

Preannouncement Bulletin for Authorized Distributors – APAC excluding Korea

Cisco Small Business Launch Update

Cisco is announcing value priced solutions for Small and Medium-Sized Businesses

Cisco is announcing value priced additions to its Connect and Communicate portfolios with the Cisco RV110W Wireless-N VPN Firewall, the Cisco Unified Communications Manager Business Edition 3000 and Cisco WebEx Meeting Center. Small Business Support Service is available for three-year 'peace-of-mind' support for Cisco Small Business Series products.

Confidential: This preannouncement is intended exclusively for Cisco Authorized Distributors and should not be forwarded to Cisco channel partners. This information is provided under nondisclosure agreements. **You are asked not to begin reseller feeds prior to July 14, 2011.**

Key Launch Dates

- Distributor orderability: **May 24, 2011 (RV110W) and June 22, 2011 (CMBE 3000). Cisco WebEx Meeting Center SKUs are orderable now.**
- Channel partner/reseller announcement: **July 14, 2011**
- Public announcement: **From July 20, 2011 onwards**

Cisco Unified Communication Manager Business Edition 3000

Availability: Australia, India

Industry trends show that medium-sized businesses are looking to balance increasingly sophisticated communications needs with simplicity. In support of this segment, Cisco is introducing the Cisco Unified Communications Manager Business Edition 3000, a value-priced, foundational unified communications solution created for medium-sized businesses that have been living with outdated time-division multiplexing (TDM) systems due to a perception that IP-based systems are beyond their budget and IT skill level.

Reseller Benefits

Cisco Unified Communications Manager Business Edition 3000 provides resellers:

- Enhanced profitability
 - Faster, more profitable installs with simple, consistent deployments on a Linux appliance

- Reduced training requirements freeing up highly skilled resources for other projects
- Higher payout rate in Partner Development Funds (PDF) and VIP, for increased margins
- A price-competitive solution that can help you improve your deal win rate
- A solution that is easy to configure and quote with a User Connect Licensing model and Quick Pricing Tool support
- Concise web based sales and technical training available now in an easy self service model

Features and Benefits for End Customers

The new Cisco Unified Communications Manager Business Edition 3000 provides:

- A foundational unified communications platform for medium-sized businesses with 75 to 300 users, and up to 10 sites
- Quick set-up and ease of use, with a simple, intuitive management interface that requires limited IT resources to support, helping customers save money over the life of the system
- Proven Cisco Unified Communications Manager technology, to mitigate risk and provide customers peace of mind
- Essential professional features businesses need to communicate with employees, suppliers, and customers:
 - Telephony: All the business telephony features customers expect, including voicemail, Ad-hoc and Meet Me conferencing, the ability to park, hold, and transfer calls, and auto attendant which can automatically route incoming customer calls to key departments and personnel.
 - Mobility: Employees can go mobile with ease, using features such as single number reach and extension mobility, which let important calls reach them no matter where they are, with one place to check voicemail messages
 - Desktop integration: Any computer can become an extension of the employee's IP phone, with select PC/desktop unified communications client integrations.

Ordering Information

Cisco Unified Communications Manager Business Edition 3000 appears on Cisco Wholesale Price Lists (WPL) and will be available beginning on June 22, 2011.

Part Number	Description	List Price
UNIFIED-CMBE3K	Unified Communications Manager Bus Edition 3000 - Top Level	\$1995

Announcing the Cisco RV110W Wireless-N VPN Firewall

Availability: Australia, New Zealand, India, Singapore, Philippines, Indonesia, Vietnam and Thailand

In the spirit of continuous improvement in its core networking products, Cisco Small Business is pleased to announce the Cisco RV110W Wireless-N VPN Firewall. This easy to use, affordable small office router is designed to provide highly secure, wired and wireless connectivity to the Internet for small offices and employees working remotely.

Reseller Benefits

- Cisco RV110W is easy to set up and works right of the box, allowing partners to focus more time and resources on business growth.
- RV110W allows partners to deliver a secure network infrastructure for their customer that is tightly integrated with other Cisco Small Business products providing them a “one stop shop” experience that is easy to manage long term.
- Offers fast and reliable network performance that you and your customers come to expect from Cisco
- Breadth and depth of Small Business portfolio provides up-sell/cross-sell opportunities to other Cisco SB products and Cisco portfolio
- Peace of mind that products are supported by trusted partner (Cisco) as well as limited lifetime warranty
- Cisco Small Business products are supported by professionals in Cisco Small Business Support Center locations worldwide who are specifically trained to understand your needs. The Cisco Small Business Support Community, an online forum, enables you to collaborate with your peers and reach Cisco technical experts for support information.

Features and Benefits for End Customers

The Cisco RV110W Wireless-N VPN Firewall features:

- High-speed, wireless-N connectivity improves performance and coverage, allowing employees to stay productive while away from their desks
- Integrated 4-port 10/100 switch, enables you to connect to computers, printers, IP phones, cameras, and other devices
- IP Security (IPsec) VPN support delivers highly secure remote-access client connectivity for Windows and Mac OS computers
- Quality of service (QoS) support for enhanced voice, video, and data traffic
- Support for separate “virtual” networks, allows you to control access to sensitive information and set up highly secure wireless guest access
- Support for IPv6, the latest Internet Protocol technology, to help your network accommodate new technologies
- Simplified configuration through an intuitive, browser-based device manager
- Support for the Cisco FindIT Network Discovery Utility

Ordering Information

The Cisco RV110W Network Security Firewall appears on Cisco Wholesale Price Lists (WPL) and will be available beginning on May 24th, 2011.

Part Number	Description	List Price (\$)
RV110W-E-G5-K9	Cisco RV110W Wireless-N VPN Firewall (Asia and India)	\$114
RV110W-A-AU-K9	Cisco RV110W Wireless-N VPN Firewall (Australia and New Zealand)	\$114

Cisco WebEx Meeting Center for Small Business Partners

Availability: APAC

Cisco WebEx for Small Business is an online meeting service that enables businesses to host conference calls, meet with anyone, anywhere over the web—and work together as if you're in the room together. Deliver presentations. Share documents. Demonstrate applications. Even share control of your desktop to let someone else present. It's easy with Cisco WebEx Web Meetings for Small Business.

Reseller Benefits

- Sell with every Unified Communications 300 and 500 Series system – incremental revenue and margin with every voice sale
- Tap into existing Unified Communications customer base to uncover new revenue opportunities
- Use WebEx as a conversation starter to attract new customers
- Develop recurring revenue streams with yearly renewals
- Licenses:
 - Minimum purchase: 2 annual subscription licenses
 - Mid-year additions: Monthly SKUs are available
- Channel Specialization
 - Small Business Specialization, Express Foundation or higher required to sell WebEx Meeting Center

Ordering Information

Cisco WebEx Meeting Center SKUs are available on Cisco Wholesale Price Lists (WPL) now

WebEx Meeting Center SKUs (Annual Subscriptions)

Part Number	Description	List Price (\$)
L-WBX-MC-SB-APAC=	WebEx Meeting Center – Small Business Annual Subscription (VoIP Only – Asia Pacific, Emerging Markets, Japan)	\$650
L-WBX-MC-SB-IND=	WebEx Meeting Center – Small Business Annual Subscription (No VoIP – India Only)	\$650

WebEx Meeting Center SKUs (Mid-Year Additions)

Part Number	Description	List Price (\$)
L-WBX-MC-SB-MNTH1=	WebEx Meeting Center – Small Business SKU for 1 month until annual subscription renewal	\$54
L-WBX-MC-SB-MNTH2=	WebEx Meeting Center – Small Business SKU for 2 months until annual subscription renewal	\$108
L-WBX-MC-SB-MNTH3=	WebEx Meeting Center – Small Business SKU for 3 months until annual subscription renewal	\$163
L-WBX-MC-SB-MNTH4=	WebEx Meeting Center – Small Business SKU for 4 months until annual subscription renewal	\$217
L-WBX-MC-SB-MNTH5=	WebEx Meeting Center – Small Business SKU for 5 months until annual subscription renewal	\$271
L-WBX-MC-SB-MNTH6=	WebEx Meeting Center – Small Business SKU for 6 months until annual subscription renewal	\$325
L-WBX-MC-SB-MNTH7=	WebEx Meeting Center – Small Business SKU for 7 months until annual subscription renewal	\$379
L-WBX-MC-SB-MNTH8=	WebEx Meeting Center – Small Business SKU for 8 months until annual subscription renewal	\$433
L-WBX-MC-SB-MNTH9=	WebEx Meeting Center – Small Business SKU for 9 months until annual subscription renewal	\$488
L-WBX-MC-SB-MNTH10=	WebEx Meeting Center – Small Business SKU for 10 months until annual subscription renewal	\$542
L-WBX-MC-SB-MNTH11=	WebEx Meeting Center – Small Business SKU for 11 months until annual subscription renewal	\$596

For more information, please visit: <http://www.webex.com/solutions>

For more information, visit the [Distribution Central](#) website.