section of this document.

1. Partner and account manager determine the right subscription and order quantity.
2. Partner develops standard quote via Cisco Configuration Tool:
<https://apps.cisco.com/qtc/config/jsp/configureHome.jsp>

Step 2. Order

For detailed steps on using the Ordering tool, see the “[Placing an Order - Step-by-Step Instructions](#)” section of this document.

1. Partner submits order via the Ordering tool. Make sure to specify if this is a new contract (New Site, or Annual Renewal) or if you are adding more Named Hosts to an existing contract. If hosts are being added to an existing site mid-contract, ensure the appropriate Co-Term (Monthly) SKU is purchased to ensure add-on hosts co-terminate with the existing subscription. For a list of the right part numbers, see Appendix 1.
2. **Order goes through the Manufacturing for Compliance Hold.** In this process, CSG-ops verifies and approves order quantity based on employee count. This process normally takes up to 2 business days. Typical items that would get an order rejected during Compliance Hold:
 - Employee Count:
 - Sold to a subset of the entire employee population
 - Sold fewer than 100 hosts
 - Active Host:
 - Did not purchase for at least 15 percent of the entire employee population
 - Sold fewer than 100 hosts
 - Named Host
 - Discount Band (S1, S2, S3, S4) did not map to actual quantity of users
 - VoIP and MC or EE user counts did not match
 - VoIP and MC or EE time periods did not match
 - Attempted to sell a Co-Term (Monthly) SKU to a new customer, rather than for co-term purposes
 - Sold fewer than 25 hosts
3. At this point, the partner can specify email contact information for others that should receive notification when the Product Activation Key (PAK) is ready. Figure 12 shows the Main Order Form in the Cisco Ordering Tool.

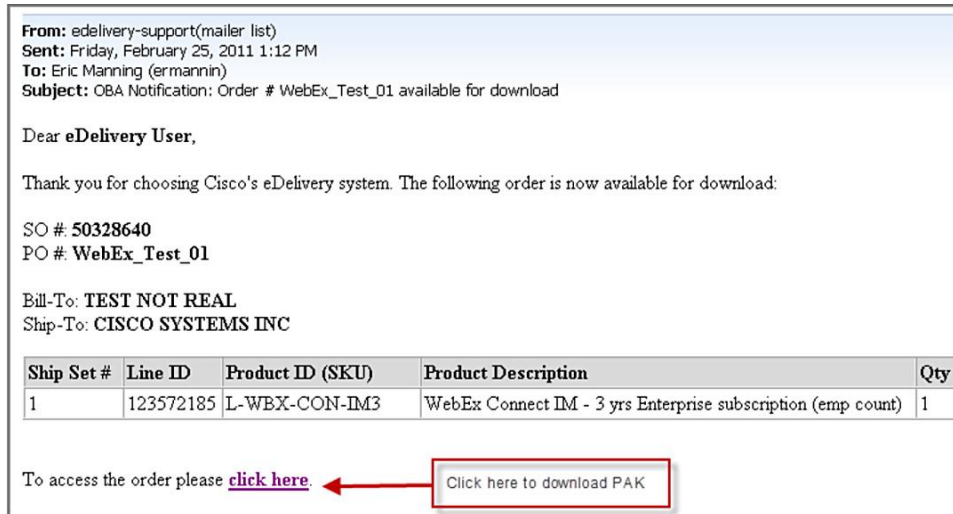
Figure 13. Main Order Form in Ordering Tool

The screenshot displays the Cisco Ordering Tool Main Order Form. At the top, it shows the Cisco logo and the title 'Main Order Form'. Below this, there are sections for 'Billing' (with fields for Name, Address, and City/State/Country) and 'Shipping' (with fields for Address, City, State, and Country). There are also fields for 'Purchase Order Number', 'Order ID', and 'Requested Ship Date'. The 'Hardware Service Level' and 'Software Service Level' are both set to 'No Service Level Requested'. Below these, there is a section for 'Enter, configure, and revise line item' with a table. The table has columns for Line #, Product, Qty, List Price, Discount, Unit Price, Extended Price, Status, and Delete. One line item is shown: Line # 1, Product L-PGW2200-FFX, Qty 1, List Price 0.00, Discount 90.0%, Unit Price 0.00, Extended Price 0.00, Status Verified, and a red 'Activate' button. Below the table is an 'Electronic Delivery Details' section with instructions and an 'Email Address' field.

Line #	Product	Qty	List Price	Discount	Unit Price	Extended Price	Status	Delete
1	L-PGW2200-FFX E-Ship, PGW2200, Feature Licenses	1	0.00	90.0%	0.00	0.00	Verified	<input type="checkbox"/>

4. Upon order approval, the Partner or Customer receives email with a link to download the Product Activation Key (PAK) (Figure 13).

Figure 14. Email with Download Link for PAK



Step 3. Product Registration

For detailed steps on registering the product via SWIFT, see the "[PAK Registration in SWIFT - Step-by-Step Instructions](#)" section of this document.

1. Customer or partner opens email, follows SWIFT URL to register product.
2. Upon registration, customer or partner is presented with a link to a provisioning form. An email with this link is also sent.
3. Customer or partner enters provisioning information in the form, which is then submitted to Cisco WebEx for provisioning.

Note: It's very important that you enter provisioning information completely and correctly. Incomplete provisioning information may delay activation of the service. If you have any questions on provisioning information, send a email to WebexGPL@cisco.com.

Definitions of terms that are used for WebEx customer provisioning requests can be found at:

<http://try.webex.com/meet/pdfs/CUWL%20What%20is%20Thisv2%200.pdf>

Contact your Cisco account manager if customer wants to reuse existing site (do an update).

Figure 14 shows what a typical provisioning form looks like.

Figure 15. Example of a Typical Provisioning Form

The screenshot shows a web-based provisioning form titled "Provisioning form for WebEx Meeting Center Small Business Named Host". The form contains several sections of input fields:

- End Customer Information:** Fields for Company Name, First Name, Last Name, Phone Number, Email Address, and Job Function (a dropdown menu).
- Postal and Authorization:** Fields for Postal Code/Zip, PAK (Product Authorization Key) Number, and a radio button for "Is the end customer an existing WebEx Customer?" (Yes/No).
- Meeting Center/Enterprise Edition Site Information:** Fields for Admin Contact Email, Admin First Name, Admin Last Name, Admin Phone Number, and a radio button for "Do you need to create a new site?" (Yes/No, use existing). It also includes fields for "End Customer's desired WebEx URL 1st Choice" and "2nd Choice", a "Branding reference URL", and a radio button for "Single SignOn (SSO)" (Enabled/Disabled).
- Time and Language:** Dropdown menus for "Time zone" and "Language".
- Audio information (Optional):** A radio button for "Which audio provider are you going to use with WebEx web conferencing services?" (Cisco WebEx Audio/No Integrated Audio).

A blue "Submit" button is located at the bottom center of the form.

Step 4. Provision/Activation

- The Cisco WebEx operations team enters the order into Cisco WebEx Ordering Management System.
- The Cisco WebEx provisioning team provisions the service and notifies customer and partner via email.

Step 5. Enablement and Adoption

- When the partner is performing the implementation, refer to the partner GPL kit:
http://www.cisco.com/web/partners/sell/technology/collaboration/webex/webex_offers_global_pricelist.html
- **Note:** Cisco Advanced Services (Cloud Configuration Accelerator Services) are recommended for assistance with implementation. Refer to the [Advanced Services section](#) for more details.
- During the implementation phase, Tier 1 technical support will be available. The customer success manager (CSM) will be available for long-term account management and adoption.

Step 6. Renewals

1. Build renewal reports and notify account manager, partner, and customer.
2. Account manager and partner coordinate new order.

Creating a Quote - Step-by-Step Instructions

Here are the steps that you need to follow in order to create a quote for Cisco WebEx Enterprise Edition subscriptions on GPL.

Step 1. Log in to the Dynamic Configuration Tool.

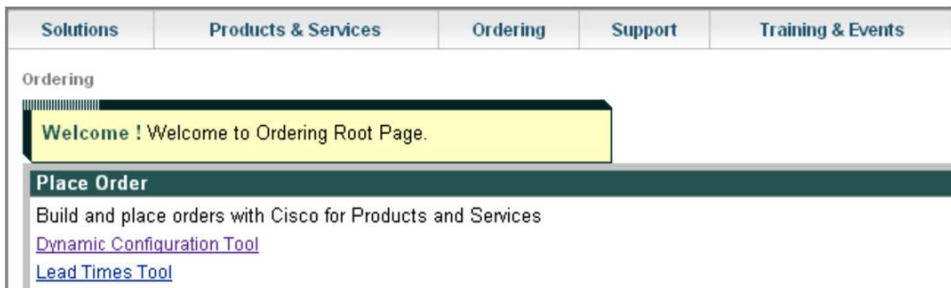
The Dynamic Configuration Tool is available at:

<http://www.cisco.com/en/US/partner/ordering/index.shtml>.

You will need to log in with your Cisco.com credentials.

On the Ordering Root page, select Dynamic Configuration Tool, as shown in Figure 15.

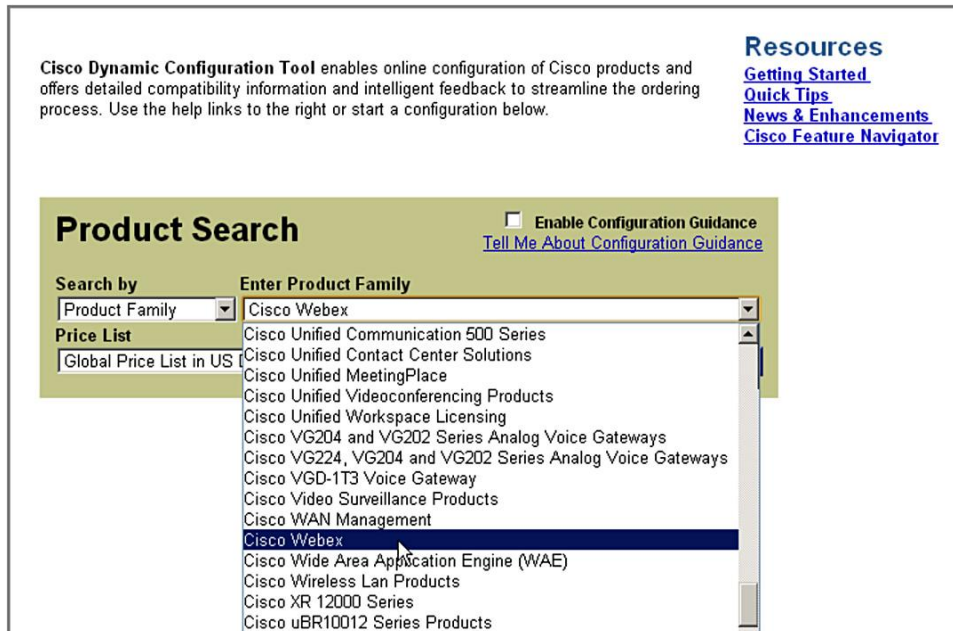
Figure 16. Opening the Dynamic Configuration Tool



Step 2. Select “Cisco WebEx” Product Family.

Figure 16 shows you how to select Cisco WebEx in the configuration tool.

Figure 17. Selecting Cisco WebEx



You can use the Search by pull-down to search for Cisco WebEx products in three ways in the Dynamic Configuration Tool:

1. **By product family** - Select “Cisco WebEx” as a product family.
2. **By product description** - Enter one of the keywords: “WebEx”, “Meeting Center”, “MC”, “Enterprise Edition”, “EE”, “Connect”, or “IM.”
3. **By product number** - Enter the part number for the selected Cisco WebEx service.

Step 3. Go to Options tab to enter Quantity.

Make sure that you specify the quantity in the right “category” or offer type - for instance, in the example shown in Figure 17, the category is “Enterprise Subscription (Emp Count)”.

Figure 18. Selecting the Offer Type and the Quantity

The screenshot shows a configuration window with the following elements:

- Navigation Tabs:** Configuration Details, **Select Options**, Enter Options, Classic Menu Option.
- Section Header:** L-WBX-EE-EMP-COUNT
- Sub-Header:** WebEx EE - Enterprise subscription (emp count)
- Instructions:** To add options, select item category on the left, then select options from the list displayed on the right. Use the [Cisco Feature Navigator](#) for software selection assistance.
- Links:** [View My Selections](#), [Configuration Guidance](#) OFF, [Enable Error Correction](#)
- Steps:** STEP 1: Select Item Category; STEP 2: Choose Options and Select Desired Quantity Below
- Category:** EE - Enterprise Subscription(Emp Count)
- Warning:** This is an Enterprise Subscription - you must order services for every employee in the enterprise. Please refer to the Ordering Guide to determine order quantity. Incorrect order entry will result in order delays.
- Options List:**
 - None Selected**
 - L-WBX-EE-EMP-S1 USD 250.00
Specify EE subscription qty in range 250-999
 - L-WBX-EE-EMP-S2 USD 235.00
Specify EE subscription qty in range 1,000-9,999
 - L-WBX-EE-EMP-S3 USD 200.00
Specify EE subscription qty in range 10,000-24,999
 - L-WBX-EE-EMP-S4 USD 155.00
Specify EE subscription qty in range 25,000 and above
- Buttons:** Delete All, New Configuration, Save, Check Configuration

Step 4. Enter related add-on SKUs.

For Employee Count offers, this will include AIM Federation (Figure 18). For Named Host offers, this will include VoIP.

Figure 19. Selecting Add-on SKUs



Step 5. Click Check Configuration to ensure your product configuration is valid.

Figure 20. Checking the Configuration

The screenshot displays the Cisco Configuration Tool interface. At the top, the Cisco logo and 'Configure' text are visible, along with navigation links for 'Cisco Home', 'NPM', 'Login', and 'Profile'. The user is logged in as 'ERLERNER'. The main navigation bar includes 'Configurator Home', 'Get Saved Configs', 'LogOut', and 'HELP'. Below this, there are tabs for 'Configuration Details', 'Select Options', 'Enter Options', and 'Classic Menu Option'. The 'Select Options' tab is active, showing the configuration for 'L-WBX-MC-EMP-COUNT' under the category 'WebEx MC with IM - Enterprise subscription (emp count)'. The interface includes instructions on how to add options and links for 'View My Selections', 'Configuration Guidance', and 'Enable Error Correction'. The main content area is divided into two steps: 'STEP 1: Select Item Category' and 'STEP 2: Choose Options and Select Desired Quantity Below'. Under 'STEP 1', there are two categories: 'Meeting Ctr Enterprise subscription' and 'Connect IM Federation'. Under 'STEP 2', there is a 'None Selected' option and four subscription options (S1, S2, S3, S4) with their respective prices and quantity ranges. At the bottom, there are buttons for 'Delete All', 'New Configuration', 'Save', and 'Check Configuration'.

Cisco Configuration Tool

CISCO Configure

You are logged in as: ERLERNER

Configurator Home Get Saved Configs LogOut HELP

Configuration Details Select Options Enter Options Classic Menu Option

L-WBX-MC-EMP-COUNT

WebEx MC with IM - Enterprise subscription (emp count) [View My Selections](#)

To add options, select item category on the left, then select options from the list displayed on the right. [Configuration Guidance](#) OFF

Use the [Cisco Feature Navigator](#) for software selection assistance. [Enable Error Correction](#)

STEP 1: Select Item Category STEP 2: Choose Options and Select Desired Quantity Below

Meeting Ctr Enterprise subscription This is an Enterprise Subscription - you will get WebEx services for every employee in the Enterprise. Refer to the Ordering Guide [Ordering Guide](#) to determine correct order quantity.

Connect IM Federation

None Selected

0 L-WBX-MC-EMP-S1 USD 210.00
Specify subscription qty in range 250-999

0 L-WBX-MC-EMP-S2 USD 195.00
Specify subscription qty in range 1,000-9,999

0 L-WBX-MC-EMP-S3 USD 165.00
Specify subscription qty in range 10,000-24,999

0 L-WBX-MC-EMP-S4 USD 130.00
Specify subscription qty in range 25,000 and above

Delete All New Configuration Save Check Configuration

If everything is correct, click Save to save the quote (Figure 20). You can also email, print, or download the quote to present to the customer.

Figure 21. Saving the Quote

The screenshot shows a web configurator interface. At the top, there are navigation links: [Configurator Home](#), [Back To Search Results](#), [Get Saved Configs](#), [LogOut](#), and [HELP](#). A large red message states: "You have successfully completed your configuration!". Below this, there are dropdown menus for "Price List" (Global Price List US Availability), "Service Level" (No Service), and "Service Length" (N/A). There are buttons for "Change BID" and "Update". A "Show Discount" section has radio buttons for "Yes" (selected) and "No".

Product Number and Description	% Discount	Qty	Estimated Price	Estimated Lead Time
L-WBX-EE-EMP-COUNT WebEx EE - Enterprise subscription (emp count)	0.0	1	USD 0.00	NPH until 19-DEC-2010
L-WBX-EE-EMP-S2 Specify EE subscription qty in range 1,000-9,999	0.0	1500	USD 352500.00	NPH until 19-DEC-2010

At the bottom, there are summary fields: "Estimated Lead Time: NPH" and "Estimated Price: USD 352,500.00". A row of buttons includes "Email Configuration", "Print", "Download", "Apply Discount", "New Configuration", "Edit Configuration", and "Save".

Placing an Order - Step-by-Step Instructions

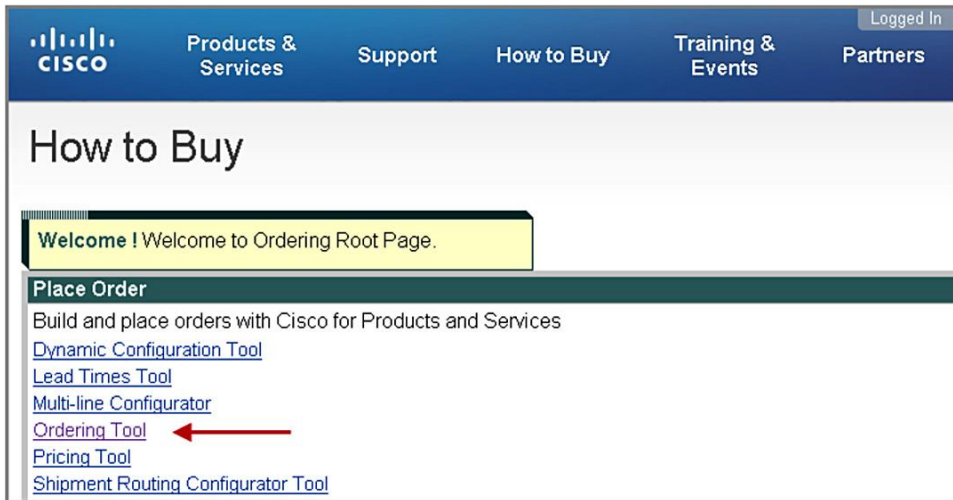
Step 1. Log in to the Ordering Tool.

Visit <http://www.cisco.com/en/US/partner/ordering/index.shtml>. You will need to log in using your Cisco.com credentials.

Step 2. Click on the Ordering Tool link.

Figure 21 shows how to open the Ordering Tool.

Figure 22. Opening the Ordering Tool



Step 3. Enter data in the relevant fields on the Create an Order form and click Continue.

Enter the Order Type, Product Discount, Service Discount, Intended Use, Purchase Order #, Requested Ship Date, and End User Company (Figure 22).

Figure 23. Entering Data in the Order Form

A screenshot of the 'Create an Order' form. The form contains the following fields and values: 'Order Type' (Internal Order), 'Price List' (Global Price List US Availability), 'Order Description' (empty text box), 'Product Discount' (42%), 'Service Discount' (42%), 'Intended Use' (Select One), 'Deal Id' (45678), 'Purchase Order #' (9101112), 'Requested Ship Date' (03/04/2011), 'Quote Number QN-' (empty), 'End User Country' (United States), 'Referral Reason' (To Refer (Select A Reason)), and 'For Federal Government?' (No). A 'Continue' button is located at the bottom right of the form.

Step 4. Enter the high-level part number in the Enter Product field and click Configure.

For this example, we will use the high-level part number L-WBX-MC3-EMP-CNT (Figure 23).

Figure 24. Entering the High-Level Part Number

Cisco Ordering Tool
CISCO Main Order Form

Ordering Tool Home | Address Book | HELP | Logout

Main Order Form | Header Details | ShipSets | All Order Details

Shipping: Billing: CISCO SYSTEMS INC FOR US ... PO BOX 641570CISCO SYTEMS SAN JOSE, Califor... United S...
Purchase Order Number: 4565451
Order ID: MP24091950
Requested Ship Date: 03/02/2011

Hardware Service Level: No Service Level Requested
Software Service Level: No Service Level Requested

Apply to new service lines only
Apply to all service lines

Enter, configure, and revise line item

Line #	Enter Product	Qty	Discount	Unit Price	Clear	Configure	Get Saved Config
New	L-WBX-MC3-EMP-CNT	1	90		Enter	Item Search	Service/Line Details

Line	Product	Qty	List Price	Contract	Discount	Unit Price	Extended Price	Status	Delete
1								New Line	<input type="checkbox"/>

Step 5. Select the product you'd like to order.

Figure 24 shows an example.

Figure 25. Selecting the Product to Order

Cisco Configuration Tool
CISCO Configure

Configuration Details | **Select Options** | Enter Options | Classic Menu Option

You are logged in as: ERMANNIN

L-WBX-MC3-EMP-CNT
WebEx MC with IM -3 yrs Enterprise subscription (emp count)

To add options, select item category on the left, then select options from the list displayed on the right.
Use the [Cisco Feature Navigator](#) for software selection assistance.

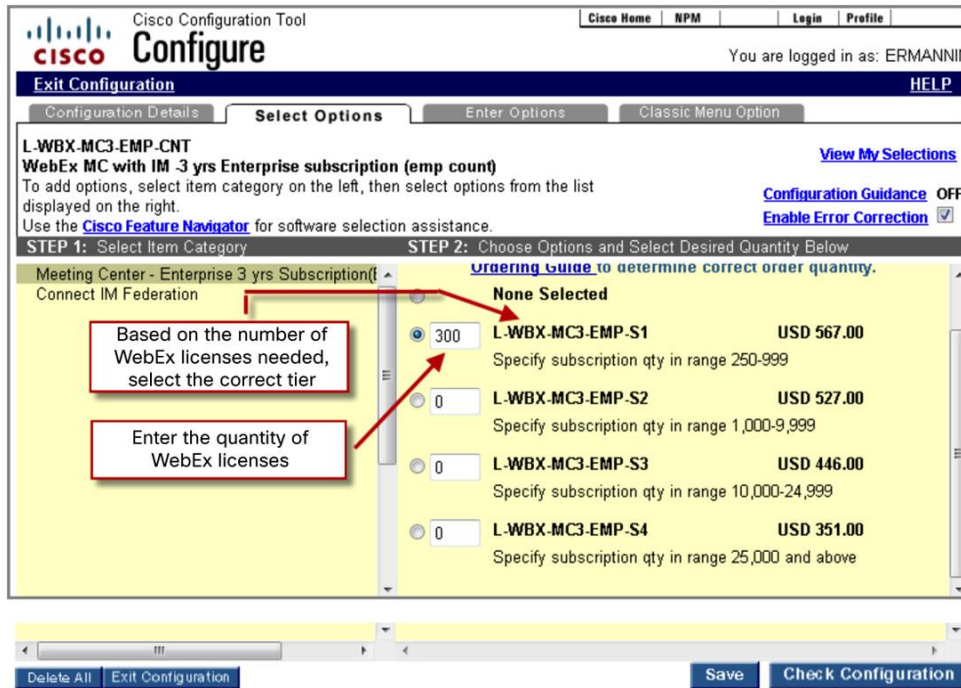
STEP 1: Select Item Category | STEP 2: Choose Options and Select Desired Quantity Below

- Meeting Center - Enterprise 3 yrs Subscription
- Connect IM Federation

Step 6. Select your option SKUs and quantities. Click Check Configuration when you are done.

Figure 25 illustrates selection the option SKUs and quantities.

Figure 26. Selecting SKUs and Quantities for Options



Step 7. Check the configuration to be sure it is accurate. Then click Add to Order to complete this portion of the order.

Note that high-level part SKUs are always \$0. The option SKUs will have pricing associated with them (see Figure 26).

Figure 27. Completing the Order

Product Number and Description	Qty	Price	Estimated Lead Time
L-WBX-MC3-EMP-CNT WebEx MC with IM -3 yrs Enterprise subscription (emp count)	1	USD 0.00	NPH until 17-MAY-11
L-WBX-MC3-EMP-S1 Specify subscription qty in range 250-999	300	USD 170100.00	NPH until 17-MAY-11

Estimated Lead Time: NPH Estimated Price: USD 170,100.00

Step 8. Click Submit to submit the order.

PAK Registration in SWIFT - Step-by-Step Instructions

Step 1. Log in to SWIFT.

Visit <http://www.cisco.com/en/US/partner/ordering/index.shtml>. You will need to log in with your Cisco.com credentials.

Step 2. Enter the PAK you received from Cisco via email, and then click Submit.

There is also a link to assist if you can't find the PAK (Figure 27).

Figure 28. Entering Your PAK

The screenshot shows the Cisco Product License Registration page. At the top, there is a navigation bar with links for Solutions, Products & Services, Ordering, Support, Training & Events, and Partner Center. Below this, the page title is 'Product License Registration' with a progress indicator showing four steps: 1. Enter a PAK Number (current step), 2. Validate Features, 3. Designate Licensee, and 4. Finish and Submit. A section titled 'Licenses Not Requiring a PAK' contains a link: 'If you do not have a Product Authorization Key (PAK), please click here for available licenses.' Below this, it lists available licenses: Evaluation/Demo Licenses, Cisco ASA 3DES/AES, ASA Anyconnect Mobile Demo, and PIX Firewall 3DES/AES. The 'Product Authorization Key (PAK)' section instructs the user to enter the PAK exactly as it appears on the label. A text input field is provided for the PAK, with a 'Go Back' button to the left and a 'Submit' button to the right. Below the input field, there are three example PAKs: 'Example 1: 4XCD#V###', 'Example 2: UNTY-2X-SJ-XXXXXX', and 'Example 3: CRS-3X-CQ-XXXXXX'. At the bottom of the page, there is a link for 'RMA License Transfer'.

Step 3. Check that the order matches what you submitted and designate the Licensee.

Once you have entered your PAK, you will be prompted to validate that the order matches what was submitted. From there, you will be taken to a page where you can designate the Licensee (Figure 28). Be sure to check the Licensee (End-User) box if you want the provisioning form to be filled out by the customer. If you would rather fill that form out yourself, you do not need to check this box.

Figure 29. Designating the Licensee

Step 4. Click Continue, make final edits on the page that appears, and submit the form.

Once the form is submitted, you (and the Licensee (End-User) you specified, if any) will each receive an email with a link to the Provisioning Marketfirst system (Figure 29).

Figure 30. Email with PAK and Link to Provisioning

```

*** IMPORTANT - DO NOT DISCARD THIS E-MAIL ***

You have received this email because your email address was provided to Cisco Systems during the registration process for a MC or EE
Named Host for Enterprise license key/file. Please read this email carefully and forward it with any attachments to the proper system
administrator if you are not the correct person in your organization that is working with these products.

*** Standard Product Code and ERP info - see below ****

Product Name      : L-WBX-EE1-NH
Product Qty       : 1
Product Authorization Key : PAK Goes Here
SO # associated with PAK : 887
PAK SKU           : L-WBX-EE1-NH

Options Included      Quantity
L-WBX-VOIP1-NH       1
L-WBX-EE1-NH-S1      25

PRODUCT PROVISIONING INSTRUCTIONS

If you have not completed the online provisioning form for WebEx Enterprise subscription, please do so by completing the form located
at Provisioning (Marketfirst) URL goes here... Completion of this form is required to activate your WebEx Enterprise
subscription. If you have any questions about this process, please send an email to webexgpl@cisco.com for a prompt response.
    
```


Appendix 1: All Part Numbers and Prices

Tables 8 through 14 list part numbers and prices for different offers and offer components.

Table 8. Employee Count prices and SKUs for all products

PID/SKU	Price (\$USD)	Description
L-WBX-MC-EMP-COUNT		WebEx MC with IM - Enterprise subscription (emp count)
L-WBX-MC-EMP-S1	\$210	Specify subscription qty in range 100-999
L-WBX-MC-EMP-S2	\$195	Specify subscription qty in range 1,000-9,999
L-WBX-MC-EMP-S3	\$165	Specify subscription qty in range 10,000-24,999
L-WBX-MC-EMP-S4	\$130	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM-FED	\$34	Connect AIM IM Federation - add-on on Connect IM offer
L-WBX-MC2-EMP-CNT		WebEx MC with IM -2 yrs Enterprise subscription (emp count)
L-WBX-MC2-EMP-S1	\$399	Specify subscription qty in range 100-999
L-WBX-MC2-EMP-S2	\$371	Specify subscription qty in range 1,000-9,999
L-WBX-MC2-EMP-S3	\$314	Specify subscription qty in range 10,000-24,999
L-WBX-MC2-EMP-S4	\$247	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM2-FED	\$65	Connect AIM IM Federation - 2 yrs add-on on Connect IM offer
L-WBX-MC3-EMP-CNT		WebEx MC with IM -3 yrs Enterprise subscription (emp count)
L-WBX-MC3-EMP-S1	\$567	Specify subscription qty in range 100-999
L-WBX-MC3-EMP-S2	\$527	Specify subscription qty in range 1,000-9,999
L-WBX-MC3-EMP-S3	\$446	Specify subscription qty in range 10,000-24,999
L-WBX-MC3-EMP-S4	\$351	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM3-FED	\$92	Connect AIM IM Federation - 3 yrs add-on on Connect IM offer
L-WBX-MC5-EMP-CNT		WebEx MC with IM -5 yrs Enterprise subscription (emp count)
L-WBX-MC5-EMP-S1	\$893	Specify subscription qty in range 100-999
L-WBX-MC5-EMP-S2	\$829	Specify subscription qty in range 1,000-9,999
L-WBX-MC5-EMP-S3	\$701	Specify subscription qty in range 10,000-24,999
L-WBX-MC5-EMP-S4	\$553	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM5-FED	\$145	Connect AIM IM Federation - 5 yrs add-on on Connect IM offer

L-WBX-EE-EMP-COUNT		WebEx EE with IM - Enterprise subscription (emp count)
L-WBX-EE-EMP-S1	\$250	Specify subscription qty in range 100-999
L-WBX-EE-EMP-S2	\$235	Specify subscription qty in range 1,000-9,999
L-WBX-EE-EMP-S3	\$200	Specify subscription qty in range 10,000-24,999
L-WBX-EE-EMP-S4	\$155	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM-FED	\$34	Connect AIM IM Federation - add-on on Connect IM offer
L-WBX-EE2-EMP-CNT		WebEx EE with IM - 2 yrs Enterprise subscription (emp count)
L-WBX-EE2-EMP-S1	\$475	Specify subscription qty in range 100-999
L-WBX-EE2-EMP-S2	\$447	Specify subscription qty in range 1,000-9,999
L-WBX-EE2-EMP-S3	\$380	Specify subscription qty in range 10,000-24,999
L-WBX-EE2-EMP-S4	\$295	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM2-FED	\$65	Connect AIM IM Federation - 3 yrs add-on on Connect IM offer
L-WBX-EE3-EMP-CNT		WebEx EE with IM - 3 yrs Enterprise subscription (emp count)
L-WBX-EE3-EMP-S1	\$675	Specify subscription qty in range 100-999
L-WBX-EE3-EMP-S2	\$635	Specify subscription qty in range 1,000-9,999
L-WBX-EE3-EMP-S3	\$540	Specify subscription qty in range 10,000-24,999
L-WBX-EE3-EMP-S4	\$419	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM3-FED	\$92	Connect AIM IM Federation - 3 yrs add-on on Connect IM offer
L-WBX-EE5-EMP-CNT		WebEx EE with IM - 5 yrs Enterprise subscription (emp count)
L-WBX-EE5-EMP-S1	\$1,063	Specify subscription qty in range 100-999
L-WBX-EE5-EMP-S2	\$999	Specify subscription qty in range 1,000-9,999
L-WBX-EE5-EMP-S3	\$850	Specify subscription qty in range 10,000-24,999
L-WBX-EE5-EMP-S4	\$659	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM5-FED	\$145	Connect AIM IM Federation - 5 yrs add-on on Connect IM offer

L-WBX-CON-IM		WebEx Connect IM - Enterprise subscription (emp count)
L-WBX-CON-IM-S1	42	Specify Connect IM subscription qty in range 100-999
L-WBX-CON-IM-S2	\$42	Specify Connect IM subscription qty in range 1,000-9,999
L-WBX-CON-IM-S3	\$27	Specify Connect IM subscription qty in range 10,000-24,999
L-WBX-CON-IM-S4	\$27	Specify Conn IM subscription qty in range 25,000 and above
L-WBX-CON-IM-FED	\$34	Connect AIM IM Federation - add-on on Connect IM offer
L-WBX-CON-IM2		WebEx Connect IM - 2 yrs Enterprise subscription (emp count)
L-WBX-CON-IM2-S1	\$80	Specify subscription qty in range 100-999
L-WBX-CON-IM2-S2	\$80	Specify subscription qty in range 1,000-9,999
L-WBX-CON-IM2-S3	\$51	Specify subscription qty in range 10,000-24,999
L-WBX-CON-IM2-S4	\$51	Specify subscription qty in range 25,000 and above
L-WBX-CON-IM2-FED	\$65	Connect AIM IM Federation - 2 yrs add-on on Connect IM offer
L-WBX-CON-IM3		WebEx Connect IM - 3 yrs Enterprise subscription (emp count)
L-WBX-CON-IM3-S1	\$113	Specify Connect IM subscription qty in range 100-999
L-WBX-CON-IM3-S2	\$113	Specify Connect IM subscription qty in range 1,000-9,999
L-WBX-CON-IM3-S3	\$73	Specify Connect IM subscription qty in range 10,000-24,999

L-WBX-CON-IM3-S4	\$73	Specify Conn IM subscription qty in range 25,000 and above
L-WBX-CON-IM3-FED	\$92	Connect AIM IM Federation - 3 yrs add-on on Connect IM offer
L-WBX-CON-IM5		WebEx Connect IM - 5 yrs Enterprise subscription (emp count)
L-WBX-CON-IM5-S1	\$179	Specify Connect IM subscription qty in range 100-999
L-WBX-CON-IM5-S2	\$179	Specify Connect IM subscription qty in range 1,000-9,999
L-WBX-CON-IM5-S3	\$115	Specify Connect IM subscription qty in range 10,000-24,999
L-WBX-CON-IM5-S4	\$115	Specify Conn IM subscription qty in range 25,000 and above
L-WBX-CON-IM5-FED	\$145	Connect AIM IM Federation - 5 yrs add-on on Connect IM offer

Table 9. Active Host prices and SKUs for all products

PID/SKU	Price (\$USD)	Description
L-WBX-MC-AH-S1	\$525	Specify subscription qty in range 100-999
L-WBX-MC-AH-S2	\$485	Specify subscription qty in range 1,000-9,999
L-WBX-MC-AH-S3	\$410	Specify subscription qty in range 10,000-24,999
L-WBX-MC-AH-S4	\$325	Specify subscription qty in range 25,000 and above
L-WBX-MC-ACT-HOST		WebEx MC with IM - Enterprise subscription (active host)
L-WBX-MC-AH-S1	\$525	Specify subscription qty in range 100-999
L-WBX-MC-AH-S2	\$485	Specify subscription qty in range 1,000-9,999
L-WBX-MC-AH-S3	\$410	Specify subscription qty in range 10,000-24,999
L-WBX-MC-AH-S4	\$325	Specify subscription qty in range 25,000 and above
L-WBX-EE-ACT-HOST		WebEx EE with IM - Enterprise subscription (active host)
L-WBX-EE-AH-S1	\$630	Specify subscription qty in range 100-999
L-WBX-EE-AH-S2	\$590	Specify subscription qty in range 1,000-9,999
L-WBX-EE-AH-S3	\$500	Specify subscription qty in range 10,000-24,999
L-WBX-EE-AH-S4	\$390	Specify subscription qty in range 25,000 and above

Table 10. Named Host prices and SKUs for WebEx Meeting Center

PID/SKU	Price (\$USD)	Description
L-WBX-MC1-NH		WebEx MC Named Host -1 year subscription
L-WBX-MC1-NH-S1	\$790	Specify subscription qty in range 25-999
L-WBX-MC1-NH-S2	\$790	Specify subscription qty in range 25-999
L-WBX-MC1-NH-S3	\$475	Specify subscription qty in range 1,000-4,999
L-WBX-MC1-NH-S4	\$280	Specify subscription qty in range 5,000 and above
L-WBX-MC2-NH		WebEx MC Named Host -2 year subscription
L-WBX-MC2-NH-S1	\$1,500	Specify subscription qty in range 25-999
L-WBX-MC2-NH-S2	\$1,500	Specify subscription qty in range 25-999
L-WBX-MC2-NH-S3	\$905	Specify subscription qty in range 1,000-4,999
L-WBX-MC2-NH-S4	\$530	Specify subscription qty in range 5,000 and above
L-WBX-MC3-NH		WebEx MC Named Host -3 year subscription
L-WBX-MC3-NH-S1	\$2,135	Specify subscription qty in range 25-999
L-WBX-MC3-NH-S2	\$2,135	Specify subscription qty in range 25-999

L-WBX-MC3-NH-S3	\$1,285	Specify subscription qty in range 1,000-4,999
L-WBX-MC3-NH-S4	\$755	Specify subscription qty in range 5,000 and above
L-WBX-MC5-NH		WebEx MC Named Host -5 year subscription
L-WBX-MC5-NH-S1	\$3,358	Specify subscription qty in range 25-999
L-WBX-MC5-NH-S2	\$3,358	Specify subscription qty in range 25-999
L-WBX-MC5-NH-S3	\$2,019	Specify subscription qty in range 1,000-4,999
L-WBX-MC5-NH-S4	\$1,190	Specify subscription qty in range 5,000 and above
L-WBX-MC-NH-MNTH		
L-WBX-MC-S1-MNTH		Select to add Named Hosts to existing accts (5-999 qty)
L-WBX-MC-S1-MNTH59	\$3,302	Use this SKU if 59 month is left for renewal
L-WBX-MC-S1-MNTH58	\$3,246	Use this SKU if 58 month is left for renewal
L-WBX-MC-S1-MNTH57	\$3,190	Use this SKU if 57 month is left for renewal
L-WBX-MC-S1-MNTH56	\$3,134	Use this SKU if 56 month is left for renewal
L-WBX-MC-S1-MNTH55	\$3,078	Use this SKU if 55 month is left for renewal
L-WBX-MC-S1-MNTH54	\$3,022	Use this SKU if 54 month is left for renewal
L-WBX-MC-S1-MNTH53	\$2,966	Use this SKU if 53 month is left for renewal
L-WBX-MC-S1-MNTH52	\$2,910	Use this SKU if 52 month is left for renewal
L-WBX-MC-S1-MNTH51	\$2,854	Use this SKU if 51 month is left for renewal
L-WBX-MC-S1-MNTH50	\$2,798	Use this SKU if 50 month is left for renewal
L-WBX-MC-S1-MNTH49	\$2,742	Use this SKU if 49 month is left for renewal
L-WBX-MC-S1-MNTH48	\$2,686	Use this SKU if 48 month is left for renewal
L-WBX-MC-S1-MNTH47	\$2,630	Use this SKU if 47 month is left for renewal
L-WBX-MC-S1-MNTH46	\$2,574	Use this SKU if 46 month is left for renewal
L-WBX-MC-S1-MNTH45	\$2,519	Use this SKU if 45 month is left for renewal
L-WBX-MC-S1-MNTH44	\$2,463	Use this SKU if 44 month is left for renewal
L-WBX-MC-S1-MNTH43	\$2,407	Use this SKU if 43 month is left for renewal
L-WBX-MC-S1-MNTH42	\$2,351	Use this SKU if 42 month is left for renewal
L-WBX-MC-S1-MNTH41	\$2,295	Use this SKU if 41 month is left for renewal
L-WBX-MC-S1-MNTH40	\$2,239	Use this SKU if 40 month is left for renewal
L-WBX-MC-S1-MNTH39	\$2,183	Use this SKU if 39 month is left for renewal
L-WBX-MC-S1-MNTH38	\$2,127	Use this SKU if 38 month is left for renewal
L-WBX-MC-S1-MNTH37	\$2,071	Use this SKU if 37 month is left for renewal
L-WBX-MC-S1-MNTH36	\$2,015	Use this SKU if 36 month is left for renewal
L-WBX-MC-S1-MNTH35	\$2,076	Use this SKU if 35 month is left for renewal
L-WBX-MC-S1-MNTH34	\$2,016	Use this SKU if 34 month is left for renewal
L-WBX-MC-S1-MNTH33	\$1,957	Use this SKU if 33 month is left for renewal
L-WBX-MC-S1-MNTH32	\$1,898	Use this SKU if 32 month is left for renewal
L-WBX-MC-S1-MNTH31	\$1,838	Use this SKU if 31 month is left for renewal
L-WBX-MC-S1-MNTH30	\$1,779	Use this SKU if 30 month is left for renewal
L-WBX-MC-S1-MNTH29	\$1,720	Use this SKU if 29 month is left for renewal

L-WBX-MC-S1-MNTH28	\$1,661	Use this SKU if 28 month is left for renewal
L-WBX-MC-S1-MNTH27	\$1,601	Use this SKU if 27 month is left for renewal
L-WBX-MC-S1-MNTH26	\$1,542	Use this SKU if 26 month is left for renewal
L-WBX-MC-S1-MNTH25	\$1,483	Use this SKU if 25 month is left for renewal
L-WBX-MC-S1-MNTH24	\$1,447	Use this SKU if 24 month is left for renewal
L-WBX-MC-S1-MNTH23	\$1,411	Use this SKU if 23 month is left for renewal
L-WBX-MC-S1-MNTH22	\$1,375	Use this SKU if 22 month is left for renewal
L-WBX-MC-S1-MNTH21	\$1,313	Use this SKU if 21 month is left for renewal
L-WBX-MC-S1-MNTH20	\$1,250	Use this SKU if 20 month is left for renewal
L-WBX-MC-S1-MNTH19	\$1,188	Use this SKU if 19 month is left for renewal
L-WBX-MC-S1-MNTH18	\$1,125	Use this SKU if 18 month is left for renewal
L-WBX-MC-S1-MNTH17	\$1,063	Use this SKU if 17 month is left for renewal
L-WBX-MC-S1-MNTH16	\$1,000	Use this SKU if 16 month is left for renewal
L-WBX-MC-S1-MNTH15	\$938	Use this SKU if 15 month is left for renewal
L-WBX-MC-S1-MNTH14	\$875	Use this SKU if 14 month is left for renewal
L-WBX-MC-S1-MNTH13	\$813	Use this SKU if 13 month is left for renewal
L-WBX-MC-S1-MNTH12	\$750	Use this SKU if 12 month is left for renewal
L-WBX-MC-S1-MNTH11	\$724	Use this SKU if 11 month is left for renewal
L-WBX-MC-S1-MNTH10	\$658	Use this SKU if 10 month is left for renewal
L-WBX-MC-S1-MNTH9	\$593	Use this SKU if 9 month is left for renewal
L-WBX-MC-S1-MNTH8	\$527	Use this SKU if 8 month is left for renewal
L-WBX-MC-S1-MNTH7	\$461	Use this SKU if 7 month is left for renewal
L-WBX-MC-S1-MNTH6	\$395	Use this SKU if 6 month is left for renewal
L-WBX-MC-S1-MNTH5	\$329	Use this SKU if 5 month is left for renewal
L-WBX-MC-S1-MNTH4	\$263	Use this SKU if 4 month is left for renewal
L-WBX-MC-S1-MNTH3	\$198	Use this SKU if 3 month is left for renewal
L-WBX-MC-S1-MNTH2	\$132	Use this SKU if 2 month is left for renewal
L-WBX-MC-S1-MNTH1	\$66	Use this SKU if 1 month is left for renewal
L-WBX-MC-S2-MNTH		Select to add Named Hosts to existing accts (5-999 qty)
L-WBX-MC-S2-MNTH59	\$3,302	Use this SKU if 59 month is left for renewal
L-WBX-MC-S2-MNTH58	\$3,246	Use this SKU if 58 month is left for renewal
L-WBX-MC-S2-MNTH57	\$3,190	Use this SKU if 57 month is left for renewal
L-WBX-MC-S2-MNTH56	\$3,134	Use this SKU if 56 month is left for renewal
L-WBX-MC-S2-MNTH55	\$3,078	Use this SKU if 55 month is left for renewal
L-WBX-MC-S2-MNTH54	\$3,022	Use this SKU if 54 month is left for renewal
L-WBX-MC-S2-MNTH53	\$2,966	Use this SKU if 53 month is left for renewal
L-WBX-MC-S2-MNTH52	\$2,910	Use this SKU if 52 month is left for renewal
L-WBX-MC-S2-MNTH51	\$2,854	Use this SKU if 51 month is left for renewal
L-WBX-MC-S2-MNTH50	\$2,798	Use this SKU if 50 month is left for renewal
L-WBX-MC-S2-MNTH49	\$2,742	Use this SKU if 49 month is left for renewal

L-WBX-MC-S2-MNTH48	\$2,686	Use this SKU if 48 month is left for renewal
L-WBX-MC-S2-MNTH47	\$2,630	Use this SKU if 47 month is left for renewal
L-WBX-MC-S2-MNTH46	\$2,574	Use this SKU if 46 month is left for renewal
L-WBX-MC-S2-MNTH45	\$2,519	Use this SKU if 45 month is left for renewal
L-WBX-MC-S2-MNTH44	\$2,463	Use this SKU if 44 month is left for renewal
L-WBX-MC-S2-MNTH43	\$2,407	Use this SKU if 43 month is left for renewal
L-WBX-MC-S2-MNTH42	\$2,351	Use this SKU if 42 month is left for renewal
L-WBX-MC-S2-MNTH41	\$2,295	Use this SKU if 41 month is left for renewal
L-WBX-MC-S2-MNTH40	\$2,239	Use this SKU if 40 month is left for renewal
L-WBX-MC-S2-MNTH39	\$2,183	Use this SKU if 39 month is left for renewal
L-WBX-MC-S2-MNTH38	\$2,127	Use this SKU if 38 month is left for renewal
L-WBX-MC-S2-MNTH37	\$2,071	Use this SKU if 37 month is left for renewal
L-WBX-MC-S2-MNTH36	\$2,015	Use this SKU if 36 month is left for renewal
L-WBX-MC-S2-MNTH35	\$2,076	Use this SKU if 35 month is left for renewal
L-WBX-MC-S2-MNTH34	\$2,016	Use this SKU if 34 month is left for renewal
L-WBX-MC-S2-MNTH33	\$1,957	Use this SKU if 33 month is left for renewal
L-WBX-MC-S2-MNTH32	\$1,898	Use this SKU if 32 month is left for renewal
L-WBX-MC-S2-MNTH31	\$1,838	Use this SKU if 31 month is left for renewal
L-WBX-MC-S2-MNTH30	\$1,779	Use this SKU if 30 month is left for renewal
L-WBX-MC-S2-MNTH29	\$1,720	Use this SKU if 29 month is left for renewal
L-WBX-MC-S2-MNTH28	\$1,661	Use this SKU if 28 month is left for renewal
L-WBX-MC-S2-MNTH27	\$1,601	Use this SKU if 27 month is left for renewal
L-WBX-MC-S2-MNTH26	\$1,542	Use this SKU if 26 month is left for renewal
L-WBX-MC-S2-MNTH25	\$1,483	Use this SKU if 25 month is left for renewal
L-WBX-MC-S2-MNTH24	\$1,447	Use this SKU if 24 month is left for renewal
L-WBX-MC-S2-MNTH23	\$1,411	Use this SKU if 23 month is left for renewal
L-WBX-MC-S2-MNTH22	\$1,375	Use this SKU if 22 month is left for renewal
L-WBX-MC-S2-MNTH21	\$1,313	Use this SKU if 21 month is left for renewal
L-WBX-MC-S2-MNTH20	\$1,250	Use this SKU if 20 month is left for renewal
L-WBX-MC-S2-MNTH19	\$1,188	Use this SKU if 19 month is left for renewal
L-WBX-MC-S2-MNTH18	\$1,125	Use this SKU if 18 month is left for renewal
L-WBX-MC-S2-MNTH17	\$1,063	Use this SKU if 17 month is left for renewal
L-WBX-MC-S2-MNTH16	\$1,000	Use this SKU if 16 month is left for renewal
L-WBX-MC-S2-MNTH15	\$938	Use this SKU if 15 month is left for renewal
L-WBX-MC-S2-MNTH14	\$875	Use this SKU if 14 month is left for renewal
L-WBX-MC-S2-MNTH13	\$813	Use this SKU if 13 month is left for renewal
L-WBX-MC-S2-MNTH12	\$750	Use this SKU if 12 month is left for renewal
L-WBX-MC-S2-MNTH11	\$724	Use this SKU if 11 month is left for renewal
L-WBX-MC-S2-MNTH10	\$658	Use this SKU if 10 month is left for renewal
L-WBX-MC-S2-MNTH9	\$593	Use this SKU if 9 month is left for renewal

L-WBX-MC-S2-MNTH8	\$527	Use this SKU if 8 month is left for renewal
L-WBX-MC-S2-MNTH7	\$461	Use this SKU if 7 month is left for renewal
L-WBX-MC-S2-MNTH6	\$395	Use this SKU if 6 month is left for renewal
L-WBX-MC-S2-MNTH5	\$329	Use this SKU if 5 month is left for renewal
L-WBX-MC-S2-MNTH4	\$263	Use this SKU if 4 month is left for renewal
L-WBX-MC-S2-MNTH3	\$198	Use this SKU if 3 month is left for renewal
L-WBX-MC-S2-MNTH2	\$132	Use this SKU if 2 month is left for renewal
L-WBX-MC-S2-MNTH1	\$66	Use this SKU if 1 month is left for renewal
L-WBX-MC-S3-MNTH		Select to add Named Hosts to existing accts (1000-4999 qty.)
L-WBX-MC-S3-MNTH59	\$1,985	Use this SKU if 59 month is left for renewal
L-WBX-MC-S3-MNTH58	\$1,952	Use this SKU if 58 month is left for renewal
L-WBX-MC-S3-MNTH57	\$1,918	Use this SKU if 57 month is left for renewal
L-WBX-MC-S3-MNTH56	\$1,884	Use this SKU if 56 month is left for renewal
L-WBX-MC-S3-MNTH55	\$1,851	Use this SKU if 55 month is left for renewal
L-WBX-MC-S3-MNTH54	\$1,817	Use this SKU if 54 month is left for renewal
L-WBX-MC-S3-MNTH53	\$1,783	Use this SKU if 53 month is left for renewal
L-WBX-MC-S3-MNTH52	\$1,750	Use this SKU if 52 month is left for renewal
L-WBX-MC-S3-MNTH51	\$1,716	Use this SKU if 51 month is left for renewal
L-WBX-MC-S3-MNTH50	\$1,683	Use this SKU if 50 month is left for renewal
L-WBX-MC-S3-MNTH49	\$1,649	Use this SKU if 49 month is left for renewal
L-WBX-MC-S3-MNTH48	\$1,615	Use this SKU if 48 month is left for renewal
L-WBX-MC-S3-MNTH47	\$1,582	Use this SKU if 47 month is left for renewal
L-WBX-MC-S3-MNTH46	\$1,548	Use this SKU if 46 month is left for renewal
L-WBX-MC-S3-MNTH45	\$1,514	Use this SKU if 45 month is left for renewal
L-WBX-MC-S3-MNTH44	\$1,481	Use this SKU if 44 month is left for renewal
L-WBX-MC-S3-MNTH43	\$1,447	Use this SKU if 43 month is left for renewal
L-WBX-MC-S3-MNTH42	\$1,413	Use this SKU if 42 month is left for renewal
L-WBX-MC-S3-MNTH41	\$1,380	Use this SKU if 41 month is left for renewal
L-WBX-MC-S3-MNTH40	\$1,346	Use this SKU if 40 month is left for renewal
L-WBX-MC-S3-MNTH39	\$1,312	Use this SKU if 39 month is left for renewal
L-WBX-MC-S3-MNTH38	\$1,279	Use this SKU if 38 month is left for renewal
L-WBX-MC-S3-MNTH37	\$1,245	Use this SKU if 37 month is left for renewal
L-WBX-MC-S3-MNTH36	\$1,211	Use this SKU if 36 month is left for renewal
L-WBX-MC-S3-MNTH35	\$1,249	Use this SKU if 35 month is left for renewal
L-WBX-MC-S3-MNTH34	\$1,214	Use this SKU if 34 month is left for renewal
L-WBX-MC-S3-MNTH33	\$1,178	Use this SKU if 33 month is left for renewal
L-WBX-MC-S3-MNTH32	\$1,142	Use this SKU if 32 month is left for renewal
L-WBX-MC-S3-MNTH31	\$1,107	Use this SKU if 31 month is left for renewal
L-WBX-MC-S3-MNTH30	\$1,071	Use this SKU if 30 month is left for renewal
L-WBX-MC-S3-MNTH29	\$1,035	Use this SKU if 29 month is left for renewal

L-WBX-MC-S3-MNTH28	\$999	Use this SKU if 28 month is left for renewal
L-WBX-MC-S3-MNTH27	\$964	Use this SKU if 27 month is left for renewal
L-WBX-MC-S3-MNTH26	\$928	Use this SKU if 26 month is left for renewal
L-WBX-MC-S3-MNTH25	\$892	Use this SKU if 25 month is left for renewal
L-WBX-MC-S3-MNTH24	\$871	Use this SKU if 24 month is left for renewal
L-WBX-MC-S3-MNTH23	\$851	Use this SKU if 23 month is left for renewal
L-WBX-MC-S3-MNTH22	\$830	Use this SKU if 22 month is left for renewal
L-WBX-MC-S3-MNTH21	\$792	Use this SKU if 21 month is left for renewal
L-WBX-MC-S3-MNTH20	\$754	Use this SKU if 20 month is left for renewal
L-WBX-MC-S3-MNTH19	\$716	Use this SKU if 19 month is left for renewal
L-WBX-MC-S3-MNTH18	\$679	Use this SKU if 18 month is left for renewal
L-WBX-MC-S3-MNTH17	\$641	Use this SKU if 17 month is left for renewal
L-WBX-MC-S3-MNTH16	\$603	Use this SKU if 16 month is left for renewal
L-WBX-MC-S3-MNTH15	\$566	Use this SKU if 15 month is left for renewal
L-WBX-MC-S3-MNTH14	\$528	Use this SKU if 14 month is left for renewal
L-WBX-MC-S3-MNTH13	\$490	Use this SKU if 13 month is left for renewal
L-WBX-MC-S3-MNTH12	\$453	Use this SKU if 12 month is left for renewal
L-WBX-MC-S3-MNTH11	\$435	Use this SKU if 11 month is left for renewal
L-WBX-MC-S3-MNTH10	\$396	Use this SKU if 10 month is left for renewal
L-WBX-MC-S3-MNTH9	\$356	Use this SKU if 9 month is left for renewal
L-WBX-MC-S3-MNTH8	\$317	Use this SKU if 8 month is left for renewal
L-WBX-MC-S3-MNTH7	\$277	Use this SKU if 7 month is left for renewal
L-WBX-MC-S3-MNTH6	\$238	Use this SKU if 6 month is left for renewal
L-WBX-MC-S3-MNTH5	\$198	Use this SKU if 5 month is left for renewal
L-WBX-MC-S3-MNTH4	\$158	Use this SKU if 4 month is left for renewal
L-WBX-MC-S3-MNTH3	\$119	Use this SKU if 3 month is left for renewal
L-WBX-MC-S3-MNTH2	\$79	Use this SKU if 2 month is left for renewal
L-WBX-MC-S3-MNTH1	\$40	Use this SKU if 1 month is left for renewal
L-WBX-MC-S4-MNTH		Select to add Named Hosts to existing accts (5000+ qty.)
L-WBX-MC-S4-MNTH59	\$1,170	Use this SKU if 59 month is left for renewal
L-WBX-MC-S4-MNTH58	\$1,150	Use this SKU if 58 month is left for renewal
L-WBX-MC-S4-MNTH57	\$1,131	Use this SKU if 57 month is left for renewal
L-WBX-MC-S4-MNTH56	\$1,111	Use this SKU if 56 month is left for renewal
L-WBX-MC-S4-MNTH55	\$1,091	Use this SKU if 55 month is left for renewal
L-WBX-MC-S4-MNTH54	\$1,071	Use this SKU if 54 month is left for renewal
L-WBX-MC-S4-MNTH53	\$1,051	Use this SKU if 53 month is left for renewal
L-WBX-MC-S4-MNTH52	\$1,031	Use this SKU if 52 month is left for renewal
L-WBX-MC-S4-MNTH51	\$1,012	Use this SKU if 51 month is left for renewal
L-WBX-MC-S4-MNTH50	\$992	Use this SKU if 50 month is left for renewal
L-WBX-MC-S4-MNTH49	\$972	Use this SKU if 49 month is left for renewal

L-WBX-MC-S4-MNTH48	\$952	Use this SKU if 48 month is left for renewal
L-WBX-MC-S4-MNTH47	\$932	Use this SKU if 47 month is left for renewal
L-WBX-MC-S4-MNTH46	\$912	Use this SKU if 46 month is left for renewal
L-WBX-MC-S4-MNTH45	\$893	Use this SKU if 45 month is left for renewal
L-WBX-MC-S4-MNTH44	\$873	Use this SKU if 44 month is left for renewal
L-WBX-MC-S4-MNTH43	\$853	Use this SKU if 43 month is left for renewal
L-WBX-MC-S4-MNTH42	\$833	Use this SKU if 42 month is left for renewal
L-WBX-MC-S4-MNTH41	\$813	Use this SKU if 41 month is left for renewal
L-WBX-MC-S4-MNTH40	\$793	Use this SKU if 40 month is left for renewal
L-WBX-MC-S4-MNTH39	\$774	Use this SKU if 39 month is left for renewal
L-WBX-MC-S4-MNTH38	\$754	Use this SKU if 38 month is left for renewal
L-WBX-MC-S4-MNTH37	\$734	Use this SKU if 37 month is left for renewal
L-WBX-MC-S4-MNTH36	\$714	Use this SKU if 36 month is left for renewal
L-WBX-MC-S4-MNTH35	\$734	Use this SKU if 35 month is left for renewal
L-WBX-MC-S4-MNTH34	\$713	Use this SKU if 34 month is left for renewal
L-WBX-MC-S4-MNTH33	\$692	Use this SKU if 33 month is left for renewal
L-WBX-MC-S4-MNTH32	\$671	Use this SKU if 32 month is left for renewal
L-WBX-MC-S4-MNTH31	\$650	Use this SKU if 31 month is left for renewal
L-WBX-MC-S4-MNTH30	\$629	Use this SKU if 30 month is left for renewal
L-WBX-MC-S4-MNTH29	\$608	Use this SKU if 29 month is left for renewal
L-WBX-MC-S4-MNTH28	\$587	Use this SKU if 28 month is left for renewal
L-WBX-MC-S4-MNTH27	\$566	Use this SKU if 27 month is left for renewal
L-WBX-MC-S4-MNTH26	\$545	Use this SKU if 26 month is left for renewal
L-WBX-MC-S4-MNTH25	\$524	Use this SKU if 25 month is left for renewal
L-WBX-MC-S4-MNTH24	\$511	Use this SKU if 24 month is left for renewal
L-WBX-MC-S4-MNTH23	\$499	Use this SKU if 23 month is left for renewal
L-WBX-MC-S4-MNTH22	\$486	Use this SKU if 22 month is left for renewal
L-WBX-MC-S4-MNTH21	\$464	Use this SKU if 21 month is left for renewal
L-WBX-MC-S4-MNTH20	\$442	Use this SKU if 20 month is left for renewal
L-WBX-MC-S4-MNTH19	\$420	Use this SKU if 19 month is left for renewal
L-WBX-MC-S4-MNTH18	\$398	Use this SKU if 18 month is left for renewal
L-WBX-MC-S4-MNTH17	\$375	Use this SKU if 17 month is left for renewal
L-WBX-MC-S4-MNTH16	\$353	Use this SKU if 16 month is left for renewal
L-WBX-MC-S4-MNTH15	\$331	Use this SKU if 15 month is left for renewal
L-WBX-MC-S4-MNTH14	\$309	Use this SKU if 14 month is left for renewal
L-WBX-MC-S4-MNTH13	\$287	Use this SKU if 13 month is left for renewal
L-WBX-MC-S4-MNTH12	\$265	Use this SKU if 12 month is left for renewal
L-WBX-MC-S4-MNTH11	\$257	Use this SKU if 11 month is left for renewal
L-WBX-MC-S4-MNTH10	\$233	Use this SKU if 10 month is left for renewal
L-WBX-MC-S4-MNTH9	\$210	Use this SKU if 9 month is left for renewal

L-WBX-MC-S4-MNTH8	\$187	Use this SKU if 8 month is left for renewal
L-WBX-MC-S4-MNTH7	\$163	Use this SKU if 7 month is left for renewal
L-WBX-MC-S4-MNTH6	\$140	Use this SKU if 6 month is left for renewal
L-WBX-MC-S4-MNTH5	\$117	Use this SKU if 5 month is left for renewal
L-WBX-MC-S4-MNTH4	\$93	Use this SKU if 4 month is left for renewal
L-WBX-MC-S4-MNTH3	\$70	Use this SKU if 3 month is left for renewal
L-WBX-MC-S4-MNTH2	\$47	Use this SKU if 2 month is left for renewal
L-WBX-MC-S4-MNTH1	\$23	Use this SKU if 1 month is left for renewal

Table 11. Named Host Prices and SKUs for Enterprise Edition

PID/SKU	Price (\$USD)	Description
L-WBX-EE1-NH		WebEx EE Named Host -1 year subscription
L-WBX-EE1-NH-S1	\$1,030	Specify subscription qty in range 25-999
L-WBX-EE1-NH-S2	\$1,030	Specify subscription qty in range 25-999
L-WBX-EE1-NH-S3	\$755	Specify subscription qty in range 1,000-4,999
L-WBX-EE1-NH-S4	\$500	Specify subscription qty in range 5,000 and above
L-WBX-EE2-NH		WebEx EE Named Host -2 year subscription
L-WBX-EE2-NH-S1	\$1,955	Specify subscription qty in range 25-999
L-WBX-EE2-NH-S2	\$1,955	Specify subscription qty in range 25-999
L-WBX-EE2-NH-S3	\$1,435	Specify subscription qty in range 1,000-4,999
L-WBX-EE2-NH-S4	\$950	Specify subscription qty in range 5,000 and above
L-WBX-EE3-NH		WebEx EE Named Host -3 year subscription
L-WBX-EE3-NH-S1	\$2,780	Specify subscription qty in range 25-999
L-WBX-EE3-NH-S2	\$2,780	Specify subscription qty in range 25-999
L-WBX-EE3-NH-S3	\$2,040	Specify subscription qty in range 1,000-4,999
L-WBX-EE3-NH-S4	\$1,350	Specify subscription qty in range 5,000 and above
L-WBX-EE5-NH		WebEx EE Named Host -5 year subscription
L-WBX-EE5-NH-S1	\$4,378	Specify subscription qty in range 25-249
L-WBX-EE5-NH-S2	\$4,378	Specify subscription qty in range 250-999
L-WBX-EE5-NH-S3	\$3,209	Specify subscription qty in range 1,000-4,999
L-WBX-EE5-NH-S4	\$2,125	Specify subscription qty in range 5,000 and above
L-WBX-EE-NH-MNTH		SKUs to up-sell EE Named Host in the middle of billing cycle
L-WBX-EE-S1-MNTH		Select to add Named Hosts to existing accts (5-999 qty)
L-WBX-EE-S1-MNTH59	\$4,305	Use this SKU if 59 month is left for renewal
L-WBX-EE-S1-MNTH58	\$4,232	Use this SKU if 58 month is left for renewal
L-WBX-EE-S1-MNTH57	\$4,159	Use this SKU if 57 month is left for renewal
L-WBX-EE-S1-MNTH56	\$4,086	Use this SKU if 56 month is left for renewal
L-WBX-EE-S1-MNTH55	\$4,013	Use this SKU if 55 month is left for renewal
L-WBX-EE-S1-MNTH54	\$3,940	Use this SKU if 54 month is left for renewal

L-WBX-EE-S1-MNTH53	\$3,867	Use this SKU if 53 month is left for renewal
L-WBX-EE-S1-MNTH52	\$3,794	Use this SKU if 52 month is left for renewal
L-WBX-EE-S1-MNTH51	\$3,721	Use this SKU if 51 month is left for renewal
L-WBX-EE-S1-MNTH50	\$3,648	Use this SKU if 50 month is left for renewal
L-WBX-EE-S1-MNTH49	\$3,575	Use this SKU if 49 month is left for renewal
L-WBX-EE-S1-MNTH48	\$3,502	Use this SKU if 48 month is left for renewal
L-WBX-EE-S1-MNTH47	\$3,429	Use this SKU if 47 month is left for renewal
L-WBX-EE-S1-MNTH46	\$3,356	Use this SKU if 46 month is left for renewal
L-WBX-EE-S1-MNTH45	\$3,283	Use this SKU if 45 month is left for renewal
L-WBX-EE-S1-MNTH44	\$3,210	Use this SKU if 44 month is left for renewal
L-WBX-EE-S1-MNTH43	\$3,137	Use this SKU if 43 month is left for renewal
L-WBX-EE-S1-MNTH42	\$3,064	Use this SKU if 42 month is left for renewal
L-WBX-EE-S1-MNTH41	\$2,991	Use this SKU if 41 month is left for renewal
L-WBX-EE-S1-MNTH40	\$2,918	Use this SKU if 40 month is left for renewal
L-WBX-EE-S1-MNTH39	\$2,845	Use this SKU if 39 month is left for renewal
L-WBX-EE-S1-MNTH38	\$2,772	Use this SKU if 38 month is left for renewal
L-WBX-EE-S1-MNTH37	\$2,699	Use this SKU if 37 month is left for renewal
L-WBX-EE-S1-MNTH36	\$2,627	Use this SKU if 36 month is left for renewal
L-WBX-EE-S1-MNTH35	\$2,703	Use this SKU if 35 month is left for renewal
L-WBX-EE-S1-MNTH34	\$2,626	Use this SKU if 34 month is left for renewal
L-WBX-EE-S1-MNTH33	\$2,548	Use this SKU if 33 month is left for renewal
L-WBX-EE-S1-MNTH32	\$2,471	Use this SKU if 32 month is left for renewal
L-WBX-EE-S1-MNTH31	\$2,394	Use this SKU if 31 month is left for renewal
L-WBX-EE-S1-MNTH30	\$2,317	Use this SKU if 30 month is left for renewal
L-WBX-EE-S1-MNTH29	\$2,239	Use this SKU if 29 month is left for renewal
L-WBX-EE-S1-MNTH28	\$2,162	Use this SKU if 28 month is left for renewal
L-WBX-EE-S1-MNTH27	\$2,085	Use this SKU if 27 month is left for renewal
L-WBX-EE-S1-MNTH26	\$2,008	Use this SKU if 26 month is left for renewal
L-WBX-EE-S1-MNTH25	\$1,931	Use this SKU if 25 month is left for renewal
L-WBX-EE-S1-MNTH24	\$1,884	Use this SKU if 24 month is left for renewal
L-WBX-EE-S1-MNTH23	\$1,838	Use this SKU if 23 month is left for renewal
L-WBX-EE-S1-MNTH22	\$1,792	Use this SKU if 22 month is left for renewal
L-WBX-EE-S1-MNTH21	\$1,711	Use this SKU if 21 month is left for renewal
L-WBX-EE-S1-MNTH20	\$1,629	Use this SKU if 20 month is left for renewal
L-WBX-EE-S1-MNTH19	\$1,548	Use this SKU if 19 month is left for renewal
L-WBX-EE-S1-MNTH18	\$1,466	Use this SKU if 18 month is left for renewal
L-WBX-EE-S1-MNTH17	\$1,385	Use this SKU if 17 month is left for renewal
L-WBX-EE-S1-MNTH16	\$1,303	Use this SKU if 16 month is left for renewal
L-WBX-EE-S1-MNTH15	\$1,222	Use this SKU if 15 month is left for renewal
L-WBX-EE-S1-MNTH14	\$1,140	Use this SKU if 14 month is left for renewal

L-WBX-EE-S1-MNTH13	\$1,059	Use this SKU if 13 month is left for renewal
L-WBX-EE-S1-MNTH12	\$978	Use this SKU if 12 month is left for renewal
L-WBX-EE-S1-MNTH11	\$944	Use this SKU if 11 month is left for renewal
L-WBX-EE-S1-MNTH10	\$858	Use this SKU if 10 month is left for renewal
L-WBX-EE-S1-MNTH9	\$773	Use this SKU if 9 month is left for renewal
L-WBX-EE-S1-MNTH8	\$687	Use this SKU if 8 month is left for renewal
L-WBX-EE-S1-MNTH7	\$601	Use this SKU if 7 month is left for renewal
L-WBX-EE-S1-MNTH6	\$515	Use this SKU if 6 month is left for renewal
L-WBX-EE-S1-MNTH5	\$429	Use this SKU if 5 month is left for renewal
L-WBX-EE-S1-MNTH4	\$343	Use this SKU if 4 month is left for renewal
L-WBX-EE-S1-MNTH3	\$258	Use this SKU if 3 month is left for renewal
L-WBX-EE-S1-MNTH2	\$172	Use this SKU if 2 month is left for renewal
L-WBX-EE-S1-MNTH1	\$86	Use this SKU if 1 month is left for renewal
L-WBX-EE-S2-MNTH		Select to add Named Hosts to existing accts (5-999 qty)
L-WBX-EE-S2-MNTH59	\$4,305	Use this SKU if 59 month is left for renewal
L-WBX-EE-S2-MNTH58	\$4,232	Use this SKU if 58 month is left for renewal
L-WBX-EE-S2-MNTH57	\$4,159	Use this SKU if 57 month is left for renewal
L-WBX-EE-S2-MNTH56	\$4,086	Use this SKU if 56 month is left for renewal
L-WBX-EE-S2-MNTH55	\$4,013	Use this SKU if 55 month is left for renewal
L-WBX-EE-S2-MNTH54	\$3,940	Use this SKU if 54 month is left for renewal
L-WBX-EE-S2-MNTH53	\$3,867	Use this SKU if 53 month is left for renewal
L-WBX-EE-S2-MNTH52	\$3,794	Use this SKU if 52 month is left for renewal
L-WBX-EE-S2-MNTH51	\$3,721	Use this SKU if 51 month is left for renewal
L-WBX-EE-S2-MNTH50	\$3,648	Use this SKU if 50 month is left for renewal
L-WBX-EE-S2-MNTH49	\$3,575	Use this SKU if 49 month is left for renewal
L-WBX-EE-S2-MNTH48	\$3,502	Use this SKU if 48 month is left for renewal
L-WBX-EE-S2-MNTH47	\$3,429	Use this SKU if 47 month is left for renewal
L-WBX-EE-S2-MNTH46	\$3,356	Use this SKU if 46 month is left for renewal
L-WBX-EE-S2-MNTH45	\$3,283	Use this SKU if 45 month is left for renewal
L-WBX-EE-S2-MNTH44	\$3,210	Use this SKU if 44 month is left for renewal
L-WBX-EE-S2-MNTH43	\$3,137	Use this SKU if 43 month is left for renewal
L-WBX-EE-S2-MNTH42	\$3,064	Use this SKU if 42 month is left for renewal
L-WBX-EE-S2-MNTH41	\$2,991	Use this SKU if 41 month is left for renewal
L-WBX-EE-S2-MNTH40	\$2,918	Use this SKU if 40 month is left for renewal
L-WBX-EE-S2-MNTH39	\$2,845	Use this SKU if 39 month is left for renewal
L-WBX-EE-S2-MNTH38	\$2,772	Use this SKU if 38 month is left for renewal
L-WBX-EE-S2-MNTH37	\$2,699	Use this SKU if 37 month is left for renewal
L-WBX-EE-S2-MNTH36	\$2,627	Use this SKU if 36 month is left for renewal
L-WBX-EE-S2-MNTH35	\$2,703	Use this SKU if 35 month is left for renewal
L-WBX-EE-S2-MNTH34	\$2,626	Use this SKU if 34 month is left for renewal

L-WBX-EE-S2-MNTH33	\$2,548	Use this SKU if 33 month is left for renewal
L-WBX-EE-S2-MNTH32	\$2,471	Use this SKU if 32 month is left for renewal
L-WBX-EE-S2-MNTH31	\$2,394	Use this SKU if 31 month is left for renewal
L-WBX-EE-S2-MNTH30	\$2,317	Use this SKU if 30 month is left for renewal
L-WBX-EE-S2-MNTH29	\$2,239	Use this SKU if 29 month is left for renewal
L-WBX-EE-S2-MNTH28	\$2,162	Use this SKU if 28 month is left for renewal
L-WBX-EE-S2-MNTH27	\$2,085	Use this SKU if 27 month is left for renewal
L-WBX-EE-S2-MNTH26	\$2,008	Use this SKU if 26 month is left for renewal
L-WBX-EE-S2-MNTH25	\$1,931	Use this SKU if 25 month is left for renewal
L-WBX-EE-S2-MNTH24	\$1,884	Use this SKU if 24 month is left for renewal
L-WBX-EE-S2-MNTH23	\$1,838	Use this SKU if 23 month is left for renewal
L-WBX-EE-S2-MNTH22	\$1,792	Use this SKU if 22 month is left for renewal
L-WBX-EE-S2-MNTH21	\$1,711	Use this SKU if 21 month is left for renewal
L-WBX-EE-S2-MNTH20	\$1,629	Use this SKU if 20 month is left for renewal
L-WBX-EE-S2-MNTH19	\$1,548	Use this SKU if 19 month is left for renewal
L-WBX-EE-S2-MNTH18	\$1,466	Use this SKU if 18 month is left for renewal
L-WBX-EE-S2-MNTH17	\$1,385	Use this SKU if 17 month is left for renewal
L-WBX-EE-S2-MNTH16	\$1,303	Use this SKU if 16 month is left for renewal
L-WBX-EE-S2-MNTH15	\$1,222	Use this SKU if 15 month is left for renewal
L-WBX-EE-S2-MNTH14	\$1,140	Use this SKU if 14 month is left for renewal
L-WBX-EE-S2-MNTH13	\$1,059	Use this SKU if 13 month is left for renewal
L-WBX-EE-S2-MNTH12	\$978	Use this SKU if 12 month is left for renewal
L-WBX-EE-S2-MNTH11	\$944	Use this SKU if 11 month is left for renewal
L-WBX-EE-S2-MNTH10	\$858	Use this SKU if 10 month is left for renewal
L-WBX-EE-S2-MNTH9	\$773	Use this SKU if 9 month is left for renewal
L-WBX-EE-S2-MNTH8	\$687	Use this SKU if 8 month is left for renewal
L-WBX-EE-S2-MNTH7	\$601	Use this SKU if 7 month is left for renewal
L-WBX-EE-S2-MNTH6	\$515	Use this SKU if 6 month is left for renewal
L-WBX-EE-S2-MNTH5	\$429	Use this SKU if 5 month is left for renewal
L-WBX-EE-S2-MNTH4	\$343	Use this SKU if 4 month is left for renewal
L-WBX-EE-S2-MNTH3	\$258	Use this SKU if 3 month is left for renewal
L-WBX-EE-S2-MNTH2	\$172	Use this SKU if 2 month is left for renewal
L-WBX-EE-S2-MNTH1	\$86	Use this SKU if 1 month is left for renewal
L-WBX-EE-S3-MNTH		Select to add Named Hosts to existing accts (1000-4999 qty.)
L-WBX-EE-S3-MNTH59	\$3,155	Use this SKU if 59 month is left for renewal
L-WBX-EE-S3-MNTH58	\$3,102	Use this SKU if 58 month is left for renewal
L-WBX-EE-S3-MNTH57	\$3,048	Use this SKU if 57 month is left for renewal
L-WBX-EE-S3-MNTH56	\$2,995	Use this SKU if 56 month is left for renewal
L-WBX-EE-S3-MNTH55	\$2,941	Use this SKU if 55 month is left for renewal
L-WBX-EE-S3-MNTH54	\$2,888	Use this SKU if 54 month is left for renewal

L-WBX-EE-S3-MNTH53	\$2,834	Use this SKU if 53 month is left for renewal
L-WBX-EE-S3-MNTH52	\$2,781	Use this SKU if 52 month is left for renewal
L-WBX-EE-S3-MNTH51	\$2,727	Use this SKU if 51 month is left for renewal
L-WBX-EE-S3-MNTH50	\$2,674	Use this SKU if 50 month is left for renewal
L-WBX-EE-S3-MNTH49	\$2,620	Use this SKU if 49 month is left for renewal
L-WBX-EE-S3-MNTH48	\$2,567	Use this SKU if 48 month is left for renewal
L-WBX-EE-S3-MNTH47	\$2,514	Use this SKU if 47 month is left for renewal
L-WBX-EE-S3-MNTH46	\$2,460	Use this SKU if 46 month is left for renewal
L-WBX-EE-S3-MNTH45	\$2,407	Use this SKU if 45 month is left for renewal
L-WBX-EE-S3-MNTH44	\$2,353	Use this SKU if 44 month is left for renewal
L-WBX-EE-S3-MNTH43	\$2,300	Use this SKU if 43 month is left for renewal
L-WBX-EE-S3-MNTH42	\$2,246	Use this SKU if 42 month is left for renewal
L-WBX-EE-S3-MNTH41	\$2,193	Use this SKU if 41 month is left for renewal
L-WBX-EE-S3-MNTH40	\$2,139	Use this SKU if 40 month is left for renewal
L-WBX-EE-S3-MNTH39	\$2,086	Use this SKU if 39 month is left for renewal
L-WBX-EE-S3-MNTH38	\$2,032	Use this SKU if 38 month is left for renewal
L-WBX-EE-S3-MNTH37	\$1,979	Use this SKU if 37 month is left for renewal
L-WBX-EE-S3-MNTH36	\$1,925	Use this SKU if 36 month is left for renewal
L-WBX-EE-S3-MNTH35	\$1,983	Use this SKU if 35 month is left for renewal
L-WBX-EE-S3-MNTH34	\$1,927	Use this SKU if 34 month is left for renewal
L-WBX-EE-S3-MNTH33	\$1,870	Use this SKU if 33 month is left for renewal
L-WBX-EE-S3-MNTH32	\$1,813	Use this SKU if 32 month is left for renewal
L-WBX-EE-S3-MNTH31	\$1,757	Use this SKU if 31 month is left for renewal
L-WBX-EE-S3-MNTH30	\$1,700	Use this SKU if 30 month is left for renewal
L-WBX-EE-S3-MNTH29	\$1,643	Use this SKU if 29 month is left for renewal
L-WBX-EE-S3-MNTH28	\$1,587	Use this SKU if 28 month is left for renewal
L-WBX-EE-S3-MNTH27	\$1,530	Use this SKU if 27 month is left for renewal
L-WBX-EE-S3-MNTH26	\$1,473	Use this SKU if 26 month is left for renewal
L-WBX-EE-S3-MNTH25	\$1,417	Use this SKU if 25 month is left for renewal
L-WBX-EE-S3-MNTH24	\$1,383	Use this SKU if 24 month is left for renewal
L-WBX-EE-S3-MNTH23	\$1,349	Use this SKU if 23 month is left for renewal
L-WBX-EE-S3-MNTH22	\$1,315	Use this SKU if 22 month is left for renewal
L-WBX-EE-S3-MNTH21	\$1,256	Use this SKU if 21 month is left for renewal
L-WBX-EE-S3-MNTH20	\$1,196	Use this SKU if 20 month is left for renewal
L-WBX-EE-S3-MNTH19	\$1,136	Use this SKU if 19 month is left for renewal
L-WBX-EE-S3-MNTH18	\$1,076	Use this SKU if 18 month is left for renewal
L-WBX-EE-S3-MNTH17	\$1,016	Use this SKU if 17 month is left for renewal
L-WBX-EE-S3-MNTH16	\$957	Use this SKU if 16 month is left for renewal
L-WBX-EE-S3-MNTH15	\$897	Use this SKU if 15 month is left for renewal
L-WBX-EE-S3-MNTH14	\$837	Use this SKU if 14 month is left for renewal

L-WBX-EE-S3-MNTH13	\$777	Use this SKU if 13 month is left for renewal
L-WBX-EE-S3-MNTH12	\$718	Use this SKU if 12 month is left for renewal
L-WBX-EE-S3-MNTH11	\$692	Use this SKU if 11 month is left for renewal
L-WBX-EE-S3-MNTH10	\$629	Use this SKU if 10 month is left for renewal
L-WBX-EE-S3-MNTH9	\$566	Use this SKU if 9 month is left for renewal
L-WBX-EE-S3-MNTH8	\$503	Use this SKU if 8 month is left for renewal
L-WBX-EE-S3-MNTH7	\$440	Use this SKU if 7 month is left for renewal
L-WBX-EE-S3-MNTH6	\$378	Use this SKU if 6 month is left for renewal
L-WBX-EE-S3-MNTH5	\$315	Use this SKU if 5 month is left for renewal
L-WBX-EE-S3-MNTH4	\$252	Use this SKU if 4 month is left for renewal
L-WBX-EE-S3-MNTH3	\$189	Use this SKU if 3 month is left for renewal
L-WBX-EE-S3-MNTH2	\$126	Use this SKU if 2 month is left for renewal
L-WBX-EE-S3-MNTH1	\$63	Use this SKU if 1 month is left for renewal
L-WBX-EE-S4-MNTH		Select to add Named Hosts to existing accts (5000+ qty.)
L-WBX-EE-S4-MNTH59	\$2,090	Use this SKU if 59 month is left for renewal
L-WBX-EE-S4-MNTH58	\$2,054	Use this SKU if 58 month is left for renewal
L-WBX-EE-S4-MNTH57	\$2,019	Use this SKU if 57 month is left for renewal
L-WBX-EE-S4-MNTH56	\$1,983	Use this SKU if 56 month is left for renewal
L-WBX-EE-S4-MNTH55	\$1,948	Use this SKU if 55 month is left for renewal
L-WBX-EE-S4-MNTH54	\$1,913	Use this SKU if 54 month is left for renewal
L-WBX-EE-S4-MNTH53	\$1,877	Use this SKU if 53 month is left for renewal
L-WBX-EE-S4-MNTH52	\$1,842	Use this SKU if 52 month is left for renewal
L-WBX-EE-S4-MNTH51	\$1,806	Use this SKU if 51 month is left for renewal
L-WBX-EE-S4-MNTH50	\$1,771	Use this SKU if 50 month is left for renewal
L-WBX-EE-S4-MNTH49	\$1,735	Use this SKU if 49 month is left for renewal
L-WBX-EE-S4-MNTH48	\$1,700	Use this SKU if 48 month is left for renewal
L-WBX-EE-S4-MNTH47	\$1,665	Use this SKU if 47 month is left for renewal
L-WBX-EE-S4-MNTH46	\$1,629	Use this SKU if 46 month is left for renewal
L-WBX-EE-S4-MNTH45	\$1,594	Use this SKU if 45 month is left for renewal
L-WBX-EE-S4-MNTH44	\$1,558	Use this SKU if 44 month is left for renewal
L-WBX-EE-S4-MNTH43	\$1,523	Use this SKU if 43 month is left for renewal
L-WBX-EE-S4-MNTH42	\$1,488	Use this SKU if 42 month is left for renewal
L-WBX-EE-S4-MNTH41	\$1,452	Use this SKU if 41 month is left for renewal
L-WBX-EE-S4-MNTH40	\$1,417	Use this SKU if 40 month is left for renewal
L-WBX-EE-S4-MNTH39	\$1,381	Use this SKU if 39 month is left for renewal
L-WBX-EE-S4-MNTH38	\$1,346	Use this SKU if 38 month is left for renewal
L-WBX-EE-S4-MNTH37	\$1,310	Use this SKU if 37 month is left for renewal
L-WBX-EE-S4-MNTH36	\$1,275	Use this SKU if 36 month is left for renewal
L-WBX-EE-S4-MNTH35	\$1,313	Use this SKU if 35 month is left for renewal
L-WBX-EE-S4-MNTH34	\$1,275	Use this SKU if 34 month is left for renewal

L-WBX-EE-S4-MNTH33	\$1,238	Use this SKU if 33 month is left for renewal
L-WBX-EE-S4-MNTH32	\$1,200	Use this SKU if 32 month is left for renewal
L-WBX-EE-S4-MNTH31	\$1,163	Use this SKU if 31 month is left for renewal
L-WBX-EE-S4-MNTH30	\$1,125	Use this SKU if 30 month is left for renewal
L-WBX-EE-S4-MNTH29	\$1,088	Use this SKU if 29 month is left for renewal
L-WBX-EE-S4-MNTH28	\$1,050	Use this SKU if 28 month is left for renewal
L-WBX-EE-S4-MNTH27	\$1,013	Use this SKU if 27 month is left for renewal
L-WBX-EE-S4-MNTH26	\$975	Use this SKU if 26 month is left for renewal
L-WBX-EE-S4-MNTH25	\$938	Use this SKU if 25 month is left for renewal
L-WBX-EE-S4-MNTH24	\$915	Use this SKU if 24 month is left for renewal
L-WBX-EE-S4-MNTH23	\$893	Use this SKU if 23 month is left for renewal
L-WBX-EE-S4-MNTH22	\$871	Use this SKU if 22 month is left for renewal
L-WBX-EE-S4-MNTH21	\$831	Use this SKU if 21 month is left for renewal
L-WBX-EE-S4-MNTH20	\$792	Use this SKU if 20 month is left for renewal
L-WBX-EE-S4-MNTH19	\$752	Use this SKU if 19 month is left for renewal
L-WBX-EE-S4-MNTH18	\$713	Use this SKU if 18 month is left for renewal
L-WBX-EE-S4-MNTH17	\$673	Use this SKU if 17 month is left for renewal
L-WBX-EE-S4-MNTH16	\$633	Use this SKU if 16 month is left for renewal
L-WBX-EE-S4-MNTH15	\$594	Use this SKU if 15 month is left for renewal
L-WBX-EE-S4-MNTH14	\$554	Use this SKU if 14 month is left for renewal
L-WBX-EE-S4-MNTH13	\$515	Use this SKU if 13 month is left for renewal
L-WBX-EE-S4-MNTH12	\$475	Use this SKU if 12 month is left for renewal
L-WBX-EE-S4-MNTH11	\$458	Use this SKU if 11 month is left for renewal
L-WBX-EE-S4-MNTH10	\$417	Use this SKU if 10 month is left for renewal
L-WBX-EE-S4-MNTH9	\$375	Use this SKU if 9 month is left for renewal
L-WBX-EE-S4-MNTH8	\$333	Use this SKU if 8 month is left for renewal
L-WBX-EE-S4-MNTH7	\$292	Use this SKU if 7 month is left for renewal
L-WBX-EE-S4-MNTH6	\$250	Use this SKU if 6 month is left for renewal
L-WBX-EE-S4-MNTH5	\$208	Use this SKU if 5 month is left for renewal
L-WBX-EE-S4-MNTH4	\$167	Use this SKU if 4 month is left for renewal
L-WBX-EE-S4-MNTH3	\$125	Use this SKU if 3 month is left for renewal
L-WBX-EE-S4-MNTH2	\$83	Use this SKU if 2 month is left for renewal
L-WBX-EE-S4-MNTH1	\$42	Use this SKU if 1 month is left for renewal

Table 12. Cisco WebEx Connect Prices and SKUs

PID/SKU	Price (\$USD)	Description
L-WBX-IM1-NH		WebEx Connect IM Named Host - 1 year sub (all qty)
L-WBX-IM1-NH-S1	\$42	WebEx Connect IM Named Host - 1 year sub (all qty)
L-WBX-IM2-NH		WebEx Connect IM Named Host - 2 year sub (all qty)
L-WBX-IM2-NH-S1	\$80	WebEx Connect IM Named Host - 2 year sub (all qty)

L-WBX-IM3-NH		WebEx Connect IM Named Host - 3 year sub (all qty)
L-WBX-IM3-NH-S1	\$115	WebEx Connect IM Named Host - 3 year sub (all qty)
L-WBX-IM5-NH		WebEx Connect IM Named Host - 5 year sub (all qty)
L-WBX-IM5-NH-S1	\$179	WebEx Connect IM Named Host - 5 year sub (all qty)
L-WBX-IM-NH-MNTH		SKUs to up-sell EE Named Host in the middle of billing cycle
L-WBX-IM-S1-MNTH		Select to add Named Hosts to existing accts (all qty.)
L-WBX-IM-S1-MNTH59	\$176	Use this SKU if 59 month is left for renewal
L-WBX-IM-S1-MNTH58	\$173	Use this SKU if 58 month is left for renewal
L-WBX-IM-S1-MNTH57	\$170	Use this SKU if 57 month is left for renewal
L-WBX-IM-S1-MNTH56	\$167	Use this SKU if 56 month is left for renewal
L-WBX-IM-S1-MNTH55	\$164	Use this SKU if 55 month is left for renewal
L-WBX-IM-S1-MNTH54	\$161	Use this SKU if 54 month is left for renewal
L-WBX-IM-S1-MNTH53	\$158	Use this SKU if 53 month is left for renewal
L-WBX-IM-S1-MNTH52	\$155	Use this SKU if 52 month is left for renewal
L-WBX-IM-S1-MNTH51	\$152	Use this SKU if 51 month is left for renewal
L-WBX-IM-S1-MNTH50	\$149	Use this SKU if 50 month is left for renewal
L-WBX-IM-S1-MNTH49	\$146	Use this SKU if 49 month is left for renewal
L-WBX-IM-S1-MNTH48	\$143	Use this SKU if 48 month is left for renewal
L-WBX-IM-S1-MNTH47	\$140	Use this SKU if 47 month is left for renewal
L-WBX-IM-S1-MNTH46	\$137	Use this SKU if 46 month is left for renewal
L-WBX-IM-S1-MNTH45	\$134	Use this SKU if 45 month is left for renewal
L-WBX-IM-S1-MNTH44	\$131	Use this SKU if 44 month is left for renewal
L-WBX-IM-S1-MNTH43	\$128	Use this SKU if 43 month is left for renewal
L-WBX-IM-S1-MNTH42	\$125	Use this SKU if 42 month is left for renewal
L-WBX-IM-S1-MNTH41	\$122	Use this SKU if 41 month is left for renewal
L-WBX-IM-S1-MNTH40	\$119	Use this SKU if 40 month is left for renewal
L-WBX-IM-S1-MNTH39	\$116	Use this SKU if 39 month is left for renewal
L-WBX-IM-S1-MNTH38	\$113	Use this SKU if 38 month is left for renewal
L-WBX-IM-S1-MNTH37	\$110	Use this SKU if 37 month is left for renewal
L-WBX-IM-S1-MNTH36	\$107	Use this SKU if 36 month is left for renewal
L-WBX-IM-S1-MNTH35	\$112	Use this SKU if 35 month is left for renewal
L-WBX-IM-S1-MNTH34	\$109	Use this SKU if 34 month is left for renewal
L-WBX-IM-S1-MNTH33	\$105	Use this SKU if 33 month is left for renewal
L-WBX-IM-S1-MNTH32	\$102	Use this SKU if 32 month is left for renewal
L-WBX-IM-S1-MNTH31	\$99	Use this SKU if 31 month is left for renewal
L-WBX-IM-S1-MNTH30	\$96	Use this SKU if 30 month is left for renewal
L-WBX-IM-S1-MNTH29	\$93	Use this SKU if 29 month is left for renewal
L-WBX-IM-S1-MNTH28	\$89	Use this SKU if 28 month is left for renewal
L-WBX-IM-S1-MNTH27	\$86	Use this SKU if 27 month is left for renewal
L-WBX-IM-S1-MNTH26	\$83	Use this SKU if 26 month is left for renewal

L-WBX-IM-S1-MNTH25	\$80	Use this SKU if 25 month is left for renewal
L-WBX-IM-S1-MNTH24	\$78	Use this SKU if 24 month is left for renewal
L-WBX-IM-S1-MNTH23	\$76	Use this SKU if 23 month is left for renewal
L-WBX-IM-S1-MNTH22	\$73	Use this SKU if 22 month is left for renewal
L-WBX-IM-S1-MNTH21	\$70	Use this SKU if 21 month is left for renewal
L-WBX-IM-S1-MNTH20	\$67	Use this SKU if 20 month is left for renewal
L-WBX-IM-S1-MNTH19	\$63	Use this SKU if 19 month is left for renewal
L-WBX-IM-S1-MNTH18	\$60	Use this SKU if 18 month is left for renewal
L-WBX-IM-S1-MNTH17	\$57	Use this SKU if 17 month is left for renewal
L-WBX-IM-S1-MNTH16	\$53	Use this SKU if 16 month is left for renewal
L-WBX-IM-S1-MNTH15	\$50	Use this SKU if 15 month is left for renewal
L-WBX-IM-S1-MNTH14	\$47	Use this SKU if 14 month is left for renewal
L-WBX-IM-S1-MNTH13	\$43	Use this SKU if 13 month is left for renewal
L-WBX-IM-S1-MNTH12	\$40	Use this SKU if 12 month is left for renewal
L-WBX-IM-S1-MNTH11	\$39	Use this SKU if 11 month is left for renewal
L-WBX-IM-S1-MNTH10	\$35	Use this SKU if 10 month is left for renewal
L-WBX-IM-S1-MNTH9	\$32	Use this SKU if 9 month is left for renewal
L-WBX-IM-S1-MNTH8	\$28	Use this SKU if 8 month is left for renewal
L-WBX-IM-S1-MNTH7	\$25	Use this SKU if 7 month is left for renewal
L-WBX-IM-S1-MNTH6	\$21	Use this SKU if 6 month is left for renewal
L-WBX-IM-S1-MNTH5	\$18	Use this SKU if 5 month is left for renewal
L-WBX-IM-S1-MNTH4	\$14	Use this SKU if 4 month is left for renewal
L-WBX-IM-S1-MNTH3	\$11	Use this SKU if 3 month is left for renewal
L-WBX-IM-S1-MNTH2	\$7	Use this SKU if 2 month is left for renewal
L-WBX-IM-S1-MNTH1	\$4	Use this SKU if 1 month is left for renewal

Table 13: Ports SKUS

PID/SKU	Price (\$USD)	Description
L-WBX-MC1-PORTS		WebEx MC Ports - 1 year subscription
L-WBX-MC1-P-S1	\$2,266	WebEx MC Ports - 1 yr, all quantities
L-WBX-MC2-PORTS		WebEx MC Ports - 2 year subscription
L-WBX-MC2-P-S1	\$4,306	WebEx MC Ports - 2 yr, all quantities
L-WBX-MC3-PORTS		WebEx MC Ports - 3 year subscription
L-WBX-MC3-P-S1	\$6,120	WebEx MC Ports - 3 yr, all quantities
L-WBX-MC5-PORTS		WebEx MC Ports - 5 year subscription
L-WBX-MC5-P-S1	\$9,633	WebEx MC Ports - 5 yr, all quantities
L-WBX-MC-PORTS-MNT		Select this to add Ports to existing GPL Subs (all qty)
L-WBX-MC-P-S1-MNT		Select this to add Ports to existing GPL Subs (all qty)
L-WBX-MC-P-S1-M59	\$9,472	Select for existing MC Ports sites w. 59 months left on sub
L-WBX-MC-P-S1-M58	\$9,311	Select for existing MC Ports sites w. 58 months left on sub

L-WBX-MC-P-S1-M57	\$9,151	Select for existing MC Ports sites w. 57 months left on sub
L-WBX-MC-P-S1-M56	\$8,990	Select for existing MC Ports sites w. 56 months left on sub
L-WBX-MC-P-S1-M55	\$8,830	Select for existing MC Ports sites w. 55 months left on sub
L-WBX-MC-P-S1-M54	\$8,669	Select for existing MC Ports sites w. 54 months left on sub
L-WBX-MC-P-S1-M53	\$8,509	Select for existing MC Ports sites w. 53 months left on sub
L-WBX-MC-P-S1-M52	\$8,348	Select for existing MC Ports sites w. 52 months left on sub
L-WBX-MC-P-S1-M51	\$8,188	Select for existing MC Ports sites w. 51 months left on sub
L-WBX-MC-P-S1-M50	\$8,027	Select for existing MC Ports sites w. 50 months left on sub
L-WBX-MC-P-S1-M49	\$7,867	Select for existing MC Ports sites w. 49 months left on sub
L-WBX-MC-P-S1-M48	\$7,706	Select for existing MC Ports sites w. 48 months left on sub
L-WBX-MC-P-S1-M47	\$7,546	Select for existing MC Ports sites w. 47 months left on sub
L-WBX-MC-P-S1-M46	\$7,385	Select for existing MC Ports sites w. 46 months left on sub
L-WBX-MC-P-S1-M45	\$7,224	Select for existing MC Ports sites w. 45 months left on sub
L-WBX-MC-P-S1-M44	\$7,064	Select for existing MC Ports sites w. 44 months left on sub
L-WBX-MC-P-S1-M43	\$6,903	Select for existing MC Ports sites w. 43 months left on sub
L-WBX-MC-P-S1-M42	\$6,743	Select for existing MC Ports sites w. 42 months left on sub
L-WBX-MC-P-S1-M41	\$6,582	Select for existing MC Ports sites w. 41 months left on sub
L-WBX-MC-P-S1-M40	\$6,422	Select for existing MC Ports sites w. 40 months left on sub
L-WBX-MC-P-S1-M39	\$6,261	Select for existing MC Ports sites w. 39 months left on sub
L-WBX-MC-P-S1-M38	\$6,101	Select for existing MC Ports sites w. 38 months left on sub
L-WBX-MC-P-S1-M37	\$5,940	Select for existing MC Ports sites w. 37 months left on sub
L-WBX-MC-P-S1-M36	\$6,120	Select for existing MC Ports sites w. 36 months left on sub
L-WBX-MC-P-S1-M35	\$5,950	Select for existing MC Ports sites w. 35 months left on sub
L-WBX-MC-P-S1-M34	\$5,780	Select for existing MC Ports sites w. 34 months left on sub
L-WBX-MC-P-S1-M33	\$5,610	Select for existing MC Ports sites w. 33 months left on sub
L-WBX-MC-P-S1-M32	\$5,440	Select for existing MC Ports sites w. 32 months left on sub
L-WBX-MC-P-S1-M31	\$5,270	Select for existing MC Ports sites w. 31 months left on sub
L-WBX-MC-P-S1-M30	\$5,100	Select for existing MC Ports sites w. 30 months left on sub
L-WBX-MC-P-S1-M29	\$4,930	Select for existing MC Ports sites w. 29 months left on sub
L-WBX-MC-P-S1-M28	\$4,760	Select for existing MC Ports sites w. 28 months left on sub
L-WBX-MC-P-S1-M27	\$4,590	Select for existing MC Ports sites w. 27 months left on sub
L-WBX-MC-P-S1-M26	\$4,420	Select for existing MC Ports sites w. 26 months left on sub
L-WBX-MC-P-S1-M25	\$4,250	Select for existing MC Ports sites w. 25 months left on sub
L-WBX-MC-P-S1-M24	\$4,306	Select for existing MC Ports sites w. 24 months left on sub
L-WBX-MC-P-S1-M23	\$4,127	Select for existing MC Ports sites w. 23 months left on sub
L-WBX-MC-P-S1-M22	\$3,947	Select for existing MC Ports sites w. 22 months left on sub
L-WBX-MC-P-S1-M21	\$3,768	Select for existing MC Ports sites w. 21 months left on sub
L-WBX-MC-P-S1-M20	\$3,589	Select for existing MC Ports sites w. 20 months left on sub
L-WBX-MC-P-S1-M19	\$3,409	Select for existing MC Ports sites w. 19 months left on sub
L-WBX-MC-P-S1-M18	\$3,230	Select for existing MC Ports sites w. 18 months left on sub

L-WBX-MC-P-S1-M17	\$3,050	Select for existing MC Ports sites w. 17 months left on sub
L-WBX-MC-P-S1-M16	\$2,871	Select for existing MC Ports sites w. 16 months left on sub
L-WBX-MC-P-S1-M15	\$2,691	Select for existing MC Ports sites w. 15 months left on sub
L-WBX-MC-P-S1-M14	\$2,512	Select for existing MC Ports sites w. 14 months left on sub
L-WBX-MC-P-S1-M13	\$2,333	Select for existing MC Ports sites w. 13 months left on sub
L-WBX-MC-P-S1-M12	\$2,266	Select for existing MC Ports sites w. 12 months left on sub
L-WBX-MC-P-S1-M11	\$2,078	Select for existing MC Ports sites w. 11 months left on sub
L-WBX-MC-P-S1-M10	\$1,889	Select for existing MC Ports sites w. 10 months left on sub
L-WBX-MC-P-S1-M9	\$1,700	Select for existing MC Ports sites w. 9 months left on sub
L-WBX-MC-P-S1-M8	\$1,511	Select for existing MC Ports sites w. 8 months left on sub
L-WBX-MC-P-S1-M7	\$1,322	Select for existing MC Ports sites w. 7 months left on sub
L-WBX-MC-P-S1-M6	\$1,133	Select for existing MC Ports sites w. 6 months left on sub
L-WBX-MC-P-S1-M5	\$944	Select for existing MC Ports sites w. 5 months left on sub
L-WBX-MC-P-S1-M4	\$755	Select for existing MC Ports sites w. 4 months left on sub
L-WBX-MC-P-S1-M3	\$567	Select for existing MC Ports sites w. 2 months left on sub
L-WBX-MC-P-S1-M2	\$378	Select for existing MC Ports sites w. 2 months left on sub
L-WBX-MC-P-S1-M1	\$189	Select for existing MC Ports sites w. 1 months left on sub

Table 14: Step-Up SKUS

Type A		
PID/SKU	Price (\$USD)	Description
L-WBX-SU-A		Stepup from MC Ports to MC NH
L-WBX-SU-A-S2-MNTH		Stepup MC Ports to MC NH (1-99 Ports)
L-WBX-SU-A-S2-M60	\$25,626	Stepup 1 MC PORT to 10 MC NH,60 months until renew
L-WBX-SU-A-S2-M59	\$25,199	Stepup 1 MC PORT to 10 MC NH,59 months until renew
L-WBX-SU-A-S2-M58	\$24,772	Stepup 1 MC PORT to 10 MC NH,58 months until renew
L-WBX-SU-A-S2-M57	\$24,345	Stepup 1 MC PORT to 10 MC NH,57 months until renew
L-WBX-SU-A-S2-M56	\$23,918	Stepup 1 MC PORT to 10 MC NH,56 months until renew
L-WBX-SU-A-S2-M55	\$23,491	Stepup 1 MC PORT to 10 MC NH,55 months until renew
L-WBX-SU-A-S2-M54	\$23,064	Stepup 1 MC PORT to 10 MC NH,54 months until renew
L-WBX-SU-A-S2-M53	\$22,637	Stepup 1 MC PORT to 10 MC NH,53 months until renew
L-WBX-SU-A-S2-M52	\$22,210	Stepup 1 MC PORT to 10 MC NH,52 months until renew
L-WBX-SU-A-S2-M51	\$21,782	Stepup 1 MC PORT to 10 MC NH,51 months until renew
L-WBX-SU-A-S2-M50	\$21,355	Stepup 1 MC PORT to 10 MC NH,50 months until renew
L-WBX-SU-A-S2-M49	\$20,928	Stepup 1 MC PORT to 10 MC NH,49 months until renew
L-WBX-SU-A-S2-M48	\$20,501	Stepup 1 MC PORT to 10 MC NH,48 months until renew
L-WBX-SU-A-S2-M47	\$20,074	Stepup 1 MC PORT to 10 MC NH,47 months until renew
L-WBX-SU-A-S2-M46	\$19,647	Stepup 1 MC PORT to 10 MC NH,46 months until renew
L-WBX-SU-A-S2-M45	\$19,220	Stepup 1 MC PORT to 10 MC NH,45 months until renew
L-WBX-SU-A-S2-M44	\$18,793	Stepup 1 MC PORT to 10 MC NH,44 months until renew

L-WBX-SU-A-S2-M43	\$18,366	Stepup 1 MC PORT to 10 MC NH,43 months until renew
L-WBX-SU-A-S2-M42	\$17,938	Stepup 1 MC PORT to 10 MC NH,42 months until renew
L-WBX-SU-A-S2-M41	\$17,511	Stepup 1 MC PORT to 10 MC NH,41 months until renew
L-WBX-SU-A-S2-M40	\$17,084	Stepup 1 MC PORT to 10 MC NH,40 months until renew
L-WBX-SU-A-S2-M39	\$16,657	Stepup 1 MC PORT to 10 MC NH,39 months until renew
L-WBX-SU-A-S2-M38	\$16,230	Stepup 1 MC PORT to 10 MC NH,38 months until renew
L-WBX-SU-A-S2-M37	\$15,803	Stepup 1 MC PORT to 10 MC NH,37 months until renew
L-WBX-SU-A-S2-M36	\$16,298	Stepup 1 MC PORT to 10 MC NH,36 months until renew
L-WBX-SU-A-S2-M35	\$15,845	Stepup 1 MC PORT to 10 MC NH,35 months until renew
L-WBX-SU-A-S2-M34	\$15,393	Stepup 1 MC PORT to 10 MC NH,34 months until renew
L-WBX-SU-A-S2-M33	\$14,940	Stepup 1 MC PORT to 10 MC NH,33 months until renew
L-WBX-SU-A-S2-M32	\$14,487	Stepup 1 MC PORT to 10 MC NH,32 months until renew
L-WBX-SU-A-S2-M31	\$14,034	Stepup 1 MC PORT to 10 MC NH,31 months until renew
L-WBX-SU-A-S2-M30	\$13,582	Stepup 1 MC PORT to 10 MC NH,30 months until renew
L-WBX-SU-A-S2-M29	\$13,129	Stepup 1 MC PORT to 10 MC NH,29 months until renew
L-WBX-SU-A-S2-M28	\$12,676	Stepup 1 MC PORT to 10 MC NH,28 months until renew
L-WBX-SU-A-S2-M27	\$12,223	Stepup 1 MC PORT to 10 MC NH,27 months until renew
L-WBX-SU-A-S2-M26	\$11,771	Stepup 1 MC PORT to 10 MC NH,26 months until renew
L-WBX-SU-A-S2-M25	\$11,318	Stepup 1 MC PORT to 10 MC NH,25 months until renew
L-WBX-SU-A-S2-M24	\$11,444	Stepup 1 MC PORT to 10 MC NH,24 months until renew
L-WBX-SU-A-S2-M23	\$10,687	Stepup 1 MC PORT to 10 MC NH,23 months until renew
L-WBX-SU-A-S2-M22	\$10,490	Stepup 1 MC PORT to 10 MC NH,22 months until renew
L-WBX-SU-A-S2-M21	\$10,013	Stepup 1 MC PORT to 10 MC NH,21 months until renew
L-WBX-SU-A-S2-M20	\$9,536	Stepup 1 MC PORT to 10 MC NH,20 months until renew
L-WBX-SU-A-S2-M19	\$9,060	Stepup 1 MC PORT to 10 MC NH,19 months until renew
L-WBX-SU-A-S2-M18	\$8,583	Stepup 1 MC PORT to 10 MC NH,18 months until renew
L-WBX-SU-A-S2-M17	\$8,111	Stepup 1 MC PORT to 10 MC NH,17 months until renew
L-WBX-SU-A-S2-M16	\$7,629	Stepup 1 MC PORT to 10 MC NH,16 months until renew
L-WBX-SU-A-S2-M15	\$7,158	Stepup 1 MC PORT to 10 MC NH,15 months until renew
L-WBX-SU-A-S2-M14	\$6,675	Stepup 1 MC PORT to 10 MC NH,14 months until renew
L-WBX-SU-A-S2-M13	\$6,199	Stepup 1 MC PORT to 10 MC NH,13 months until renew
L-WBX-SU-A-S2-M12	\$6,029	Stepup 1 MC PORT to 10 MC NH,12 months until renew
L-WBX-SU-A-S2-M11	\$5,526	Stepup 1 MC PORT to 10 MC NH,11 months until renew
L-WBX-SU-A-S2-M10	\$5,024	Stepup 1 MC PORT to 10 MC NH,10 months until renew
L-WBX-SU-A-S2-M9	\$4,521	Stepup 1 MC PORT to 10 MC NH,9 months until renew
L-WBX-SU-A-S2-M8	\$4,019	Stepup 1 MC PORT to 10 MC NH,8 months until renew
L-WBX-SU-A-S2-M7	\$3,517	Stepup 1 MC PORT to 10 MC NH,7 months until renew
L-WBX-SU-A-S2-M6	\$3,014	Stepup 1 MC PORT to 10 MC NH,6 months until renew
L-WBX-SU-A-S2-M5	\$2,512	Stepup 1 MC PORT to 10 MC NH,5 months until renew
L-WBX-SU-A-S2-M4	\$2,010	Stepup 1 MC PORT to 10 MC NH,4 months until renew

L-WBX-SU-A-S2-M3	\$1,507	Stepup 1 MC PORT to 10 MC NH,3 months until renew
L-WBX-SU-A-S2-M2	\$1,005	Stepup 1 MC PORT to 10 MC NH,2 months until renew
L-WBX-SU-A-S2-M1	\$502	Stepup 1 MC PORT to 10 MC NH,1 month until renew
L-WBX-SU-A-S3-MNTH		Stepup MC Ports to MC NH (100-499 Ports)
L-WBX-SU-A-S3-M60	\$11,567	Stepup 1 MC PORT to 10 MC NH,60 months until renew
L-WBX-SU-A-S3-M59	\$11,374	Stepup 1 MC PORT to 10 MC NH,59 months until renew
L-WBX-SU-A-S3-M58	\$11,181	Stepup 1 MC PORT to 10 MC NH,58 months until renew
L-WBX-SU-A-S3-M57	\$10,989	Stepup 1 MC PORT to 10 MC NH,57 months until renew
L-WBX-SU-A-S3-M56	\$10,796	Stepup 1 MC PORT to 10 MC NH,56 months until renew
L-WBX-SU-A-S3-M55	\$10,603	Stepup 1 MC PORT to 10 MC NH,55 months until renew
L-WBX-SU-A-S3-M54	\$10,410	Stepup 1 MC PORT to 10 MC NH,54 months until renew
L-WBX-SU-A-S3-M53	\$10,217	Stepup 1 MC PORT to 10 MC NH,53 months until renew
L-WBX-SU-A-S3-M52	\$10,025	Stepup 1 MC PORT to 10 MC NH,52 months until renew
L-WBX-SU-A-S3-M51	\$9,832	Stepup 1 MC PORT to 10 MC NH,51 months until renew
L-WBX-SU-A-S3-M50	\$9,639	Stepup 1 MC PORT to 10 MC NH,50 months until renew
L-WBX-SU-A-S3-M49	\$9,446	Stepup 1 MC PORT to 10 MC NH,49 months until renew
L-WBX-SU-A-S3-M48	\$9,254	Stepup 1 MC PORT to 10 MC NH,48 months until renew
L-WBX-SU-A-S3-M47	\$9,061	Stepup 1 MC PORT to 10 MC NH,47 months until renew
L-WBX-SU-A-S3-M46	\$8,868	Stepup 1 MC PORT to 10 MC NH,46 months until renew
L-WBX-SU-A-S3-M45	\$8,675	Stepup 1 MC PORT to 10 MC NH,45 months until renew
L-WBX-SU-A-S3-M44	\$8,482	Stepup 1 MC PORT to 10 MC NH,44 months until renew
L-WBX-SU-A-S3-M43	\$8,290	Stepup 1 MC PORT to 10 MC NH,43 months until renew
L-WBX-SU-A-S3-M42	\$8,097	Stepup 1 MC PORT to 10 MC NH,42 months until renew
L-WBX-SU-A-S3-M41	\$7,904	Stepup 1 MC PORT to 10 MC NH,41 months until renew
L-WBX-SU-A-S3-M40	\$7,711	Stepup 1 MC PORT to 10 MC NH,40 months until renew
L-WBX-SU-A-S3-M39	\$7,518	Stepup 1 MC PORT to 10 MC NH,39 months until renew
L-WBX-SU-A-S3-M38	\$7,326	Stepup 1 MC PORT to 10 MC NH,38 months until renew
L-WBX-SU-A-S3-M37	\$7,133	Stepup 1 MC PORT to 10 MC NH,37 months until renew
L-WBX-SU-A-S3-M36	\$7,373	Stepup 1 MC PORT to 10 MC NH,36 months until renew
L-WBX-SU-A-S3-M35	\$7,168	Stepup 1 MC PORT to 10 MC NH,35 months until renew
L-WBX-SU-A-S3-M34	\$6,963	Stepup 1 MC PORT to 10 MC NH,34 months until renew
L-WBX-SU-A-S3-M33	\$6,759	Stepup 1 MC PORT to 10 MC NH,33 months until renew
L-WBX-SU-A-S3-M32	\$6,554	Stepup 1 MC PORT to 10 MC NH,32 months until renew
L-WBX-SU-A-S3-M31	\$6,349	Stepup 1 MC PORT to 10 MC NH,31 months until renew
L-WBX-SU-A-S3-M30	\$6,144	Stepup 1 MC PORT to 10 MC NH,30 months until renew
L-WBX-SU-A-S3-M29	\$5,939	Stepup 1 MC PORT to 10 MC NH,29 months until renew
L-WBX-SU-A-S3-M28	\$5,735	Stepup 1 MC PORT to 10 MC NH,28 months until renew
L-WBX-SU-A-S3-M27	\$5,530	Stepup 1 MC PORT to 10 MC NH,27 months until renew
L-WBX-SU-A-S3-M26	\$5,325	Stepup 1 MC PORT to 10 MC NH,26 months until renew
L-WBX-SU-A-S3-M25	\$5,120	Stepup 1 MC PORT to 10 MC NH,25 months until renew

L-WBX-SU-A-S3-M24	\$5,196	Stepup 1 MC PORT to 10 MC NH,24 months until renew
L-WBX-SU-A-S3-M23	\$4,803	Stepup 1 MC PORT to 10 MC NH,23 months until renew
L-WBX-SU-A-S3-M22	\$4,763	Stepup 1 MC PORT to 10 MC NH,22 months until renew
L-WBX-SU-A-S3-M21	\$4,547	Stepup 1 MC PORT to 10 MC NH,21 months until renew
L-WBX-SU-A-S3-M20	\$4,330	Stepup 1 MC PORT to 10 MC NH,20 months until renew
L-WBX-SU-A-S3-M19	\$4,114	Stepup 1 MC PORT to 10 MC NH,19 months until renew
L-WBX-SU-A-S3-M18	\$3,897	Stepup 1 MC PORT to 10 MC NH,18 months until renew
L-WBX-SU-A-S3-M17	\$3,681	Stepup 1 MC PORT to 10 MC NH,17 months until renew
L-WBX-SU-A-S3-M16	\$3,464	Stepup 1 MC PORT to 10 MC NH,16 months until renew
L-WBX-SU-A-S3-M15	\$3,248	Stepup 1 MC PORT to 10 MC NH,15 months until renew
L-WBX-SU-A-S3-M14	\$3,031	Stepup 1 MC PORT to 10 MC NH,14 months until renew
L-WBX-SU-A-S3-M13	\$2,815	Stepup 1 MC PORT to 10 MC NH,13 months until renew
L-WBX-SU-A-S3-M12	\$2,721	Stepup 1 MC PORT to 10 MC NH,12 months until renew
L-WBX-SU-A-S3-M11	\$2,494	Stepup 1 MC PORT to 10 MC NH,11 months until renew
L-WBX-SU-A-S3-M10	\$2,268	Stepup 1 MC PORT to 10 MC NH,10 months until renew
L-WBX-SU-A-S3-M9	\$2,041	Stepup 1 MC PORT to 10 MC NH,9 months until renew
L-WBX-SU-A-S3-M8	\$1,814	Stepup 1 MC PORT to 10 MC NH,8 months until renew
L-WBX-SU-A-S3-M7	\$1,587	Stepup 1 MC PORT to 10 MC NH,7 months until renew
L-WBX-SU-A-S3-M6	\$1,361	Stepup 1 MC PORT to 10 MC NH,6 months until renew
L-WBX-SU-A-S3-M5	\$1,134	Stepup 1 MC PORT to 10 MC NH,5 months until renew
L-WBX-SU-A-S3-M4	\$907	Stepup 1 MC PORT to 10 MC NH,4 months until renew
L-WBX-SU-A-S3-M3	\$680	Stepup 1 MC PORT to 10 MC NH,3 months until renew
L-WBX-SU-A-S3-M2	\$454	Stepup 1 MC PORT to 10 MC NH,2 months until renew
L-WBX-SU-A-S3-M1	\$227	Stepup 1 MC PORT to 10 MC NH,1 month until renew
L-WBX-SU-A-S4-MNTH		Stepup MC Ports to MC NH (500+ Ports)
L-WBX-SU-A-S4-M60	\$2,862	Stepup 1 MC PORT to 10 MC NH,60 months until renew
L-WBX-SU-A-S4-M59	\$2,815	Stepup 1 MC PORT to 10 MC NH,59 months until renew
L-WBX-SU-A-S4-M58	\$2,767	Stepup 1 MC PORT to 10 MC NH,58 months until renew
L-WBX-SU-A-S4-M57	\$2,719	Stepup 1 MC PORT to 10 MC NH,57 months until renew
L-WBX-SU-A-S4-M56	\$2,672	Stepup 1 MC PORT to 10 MC NH,56 months until renew
L-WBX-SU-A-S4-M55	\$2,624	Stepup 1 MC PORT to 10 MC NH,55 months until renew
L-WBX-SU-A-S4-M54	\$2,576	Stepup 1 MC PORT to 10 MC NH,54 months until renew
L-WBX-SU-A-S4-M53	\$2,528	Stepup 1 MC PORT to 10 MC NH,53 months until renew
L-WBX-SU-A-S4-M52	\$2,481	Stepup 1 MC PORT to 10 MC NH,52 months until renew
L-WBX-SU-A-S4-M51	\$2,433	Stepup 1 MC PORT to 10 MC NH,51 months until renew
L-WBX-SU-A-S4-M50	\$2,385	Stepup 1 MC PORT to 10 MC NH,50 months until renew
L-WBX-SU-A-S4-M49	\$2,338	Stepup 1 MC PORT to 10 MC NH,49 months until renew
L-WBX-SU-A-S4-M48	\$2,290	Stepup 1 MC PORT to 10 MC NH,48 months until renew
L-WBX-SU-A-S4-M47	\$2,242	Stepup 1 MC PORT to 10 MC NH,47 months until renew
L-WBX-SU-A-S4-M46	\$2,195	Stepup 1 MC PORT to 10 MC NH,46 months until renew

L-WBX-SU-A-S4-M45	\$2,147	Stepup 1 MC PORT to 10 MC NH,45 months until renew
L-WBX-SU-A-S4-M44	\$2,099	Stepup 1 MC PORT to 10 MC NH,44 months until renew
L-WBX-SU-A-S4-M43	\$2,051	Stepup 1 MC PORT to 10 MC NH,43 months until renew
L-WBX-SU-A-S4-M42	\$2,004	Stepup 1 MC PORT to 10 MC NH,42 months until renew
L-WBX-SU-A-S4-M41	\$1,956	Stepup 1 MC PORT to 10 MC NH,41 months until renew
L-WBX-SU-A-S4-M40	\$1,908	Stepup 1 MC PORT to 10 MC NH,40 months until renew
L-WBX-SU-A-S4-M39	\$1,861	Stepup 1 MC PORT to 10 MC NH,39 months until renew
L-WBX-SU-A-S4-M38	\$1,813	Stepup 1 MC PORT to 10 MC NH,38 months until renew
L-WBX-SU-A-S4-M37	\$1,765	Stepup 1 MC PORT to 10 MC NH,37 months until renew
L-WBX-SU-A-S4-M36	\$1,808	Stepup 1 MC PORT to 10 MC NH,36 months until renew
L-WBX-SU-A-S4-M35	\$1,758	Stepup 1 MC PORT to 10 MC NH,35 months until renew
L-WBX-SU-A-S4-M34	\$1,708	Stepup 1 MC PORT to 10 MC NH,34 months until renew
L-WBX-SU-A-S4-M33	\$1,657	Stepup 1 MC PORT to 10 MC NH,33 months until renew
L-WBX-SU-A-S4-M32	\$1,607	Stepup 1 MC PORT to 10 MC NH,32 months until renew
L-WBX-SU-A-S4-M31	\$1,557	Stepup 1 MC PORT to 10 MC NH,31 months until renew
L-WBX-SU-A-S4-M30	\$1,507	Stepup 1 MC PORT to 10 MC NH,30 months until renew
L-WBX-SU-A-S4-M29	\$1,454	Stepup 1 MC PORT to 10 MC NH,29 months until renew
L-WBX-SU-A-S4-M28	\$1,406	Stepup 1 MC PORT to 10 MC NH,28 months until renew
L-WBX-SU-A-S4-M27	\$1,356	Stepup 1 MC PORT to 10 MC NH,27 months until renew
L-WBX-SU-A-S4-M26	\$1,306	Stepup 1 MC PORT to 10 MC NH,26 months until renew
L-WBX-SU-A-S4-M25	\$1,256	Stepup 1 MC PORT to 10 MC NH,25 months until renew
L-WBX-SU-A-S4-M24	\$1,259	Stepup 1 MC PORT to 10 MC NH,24 months until renew
L-WBX-SU-A-S4-M23	\$1,109	Stepup 1 MC PORT to 10 MC NH,23 months until renew
L-WBX-SU-A-S4-M22	\$1,154	Stepup 1 MC PORT to 10 MC NH,22 months until renew
L-WBX-SU-A-S4-M21	\$1,101	Stepup 1 MC PORT to 10 MC NH,21 months until renew
L-WBX-SU-A-S4-M20	\$1,049	Stepup 1 MC PORT to 10 MC NH,20 months until renew
L-WBX-SU-A-S4-M19	\$996	Stepup 1 MC PORT to 10 MC NH,19 months until renew
L-WBX-SU-A-S4-M18	\$944	Stepup 1 MC PORT to 10 MC NH,18 months until renew
L-WBX-SU-A-S4-M17	\$892	Stepup 1 MC PORT to 10 MC NH,17 months until renew
L-WBX-SU-A-S4-M16	\$839	Stepup 1 MC PORT to 10 MC NH,16 months until renew
L-WBX-SU-A-S4-M15	\$787	Stepup 1 MC PORT to 10 MC NH,15 months until renew
L-WBX-SU-A-S4-M14	\$734	Stepup 1 MC PORT to 10 MC NH,14 months until renew
L-WBX-SU-A-S4-M13	\$682	Stepup 1 MC PORT to 10 MC NH,13 months until renew
L-WBX-SU-A-S4-M12	\$674	Stepup 1 MC PORT to 10 MC NH,12 months until renew
L-WBX-SU-A-S4-M11	\$617	Stepup 1 MC PORT to 10 MC NH,11 months until renew
L-WBX-SU-A-S4-M10	\$561	Stepup 1 MC PORT to 10 MC NH,10 months until renew
L-WBX-SU-A-S4-M9	\$505	Stepup 1 MC PORT to 10 MC NH,9 months until renew
L-WBX-SU-A-S4-M8	\$449	Stepup 1 MC PORT to 10 MC NH,8 months until renew
L-WBX-SU-A-S4-M7	\$393	Stepup 1 MC PORT to 10 MC NH,7 months until renew
L-WBX-SU-A-S4-M6	\$337	Stepup 1 MC PORT to 10 MC NH,6 months until renew

L-WBX-SU-A-S4-M5	\$281	Stepup 1 MC PORT to 10 MC NH,5 months until renew
L-WBX-SU-A-S4-M4	\$225	Stepup 1 MC PORT to 10 MC NH,4 months until renew
L-WBX-SU-A-S4-M3	\$168	Stepup 1 MC PORT to 10 MC NH,3 months until renew
L-WBX-SU-A-S4-M2	\$112	Stepup 1 MC PORT to 10 MC NH,2 months until renew
L-WBX-SU-A-S4-M1	\$56	Stepup 1 MC PORT to 10 MC NH,1 month until renew
Type B		
PID/SKU	Price (\$USD)	Description
L-WBX-SU-B		Stepup from MC NH to EE NH
L-WBX-SU-B-S2-MNTH		Stepup 1 MC NH to 1 EE NH (25-999 Named Hosts)
L-WBX-SU-B-S2-M60	\$1,239	Stepup 1 MC NH to 1 EE NH, 60 months until renew
L-WBX-SU-B-S2-M59	\$1,218	Stepup 1 MC NH to 1 EE NH, 59 months until renew
L-WBX-SU-B-S2-M58	\$1,197	Stepup 1 MC NH to 1 EE NH, 58 months until renew
L-WBX-SU-B-S2-M57	\$1,176	Stepup 1 MC NH to 1 EE NH, 57 months until renew
L-WBX-SU-B-S2-M56	\$1,156	Stepup 1 MC NH to 1 EE NH, 56 months until renew
L-WBX-SU-B-S2-M55	\$1,135	Stepup 1 MC NH to 1 EE NH, 55 months until renew
L-WBX-SU-B-S2-M54	\$1,115	Stepup 1 MC NH to 1 EE NH, 54 months until renew
L-WBX-SU-B-S2-M53	\$1,094	Stepup 1 MC NH to 1 EE NH, 53 months until renew
L-WBX-SU-B-S2-M52	\$1,073	Stepup 1 MC NH to 1 EE NH, 52 months until renew
L-WBX-SU-B-S2-M51	\$1,053	Stepup 1 MC NH to 1 EE NH, 51 months until renew
L-WBX-SU-B-S2-M50	\$1,032	Stepup 1 MC NH to 1 EE NH, 50 months until renew
L-WBX-SU-B-S2-M49	\$1,011	Stepup 1 MC NH to 1 EE NH, 49 months until renew
L-WBX-SU-B-S2-M48	\$991	Stepup 1 MC NH to 1 EE NH, 48 months until renew
L-WBX-SU-B-S2-M47	\$970	Stepup 1 MC NH to 1 EE NH, 47 months until renew
L-WBX-SU-B-S2-M46	\$949	Stepup 1 MC NH to 1 EE NH, 46 months until renew
L-WBX-SU-B-S2-M45	\$929	Stepup 1 MC NH to 1 EE NH, 45 months until renew
L-WBX-SU-B-S2-M44	\$908	Stepup 1 MC NH to 1 EE NH, 44 months until renew
L-WBX-SU-B-S2-M43	\$888	Stepup 1 MC NH to 1 EE NH, 43 months until renew
L-WBX-SU-B-S2-M42	\$867	Stepup 1 MC NH to 1 EE NH, 42 months until renew
L-WBX-SU-B-S2-M41	\$846	Stepup 1 MC NH to 1 EE NH, 41 months until renew
L-WBX-SU-B-S2-M40	\$826	Stepup 1 MC NH to 1 EE NH, 40 months until renew
L-WBX-SU-B-S2-M39	\$805	Stepup 1 MC NH to 1 EE NH, 39 months until renew
L-WBX-SU-B-S2-M38	\$784	Stepup 1 MC NH to 1 EE NH, 38 months until renew
L-WBX-SU-B-S2-M37	\$764	Stepup 1 MC NH to 1 EE NH, 37 months until renew
L-WBX-SU-B-S2-M36	\$784	Stepup 1 MC NH to 1 EE NH, 36 months until renew
L-WBX-SU-B-S2-M35	\$762	Stepup 1 MC NH to 1 EE NH, 35 months until renew
L-WBX-SU-B-S2-M34	\$740	Stepup 1 MC NH to 1 EE NH, 34 months until renew
L-WBX-SU-B-S2-M33	\$719	Stepup 1 MC NH to 1 EE NH, 33 months until renew
L-WBX-SU-B-S2-M32	\$697	Stepup 1 MC NH to 1 EE NH, 32 months until renew
L-WBX-SU-B-S2-M31	\$675	Stepup 1 MC NH to 1 EE NH, 31 months until renew
L-WBX-SU-B-S2-M30	\$653	Stepup 1 MC NH to 1 EE NH, 30 months until renew

L-WBX-SU-B-S2-M29	\$632	Stepup 1 MC NH to 1 EE NH, 29 months until renew
L-WBX-SU-B-S2-M28	\$610	Stepup 1 MC NH to 1 EE NH, 28 months until renew
L-WBX-SU-B-S2-M27	\$588	Stepup 1 MC NH to 1 EE NH, 27 months until renew
L-WBX-SU-B-S2-M26	\$566	Stepup 1 MC NH to 1 EE NH, 26 months until renew
L-WBX-SU-B-S2-M25	\$544	Stepup 1 MC NH to 1 EE NH, 25 months until renew
L-WBX-SU-B-S2-M24	\$553	Stepup 1 MC NH to 1 EE NH, 24 months until renew
L-WBX-SU-B-S2-M23	\$519	Stepup 1 MC NH to 1 EE NH, 23 months until renew
L-WBX-SU-B-S2-M22	\$507	Stepup 1 MC NH to 1 EE NH, 22 months until renew
L-WBX-SU-B-S2-M21	\$484	Stepup 1 MC NH to 1 EE NH, 21 months until renew
L-WBX-SU-B-S2-M20	\$460	Stepup 1 MC NH to 1 EE NH, 20 months until renew
L-WBX-SU-B-S2-M19	\$438	Stepup 1 MC NH to 1 EE NH, 19 months until renew
L-WBX-SU-B-S2-M18	\$415	Stepup 1 MC NH to 1 EE NH, 18 months until renew
L-WBX-SU-B-S2-M17	\$391	Stepup 1 MC NH to 1 EE NH, 17 months until renew
L-WBX-SU-B-S2-M16	\$369	Stepup 1 MC NH to 1 EE NH, 16 months until renew
L-WBX-SU-B-S2-M15	\$345	Stepup 1 MC NH to 1 EE NH, 15 months until renew
L-WBX-SU-B-S2-M14	\$322	Stepup 1 MC NH to 1 EE NH, 14 months until renew
L-WBX-SU-B-S2-M13	\$299	Stepup 1 MC NH to 1 EE NH, 13 months until renew
L-WBX-SU-B-S2-M12	\$292	Stepup 1 MC NH to 1 EE NH, 12 months until renew
L-WBX-SU-B-S2-M11	\$267	Stepup 1 MC NH to 1 EE NH, 11 months until renew
L-WBX-SU-B-S2-M10	\$243	Stepup 1 MC NH to 1 EE NH, 10 months until renew
L-WBX-SU-B-S2-M9	\$219	Stepup 1 MC NH to 1 EE NH, 9 months until renew
L-WBX-SU-B-S2-M8	\$194	Stepup 1 MC NH to 1 EE NH, 8 months until renew
L-WBX-SU-B-S2-M7	\$170	Stepup 1 MC NH to 1 EE NH, 7 months until renew
L-WBX-SU-B-S2-M6	\$146	Stepup 1 MC NH to 1 EE NH, 6 months until renew
L-WBX-SU-B-S2-M5	\$121	Stepup 1 MC NH to 1 EE NH, 5 months until renew
L-WBX-SU-B-S2-M4	\$97	Stepup 1 MC NH to 1 EE NH, 4 months until renew
L-WBX-SU-B-S2-M3	\$73	Stepup 1 MC NH to 1 EE NH, 3 months until renew
L-WBX-SU-B-S2-M2	\$49	Stepup 1 MC NH to 1 EE NH, 2 months until renew
L-WBX-SU-B-S2-M1	\$24	Stepup 1 MC NH to 1 EE NH, 1 month until renew
L-WBX-SU-B-S3-MNTH		Stepup 1MC NH to 1EE NH (1000-4999 Named Hosts)
L-WBX-SU-B-S3-M60	\$1,350	Stepup 1 MC NH to 1 EE NH,60 months until renew
L-WBX-SU-B-S3-M59	\$1,328	Stepup 1 MC NH to 1 EE NH,59 months until renew
L-WBX-SU-B-S3-M58	\$1,305	Stepup 1 MC NH to 1 EE NH,58 months until renew
L-WBX-SU-B-S3-M57	\$1,283	Stepup 1 MC NH to 1 EE NH,57 months until renew
L-WBX-SU-B-S3-M56	\$1,260	Stepup 1 MC NH to 1 EE NH,56 months until renew
L-WBX-SU-B-S3-M55	\$1,238	Stepup 1 MC NH to 1 EE NH,55 months until renew
L-WBX-SU-B-S3-M54	\$1,215	Stepup 1 MC NH to 1 EE NH,54 months until renew
L-WBX-SU-B-S3-M53	\$1,193	Stepup 1 MC NH to 1 EE NH,53 months until renew
L-WBX-SU-B-S3-M52	\$1,170	Stepup 1 MC NH to 1 EE NH,52 months until renew
L-WBX-SU-B-S3-M51	\$1,148	Stepup 1 MC NH to 1 EE NH,51 months until renew

L-WBX-SU-B-S3-M50	\$1,125	Stepup 1 MC NH to 1 EE NH,50 months until renew
L-WBX-SU-B-S3-M49	\$1,103	Stepup 1 MC NH to 1 EE NH,49 months until renew
L-WBX-SU-B-S3-M48	\$1,080	Stepup 1 MC NH to 1 EE NH,48 months until renew
L-WBX-SU-B-S3-M47	\$1,058	Stepup 1 MC NH to 1 EE NH,47 months until renew
L-WBX-SU-B-S3-M46	\$1,035	Stepup 1 MC NH to 1 EE NH,46 months until renew
L-WBX-SU-B-S3-M45	\$1,013	Stepup 1 MC NH to 1 EE NH,45 months until renew
L-WBX-SU-B-S3-M44	\$990	Stepup 1 MC NH to 1 EE NH,44 months until renew
L-WBX-SU-B-S3-M43	\$968	Stepup 1 MC NH to 1 EE NH,43 months until renew
L-WBX-SU-B-S3-M42	\$945	Stepup 1 MC NH to 1 EE NH,42 months until renew
L-WBX-SU-B-S3-M41	\$923	Stepup 1 MC NH to 1 EE NH,41 months until renew
L-WBX-SU-B-S3-M40	\$900	Stepup 1 MC NH to 1 EE NH,40 months until renew
L-WBX-SU-B-S3-M39	\$878	Stepup 1 MC NH to 1 EE NH,39 months until renew
L-WBX-SU-B-S3-M38	\$855	Stepup 1 MC NH to 1 EE NH,38 months until renew
L-WBX-SU-B-S3-M37	\$833	Stepup 1 MC NH to 1 EE NH,37 months until renew
L-WBX-SU-B-S3-M36	\$857	Stepup 1 MC NH to 1 EE NH,36 months until renew
L-WBX-SU-B-S3-M35	\$833	Stepup 1 MC NH to 1 EE NH,35 months until renew
L-WBX-SU-B-S3-M34	\$809	Stepup 1 MC NH to 1 EE NH,34 months until renew
L-WBX-SU-B-S3-M33	\$786	Stepup 1 MC NH to 1 EE NH,33 months until renew
L-WBX-SU-B-S3-M32	\$762	Stepup 1 MC NH to 1 EE NH,32 months until renew
L-WBX-SU-B-S3-M31	\$738	Stepup 1 MC NH to 1 EE NH,31 months until renew
L-WBX-SU-B-S3-M30	\$714	Stepup 1 MC NH to 1 EE NH,30 months until renew
L-WBX-SU-B-S3-M29	\$690	Stepup 1 MC NH to 1 EE NH,29 months until renew
L-WBX-SU-B-S3-M28	\$667	Stepup 1 MC NH to 1 EE NH,28 months until renew
L-WBX-SU-B-S3-M27	\$643	Stepup 1 MC NH to 1 EE NH,27 months until renew
L-WBX-SU-B-S3-M26	\$619	Stepup 1 MC NH to 1 EE NH,26 months until renew
L-WBX-SU-B-S3-M25	\$595	Stepup 1 MC NH to 1 EE NH,25 months until renew
L-WBX-SU-B-S3-M24	\$602	Stepup 1 MC NH to 1 EE NH,24 months until renew
L-WBX-SU-B-S3-M23	\$566	Stepup 1 MC NH to 1 EE NH,23 months until renew
L-WBX-SU-B-S3-M22	\$551	Stepup 1 MC NH to 1 EE NH,22 months until renew
L-WBX-SU-B-S3-M21	\$527	Stepup 1 MC NH to 1 EE NH,21 months until renew
L-WBX-SU-B-S3-M20	\$501	Stepup 1 MC NH to 1 EE NH,20 months until renew
L-WBX-SU-B-S3-M19	\$476	Stepup 1 MC NH to 1 EE NH,19 months until renew
L-WBX-SU-B-S3-M18	\$451	Stepup 1 MC NH to 1 EE NH,18 months until renew
L-WBX-SU-B-S3-M17	\$426	Stepup 1 MC NH to 1 EE NH,17 months until renew
L-WBX-SU-B-S3-M16	\$401	Stepup 1 MC NH to 1 EE NH,16 months until renew
L-WBX-SU-B-S3-M15	\$376	Stepup 1 MC NH to 1 EE NH,15 months until renew
L-WBX-SU-B-S3-M14	\$351	Stepup 1 MC NH to 1 EE NH,14 months until renew
L-WBX-SU-B-S3-M13	\$326	Stepup 1 MC NH to 1 EE NH,13 months until renew
L-WBX-SU-B-S3-M12	\$318	Stepup 1 MC NH to 1 EE NH,12 months until renew
L-WBX-SU-B-S3-M11	\$291	Stepup 1 MC NH to 1 EE NH,11 months until renew

L-WBX-SU-B-S3-M10	\$265	Stepup 1 MC NH to 1 EE NH,10 months until renew
L-WBX-SU-B-S3-M9	\$238	Stepup 1 MC NH to 1 EE NH,9 months until renew
L-WBX-SU-B-S3-M8	\$211	Stepup 1 MC NH to 1 EE NH,8 months until renew
L-WBX-SU-B-S3-M7	\$185	Stepup 1 MC NH to 1 EE NH,7 months until renew
L-WBX-SU-B-S3-M6	\$159	Stepup 1 MC NH to 1 EE NH,6 months until renew
L-WBX-SU-B-S3-M5	\$132	Stepup 1 MC NH to 1 EE NH,5 months until renew
L-WBX-SU-B-S3-M4	\$106	Stepup 1 MC NH to 1 EE NH,4 months until renew
L-WBX-SU-B-S3-M3	\$79	Stepup 1 MC NH to 1 EE NH,3 months until renew
L-WBX-SU-B-S3-M2	\$53	Stepup 1 MC NH to 1 EE NH,2 months until renew
L-WBX-SU-B-S3-M1	\$26	Stepup 1 MC NH to 1 EE NH,1 month until renew
L-WBX-SU-B-S4-MNTH		Stepup 1MC NH to 1EE NH (5000+ Named Hosts)
L-WBX-SU-B-S4-M60	\$1,041	Stepup 1 MC NH to 1 EE NH,60 months until renew
L-WBX-SU-B-S4-M59	\$1,024	Stepup 1 MC NH to 1 EE NH,59 months until renew
L-WBX-SU-B-S4-M58	\$1,007	Stepup 1 MC NH to 1 EE NH,58 months until renew
L-WBX-SU-B-S4-M57	\$989	Stepup 1 MC NH to 1 EE NH,57 months until renew
L-WBX-SU-B-S4-M56	\$972	Stepup 1 MC NH to 1 EE NH,56 months until renew
L-WBX-SU-B-S4-M55	\$954	Stepup 1 MC NH to 1 EE NH,55 months until renew
L-WBX-SU-B-S4-M54	\$937	Stepup 1 MC NH to 1 EE NH,54 months until renew
L-WBX-SU-B-S4-M53	\$920	Stepup 1 MC NH to 1 EE NH,53 months until renew
L-WBX-SU-B-S4-M52	\$902	Stepup 1 MC NH to 1 EE NH,52 months until renew
L-WBX-SU-B-S4-M51	\$885	Stepup 1 MC NH to 1 EE NH,51 months until renew
L-WBX-SU-B-S4-M50	\$868	Stepup 1 MC NH to 1 EE NH,50 months until renew
L-WBX-SU-B-S4-M49	\$850	Stepup 1 MC NH to 1 EE NH,49 months until renew
L-WBX-SU-B-S4-M48	\$833	Stepup 1 MC NH to 1 EE NH,48 months until renew
L-WBX-SU-B-S4-M47	\$816	Stepup 1 MC NH to 1 EE NH,47 months until renew
L-WBX-SU-B-S4-M46	\$798	Stepup 1 MC NH to 1 EE NH,46 months until renew
L-WBX-SU-B-S4-M45	\$781	Stepup 1 MC NH to 1 EE NH,45 months until renew
L-WBX-SU-B-S4-M44	\$764	Stepup 1 MC NH to 1 EE NH,44 months until renew
L-WBX-SU-B-S4-M43	\$746	Stepup 1 MC NH to 1 EE NH,43 months until renew
L-WBX-SU-B-S4-M42	\$729	Stepup 1 MC NH to 1 EE NH,42 months until renew
L-WBX-SU-B-S4-M41	\$712	Stepup 1 MC NH to 1 EE NH,41 months until renew
L-WBX-SU-B-S4-M40	\$694	Stepup 1 MC NH to 1 EE NH,40 months until renew
L-WBX-SU-B-S4-M39	\$677	Stepup 1 MC NH to 1 EE NH,39 months until renew
L-WBX-SU-B-S4-M38	\$659	Stepup 1 MC NH to 1 EE NH,38 months until renew
L-WBX-SU-B-S4-M37	\$642	Stepup 1 MC NH to 1 EE NH,37 months until renew
L-WBX-SU-B-S4-M36	\$663	Stepup 1 MC NH to 1 EE NH,36 months until renew
L-WBX-SU-B-S4-M35	\$644	Stepup 1 MC NH to 1 EE NH,35 months until renew
L-WBX-SU-B-S4-M34	\$626	Stepup 1 MC NH to 1 EE NH,34 months until renew
L-WBX-SU-B-S4-M33	\$607	Stepup 1 MC NH to 1 EE NH,33 months until renew
L-WBX-SU-B-S4-M32	\$589	Stepup 1 MC NH to 1 EE NH,32 months until renew

L-WBX-SU-B-S4-M31	\$570	Stepup 1 MC NH to 1 EE NH,31 months until renew
L-WBX-SU-B-S4-M30	\$552	Stepup 1 MC NH to 1 EE NH,30 months until renew
L-WBX-SU-B-S4-M29	\$534	Stepup 1 MC NH to 1 EE NH,29 months until renew
L-WBX-SU-B-S4-M28	\$515	Stepup 1 MC NH to 1 EE NH,28 months until renew
L-WBX-SU-B-S4-M27	\$497	Stepup 1 MC NH to 1 EE NH,27 months until renew
L-WBX-SU-B-S4-M26	\$478	Stepup 1 MC NH to 1 EE NH,26 months until renew
L-WBX-SU-B-S4-M25	\$460	Stepup 1 MC NH to 1 EE NH,25 months until renew
L-WBX-SU-B-S4-M24	\$468	Stepup 1 MC NH to 1 EE NH,24 months until renew
L-WBX-SU-B-S4-M23	\$439	Stepup 1 MC NH to 1 EE NH,23 months until renew
L-WBX-SU-B-S4-M22	\$429	Stepup 1 MC NH to 1 EE NH,22 months until renew
L-WBX-SU-B-S4-M21	\$409	Stepup 1 MC NH to 1 EE NH,21 months until renew
L-WBX-SU-B-S4-M20	\$390	Stepup 1 MC NH to 1 EE NH,20 months until renew
L-WBX-SU-B-S4-M19	\$370	Stepup 1 MC NH to 1 EE NH,19 months until renew
L-WBX-SU-B-S4-M18	\$351	Stepup 1 MC NH to 1 EE NH,18 months until renew
L-WBX-SU-B-S4-M17	\$331	Stepup 1 MC NH to 1 EE NH,17 months until renew
L-WBX-SU-B-S4-M16	\$311	Stepup 1 MC NH to 1 EE NH,16 months until renew
L-WBX-SU-B-S4-M15	\$292	Stepup 1 MC NH to 1 EE NH,15 months until renew
L-WBX-SU-B-S4-M14	\$273	Stepup 1 MC NH to 1 EE NH,14 months until renew
L-WBX-SU-B-S4-M13	\$253	Stepup 1 MC NH to 1 EE NH,13 months until renew
L-WBX-SU-B-S4-M12	\$245	Stepup 1 MC NH to 1 EE NH,12 months until renew
L-WBX-SU-B-S4-M11	\$225	Stepup 1 MC NH to 1 EE NH,11 months until renew
L-WBX-SU-B-S4-M10	\$204	Stepup 1 MC NH to 1 EE NH,10 months until renew
L-WBX-SU-B-S4-M9	\$184	Stepup 1 MC NH to 1 EE NH,9 months until renew
L-WBX-SU-B-S4-M8	\$163	Stepup 1 MC NH to 1 EE NH,8 months until renew
L-WBX-SU-B-S4-M7	\$143	Stepup 1 MC NH to 1 EE NH,7 months until renew
L-WBX-SU-B-S4-M6	\$123	Stepup 1 MC NH to 1 EE NH,6 months until renew
L-WBX-SU-B-S4-M5	\$102	Stepup 1 MC NH to 1 EE NH,5 months until renew
L-WBX-SU-B-S4-M4	\$82	Stepup 1 MC NH to 1 EE NH,4 months until renew
L-WBX-SU-B-S4-M3	\$61	Stepup 1 MC NH to 1 EE NH,3 months until renew
L-WBX-SU-B-S4-M2	\$41	Stepup 1 MC NH to 1 EE NH,2 months until renew
L-WBX-SU-B-S4-M1	\$20	Stepup 1 MC NH to 1 EE NH,1 month until renew

Appendix 2: Sample Deals

Scenario 1

ABC Inc. is a 10,000-employee company and a new customer for Cisco WebEx services. ABC Inc. has decided to purchase a Company Wide - Employee Count subscription for Cisco WebEx. Table 14 shows the details.

Table 14. Scenario 1 Details

	Initial Term	Renewal Term
Employee Count	The greater of 100 or the total number of employees In this model, ABC Inc. will need to purchase access to the service for all the employees. So the Subscription count for ABC Inc will be 10,000	The greater of 100 or the total number of employees
Active Host Count	New subscription: The greater of 100 or 15% of the total number of employees In this model, the Subscription count for ABC Inc. will be 1500. This is because 100 is greater than 15% (which would be 150) of the employees. Conversion from an existing Cisco WebEx subscription: The greater of 100 or 15% of the total number of employees Or The average number of monthly Active Hosts for the final three-month period of the subscription(s) to be converted	The greater of 1,500 or 15% of the total number of employees Or The average number of monthly Active Hosts calculated over the three-month period preceding the renewal quotation

Scenario 2

ABC Inc. is a company with 10,000 employees. Last year, ABC Inc. purchased Cisco WebEx Meeting Center based on the Company Wide - Active Host count model. Now ABC Inc. is up for renewal. The partner and Cisco account manager have received the Active Host reports from Cisco WebEx. Based on the last three months of data, the partner determines that ABC Inc. has an average of 2000 Active Hosts. Table 15 shows how the renewal process will work for this order.

Table 15. Scenario 2 Details

	Initial Term	Renewal Term
Employee Count	The greater of 100 or the total number of employees	The greater of 100 or the total number of employees In this model, ABC Inc. will need to renew for all the employees. So the Subscription count for renewal will be 1000.
Active Host Count	Renewal subscription: The greater of 15% of the total number of employees or the Year 1 average Active Host usage. In this case, the average usage of 2000 would be ordered. Conversion from an existing Cisco WebEx subscription: The greater of 100 or the total number of employees Or The average number of monthly Active Hosts for the final three-month period of the subscription(s) to be converted.	The greater of 100 or the total number of employees Or the average number of monthly Active Hosts calculated over the three month period preceding the renewal quotation In this model, the Subscription count for ABC Inc. will be 250. This is because 100 is greater than 15% (which is 150) of the employees and also greater than the Active Host count of 200.

Scenario 3

XYZ Inc. is a 20,000-employee company and a new customer for Cisco WebEx services. XYZ Inc. has decided to purchase a Company Wide - Employee Count subscription for Cisco WebEx services. Table 16 shows how this will work.

Table 16. Scenario 3 Details

	Initial Term	Renewal Term
Employee Count	The greater of 100 or the total number of employees In this model, XYZ Inc. will need to purchase access for all the employees. So the Subscription count for XYZ Inc. will be 20,000	The greater of 100 or the total number of employees

Active Host Count	<p>New subscription: The greater of 100 or the total number of employees</p> <p>In this model, the Subscription count for XYZ Inc. will be 3000. This is because 15% (which is 3000) of the employees is greater than 250.</p> <p>Conversion from an existing Cisco WebEx subscription: The greater of 100 or the total number of employees</p> <p>Or</p> <p>The average number of monthly Active Hosts for the final three-month period of the subscription(s) to be converted</p>	<p>The greater of 100 or the total number of employees</p> <p>Or</p> <p>The average number of monthly Active Hosts calculated over the three-month period preceding the renewal quotation</p>
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Scenario 4

XYZ Inc. is a 20,000-employee company. Last year, XYZ Inc. purchased Cisco WebEx Meeting Center based on Active Host count model. Now XYZ Inc. is up for renewal. The partner and Cisco account manager have received Active Host report from Cisco WebEx. Based on last three months of data, the partner determines that customer has 8000 active hosts. Table 17 shows how the renewal process will work for this customer.

Table 17. Scenario 4 Details

	Initial Term	Renewal Term
Employee Count	The greater of 100 or the total number of employees	The greater of 100 or the total number of employees In this model, XYZ Inc. will need to renew for all the employees. So the Subscription count for renewal will be 20,000.
Active Host Count	<p>New subscription: The greater of 100 or the total number of employees</p> <p>Conversion from an existing Cisco WebEx subscription: The greater of 100 or the total number of employees</p> <p>Or</p> <p>The average number of monthly Active Hosts for the final three-month period of the subscription(s) to be converted</p>	<p>The greater of 100 or the total number of employees</p> <p>Or</p> <p>The average number of monthly Active Hosts calculated over the three-month period preceding the renewal quotation</p> <p>In this model, the Subscription count for XYZ Inc. will be 8000. This is because the Active Host count of 8000 is greater than 15% (which is 3000) of the employees and also greater than the minimum Subscription count 250.</p>

Scenario 5

Apex Inc. is a 10,000-employee company and an existing customer for Cisco WebEx. Apex Inc. has decided to move to a Company Wide - Active Host subscription. The partner and Cisco account manager have requested the Active Host count for Apex's existing Cisco WebEx site. They found out that Apex Inc. has currently 3000 Active Hosts. Table 18 shows the details for this order.

Table 18. Scenario 5 Details

	Initial Term	Renewal Term
Employee Count	The greater of 100 or the total number of employees In this model, Apex Inc. will need to purchase access for all the employees. So the Subscription count for Apex Inc. will be 10,000	The greater of 100 or the total number of employees
Active Host Count	<p>New subscription: The greater of 100 or the total number of employees</p> <p>Conversion from an existing Cisco WebEx subscription: The greater of 100 or the total number of employees</p> <p>Or</p> <p>The average number of monthly Active Hosts for the final three-month period of the subscription(s) to be converted</p> <p>In this model, the Subscription count for Apex Inc. will be 3000. This is because Active Host count of 3000 is greater than 15% (which is 1500) of the employees and</p>	<p>The greater of 100 or the total number of employees</p> <p>Or</p> <p>The average number of monthly Active Hosts calculated over the three-month period preceding the renewal quotation</p>

	also greater than 250.	
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Appendix 3: Wholesale Price List Small Business Offers

Cisco Small Business Named Host Subscription Details

Term

The term is one year, with optional one-year renewals. There are also monthly SKUs, which **should only be used with existing accounts, to ensure that all subscriptions within a single business co-terminate at the same time.**

Subscription Models

There is only one way that small businesses can purchase Cisco WebEx Meeting Center from the Wholesale Price List (WPL), and that is through the Named Hosts model. A Named Host is any individual who can schedule and host meetings. As the name suggests, Named Host accounts are assigned to a “named” individual, and may not be shared or used by anyone other than the one employee to whom the host account is assigned. Each Named Host can hold an unlimited number of meetings with up to 25 participants per meeting.

More detailed information on Small Business offers is available at:

<http://www.cisco.com/go/sbwebex>

Unit Price

For deals sold off the WPL, there is only one Unit Price. There are no discounts based on volume.

Included in WPL Subscriptions for Small Businesses

Table 19 lists what is included in Cisco WebEx Meeting Center subscriptions for small businesses.

Table 19. Products and Services Included in WebEx Meeting Center (Named Host) Subscriptions for Small Businesses

Products and Services	Description
Participant Capacity	Up to 25 participants in a session
Branding	Branded site included
Storage	1 GB storage Included
Audio	<p>North America: 10,000 minutes per month per host of VoIP and U.S. toll included Europe: VoIP (only) included India: No audio Included Rest of world: VoIP (only) included</p> <p>For geographies outside North America, it is possible to purchase audio through a separate contract directly with Cisco WebEx.</p>
Tech Support	<p>Technical support is included with purchase and provided by Cisco WebEx directly to customers:</p> <ul style="list-style-type: none"> • 24/7/365 technical support provided worldwide • Primary support in English • Support in Spanish, French, German, Japanese, Chinese, Korean available during local, regular business hours • Note: There is no need to buy SMARTnet support with Cisco WebEx subscription offers. 24/7/365 support is included with the product.

Updates and Upgrades

Available automatically upon release (hosted service)

Advanced Services

Cisco Advanced Services are not available with these offers, and are not typically needed for smaller deployments on the scale of the usual WPL deal.

Global Availability of Subscriptions for Small Businesses

All Cisco WebEx Meeting Center offers on WPL are available worldwide except in China and export-controlled countries (Cuba, Iran, North Korea, Sudan, and Syria).

Before Placing a Small Business WPL Order: Checklist**Question 1: What Geography?**

Determine the geography from which the deal will be transacted. Table 20 lists the prices and SKUs corresponding with different geographies.

Table 20. Prices and SKUs for Small Business Customers in Different Theatres

PID/SKU	Price (\$USD)	Description
L-WBX-MC-SB-US=	\$650	WebEx MC small biz annual subscription (North America Only)
L-WBX-MC-SB-EU=	\$650	WebEx MC small biz annual subscription (Europe Only)
L-WBX-MC-SB-APAC=	\$650	WebEx MC small biz annual subscription (APAC)
L-WBX-MC-SB-IND=	\$650	WebEx MC small biz annual subscription (India Only)
L-WBX-MC-SB-ROW=	\$650	WebEx MC with VoIP (Rest of World)
L-WBX-MC-SB-ROWNV=	\$650	WebEx MC NO VoIP (Rest of World)
L-WBX-MC-SB-MNT11=	\$596	WebEx MC small biz - SKU if 11 month is left for renewal
L-WBX-MC-SB-MNT10=	\$542	WebEx MC small biz - SKU if 10 month is left for renewal
L-WBX-MC-SB-MNTH9=	\$488	WebEx MC small biz - SKU if 9 month is left for renewal
L-WBX-MC-SB-MNTH8=	\$433	WebEx MC small biz - SKU if 8 month is left for renewal
L-WBX-MC-SB-MNTH7=	\$379	WebEx MC small biz - SKU if 7 month is left for renewal
L-WBX-MC-SB-MNTH6=	\$325	WebEx MC small biz - SKU if 6 month is left for renewal
L-WBX-MC-SB-MNTH5=	\$271	WebEx MC small biz - SKU if 5 month is left for renewal
L-WBX-MC-SB-MNTH4=	\$217	WebEx MC small biz - SKU if 4 month is left for renewal
L-WBX-MC-SB-MNTH3=	\$163	WebEx MC small biz - SKU if 3 month is left for renewal
L-WBX-MC-SB-MNTH2=	\$108	WebEx MC small biz - SKU if 2 month is left for renewal
L-WBX-MC-SB-MNTH1=	\$54	WebEx MC small biz - SKU if 1 month is left for renewal

Question 2: How Many Hosts?

How many subscriptions will the customer need? **The minimum quantity is two**, and there is no maximum quantity. There are no volume discounts for Named Hosts purchased from WPL.

Please ensure your order meets the two-seat minimum or it will be rejected.

Question 3: New Customer or Existing Customer?

If the customer wants a brand new Cisco WebEx site, you are ready to submit the order.

If the customer is an existing customer and wants to renew their contract, you will need the following information:

1. The URL for the customer's site for existing customers.
2. The total number of existing hosts and additional hosts to be added to the site.

Renewals are accomplished by purchasing the appropriate annual SKU for the customer's geography (as it is for a new customer purchase) for the total number of existing hosts plus any new hosts required.

If this is an existing customer who wants to add hosts to an existing Cisco WebEx site, you will need to get a few important pieces of information:

1. The URL for the customer's site for existing customers.
2. You will need to ensure the new subscriptions terminate at the same time as the customer's existing ones.
This can be done by using the Co-Term (Monthly) SKUs outlined Listed in Table 21.

Placing an Order

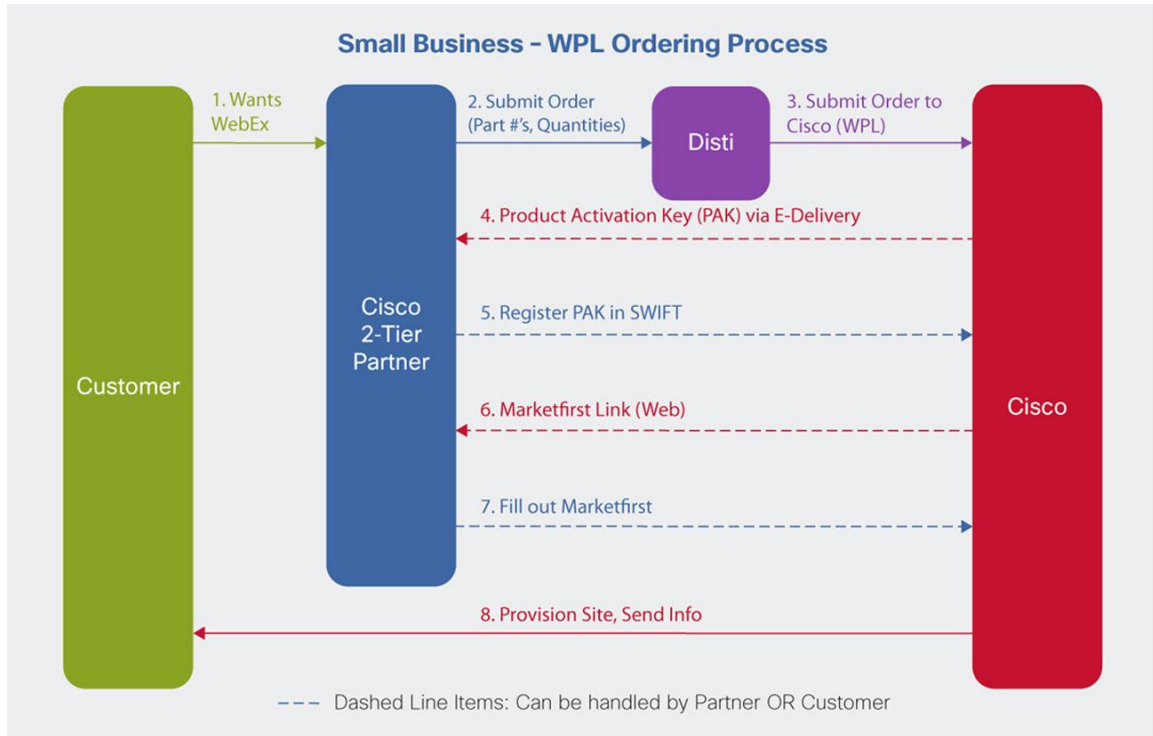
Quote-to-Deployment Process for Small Business

Before you submit an order for Cisco WebEx Meeting Center, you should understand the Quote-to-Deployment process for small business. Understanding this flow will help to ensure the fastest possible processing of orders and deployment for your customer.

High-Level Summary of a WPL Transaction

Figure 30 shows a high-level summary of a WPL transaction.

Figure 31. High-Level Summary of a WPL Transaction



Detailed View of the WPL Small Business Quote-to-Deployment Process

Figure 31 shows a breakdown of the WPL small business quote-to-deployment process.

Figure 32. Detailed View of the WPL Small Business Quote-to-Deployment Process



Step 1. Partner generates a quote.

1. The partner works with customer to determine the appropriate number of Cisco WebEx Meeting Center Named Hosts.
2. Based on their request, the partner determines the right set of part numbers and prices.
3. For new WebEx sites, move on to "[Step 2: Partner orders from distribution.](#)"

If this is an existing WebEx customer who wants to add more hosts, the partner should determine how many months are remaining on the customer's subscription. This can be done in two ways:

- **From Customer:** WebEx customers can get this information as follows:
 1. Visit: <http://support.webex.com>
 2. Select the Go to Invoicing link (Figure 32).

Figure 33. Host Sign-in Link for Customers



3. Log in.
 4. View invoices to determine how many months remain on the subscription
- **From Cisco:** If the customer is unable to determine how many months remain on their WebEx subscription, the partner can send an email to webexgpl@cisco.com. This email should include:
 - Current WebEx account number
 - WebEx URL
 - How many new Named Hosts will be addedCisco replies to email within 72 hours with a list of which SKUs are needed to ensure proper license co-termination

Step 2. Partner orders from Distribution.

1. Submit order to Distribution through standard methods, including specific WebEx Meeting Center part numbers.
2. Make sure to specify if this is a new contract (New Site or Annual Renewal), or if you are adding hosts to an existing contract. If hosts are being added to an existing site mid-contract, ensure the appropriate Co-Term (Monthly) SKU is purchased to ensure that add-on hosts till co-terminate with the existing subscription.
3. For a list of the right part numbers, see [Appendix 1](#).

Step 3. Distribution orders from Cisco.

1. Distributor orders the WebEx Meeting Center subscriptions from Cisco using their standard ordering system. This MUST include an email address for Partner, to ensure the Product Activation Key (PAK) gets delivered to the Partner, not Distribution.

- Order goes through Compliance hold while Cisco verifies quantities and SKUs have been entered correctly. This will generally be completed in 2-3 business days, assuming the order was configured correctly.

Once Compliance Hold is cleared **Partner** receives a note from Cisco including the PAK.

Step 4. Customer registration is completed.

- Partner logs in to eDelivery system to obtain PAK, using link provided in the email from Cisco.
- Partner then logs in to SWIFT (<http://www.cisco.com/go/license>) to register product.
- Partner is sent a link to the Cisco Marketfirst system to provide information needed for provisioning. This is where the customer provides information regarding their site, including their desired WebEx URL.

Figure 33 shows a typical small business provisioning form.

Figure 34. Example of a Typical Provisioning Form for Small Business

The screenshot shows a web-based provisioning form for a WebEx Meeting Center Small Business. At the top, there is a navigation bar with tabs for Solutions, Products & Services, Ordering, Support, Training & Events, and Partner Central. The main heading is "Provisioning form for WebEx Meeting Center Small Business Named Host". Below this, there is an introductory paragraph and a list of required fields marked with an asterisk. The form is divided into several sections: "End Customer Information" with fields for company name, first/last name, phone number, email, and job function; "Meeting Center/Enterprise Edition Site Information" with fields for admin contact details, a new site creation checkbox, and two WebEx URL choices; and "Audio information (Optional)" with a radio button to select between Cisco WebEx Audio and No Integrated Audio. A large blue "Submit" button is centered at the bottom of the form. The footer contains links for contacts, feedback, help, and site map, along with copyright information for Cisco Systems Inc.

Step 5. Partner enters order and the product is provisioned.

1. Information from Marketfirst is passed to WebEx provisioning team.
2. WebEx provisioning team makes the necessary updates.
3. Customer or partner is notified* through email upon successful completion of provisioning process.

*"Ship To" info in Marketfirst determines who will be notified.

This step should take from 2-3 business days.

Renewals

1. Partner reaches out to customer as renewal date approaches. **Note:** Automatic renewal is not enabled or possible with WPL offers.
2. Partner purchases 1 Year annual term SKU for every single user who will need access to WebEx



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV Amsterdam,
The Netherlands

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