

Важные миграции и изменения в лицензировании!

- ISE licensing migration
- ESA licensing migration

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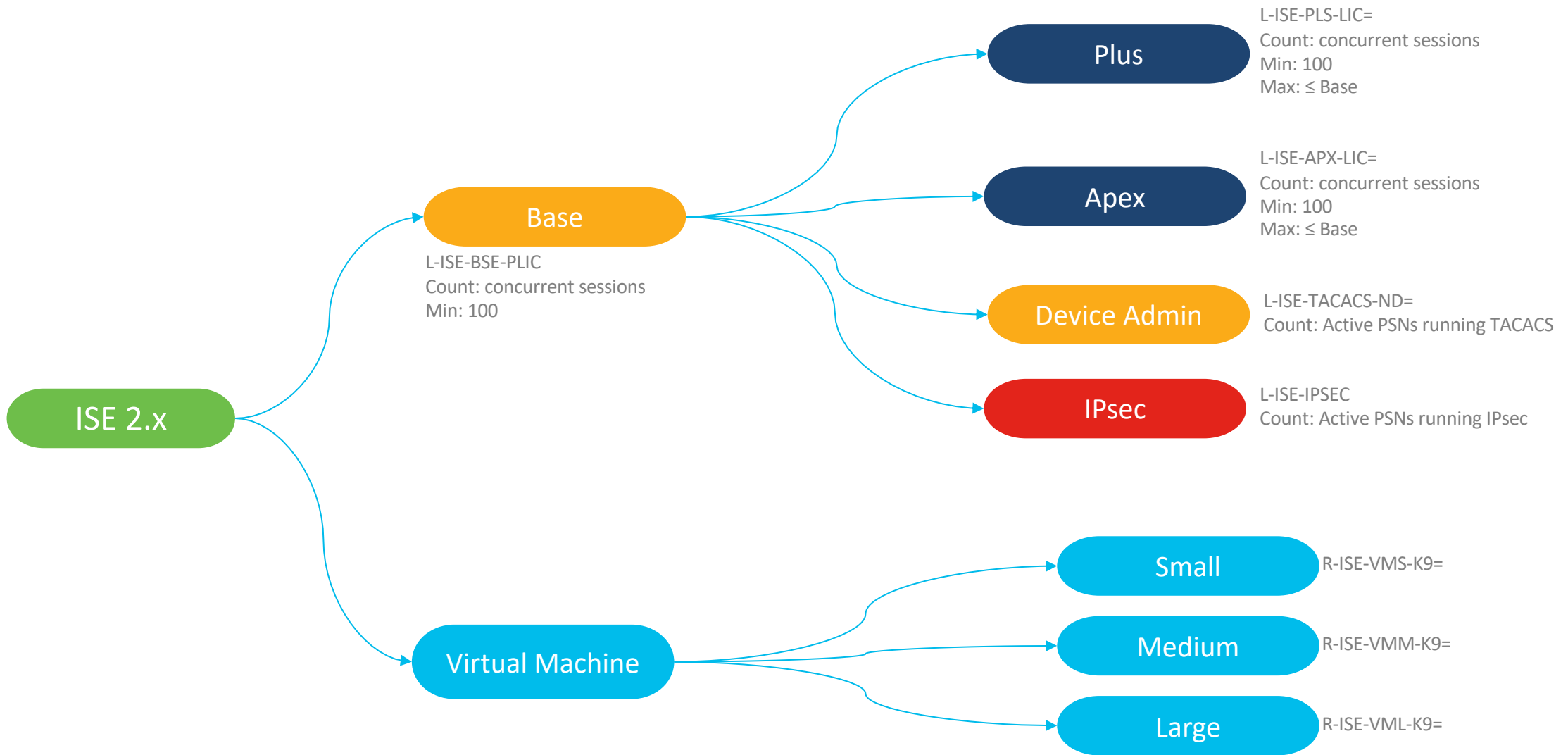


15 октября 2021

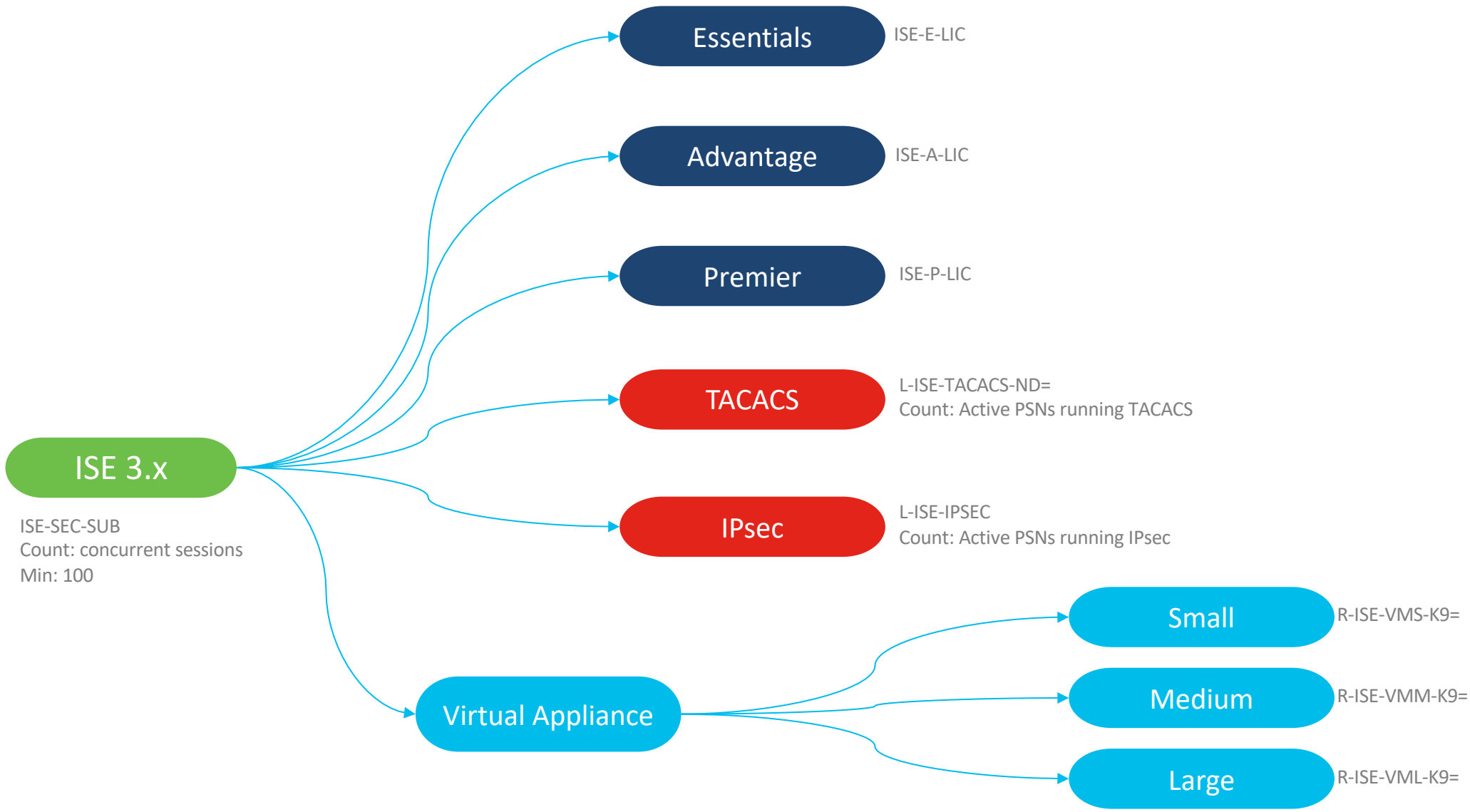
Identity Service Engine

Контроль доступа

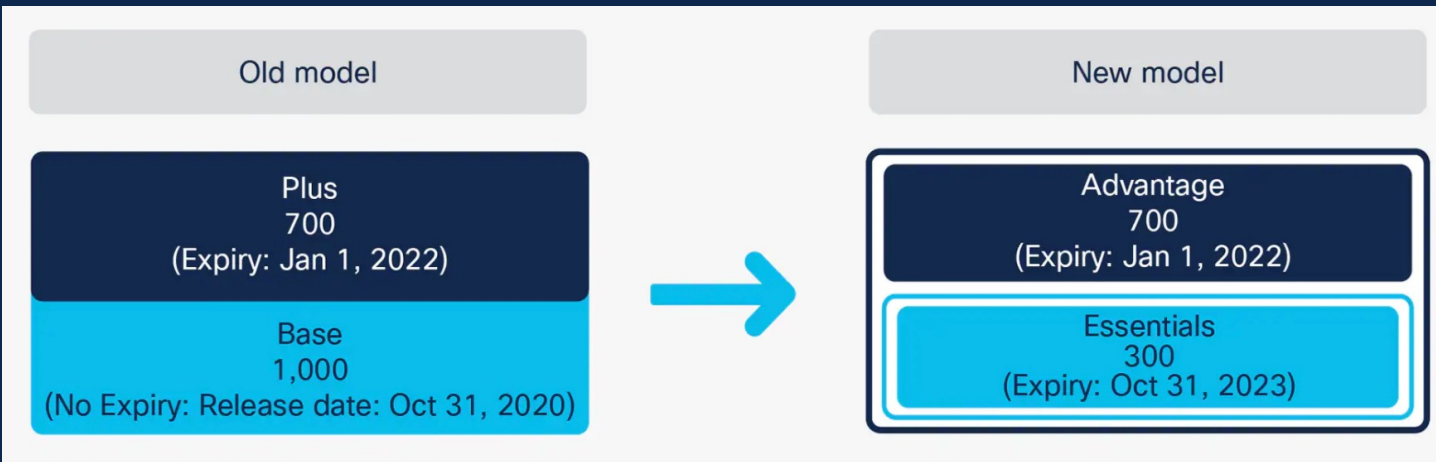
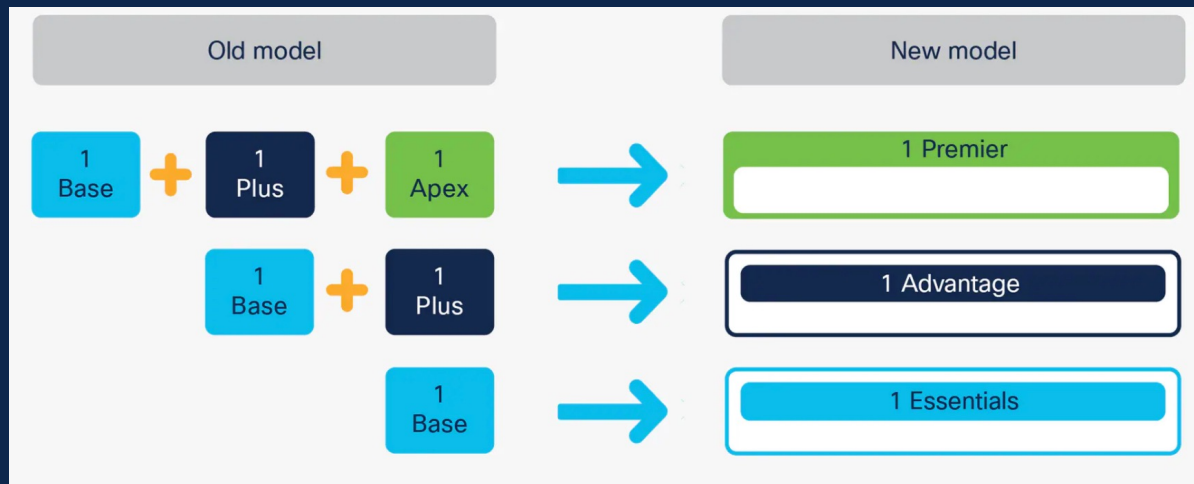




https://www.cisco.com/c/dam/en/us/products/collateral/security/identity-services-engine/guide_c07-656177.pdf



https://www.cisco.com/c/dam/en/us/products/collateral/security/identity-services-engine/guide_c07-656177.pdf



Cisco Identity Services Engine 3.0






Understanding the Licensing Changes



ISE Licenses are now a “Nested Doll” model.

- Advantage licenses DO include Essentials functionality
- Premier licenses DO include Essentials AND Advantage functionality

As of ISE 3.0, ISE Essentials, Advantage, and Premier Licenses are SMART LICENSES ONLY
There are no Traditional Licenses moving forward

		Premier ISE-P-LIC 	Device Admin L-ISE-TACACS-ND= 	VM Licenses 
Advantage ISE-A-LIC 		<ul style="list-style-type: none"> • Endpoint Posture compliance and remediation • MDM/EMM Integration • Threat Centric NAC (TC-NAC) • Rapid Threat Containment (RTC) (Adaptive Network Control) • EA Enforcement CLOUD <ul style="list-style-type: none"> • User Defined Network Subscription (1,3,5 years)*	<ul style="list-style-type: none"> • TACACS+ • Only Available in ISE 2.0 and above • Prior to 2.4, a single license is needed for the entire deployment • Starting in 2.4, a separate license is needed for every Device Admin Node Perpetual (Permanent) License NOT based on device count	<ul style="list-style-type: none"> • Starting in 2.4, VMs will no longer be Right-to-Use • Key-based license based upon Virtual Resources allocated to the virtual appliance • Small, Medium, and Large VM Sizes, each with a different SKU <ul style="list-style-type: none"> • R-ISE-VMS-K9= • R-ISE-VMM-K9= • R-ISE-VML-K9= • Perpetual (Permanent) License
Essentials ISE-E-LIC 				
<ul style="list-style-type: none"> • AAA • RADIUS/802.1x • EasyConnect • Multiple APIs (ERS) • Guest services Subscription (1,3,5 years)*	<ul style="list-style-type: none"> • Device profiling + feed service • BYOD with certificate authority • Cisco pxGrid identity and context sharing • Group based Policy (TrustSec) • Location Visibility and Enforcement • Endpoint Analytics (EA) Visibility Subscription (1,3,5 years)*			

Included with DNA Premier

Any ISE Base Licenses upgraded to ISE Essentials will expire on **October 31, 2023**

- *Subscription Licenses**
Active Subscription Licenses allow for:
- Software Support through TAC
 - Software Upgrades

To use Cisco AnyConnect as the agent for Endpoint Posture, the following license and module is needed

- + AnyConnect Apex
- ISE Posture Module



ISE 2.x PIDs EOS 9 марта 2022

End-of-Sale and End-of-Life Announcement for the Cisco Identity Services Engine Base, Plus and Apex License PIDs

Пример стоимости на 100 устройств при первой покупке и при продлении

ISE 2.x LIC PIDs			ISE 3.x LIC PIDs		
perpetual L-ISE-BSE-PLIC	\$ 695,00	\$ 695,00	subscription ISE-E-LIC	\$ 290,00	первая покупка и продления
subscription L-ISE-PLS-LIC=	\$ 907,00	\$ 1 602,00	subscription ISE-A-LIC	\$ 1 298,00	
subscription L-ISE-APX-LIC=	\$ 688,00	\$ 2 290,00	subscription ISE-P-LIC	\$ 2 171,00	
	к продлению	первая покупка			

End-of-Sale and End-of-Life Announcement for the Cisco Identity Services Engine Virtual Machine S/M/L

OLD PID	NEW PID
R-ISE-VML-K9=	
R-ISE-VMM-K9=	R-ISE-VMC-K9=
R-ISE-VMS-K9=	

Возможные сценарии

1) покупаем продление до 9 марта 2022 по старым артикулам (L-ISE-PLS-LIC= / L-ISE-APX-LIC=)

- Срок начала действия будет на след день после окончания текущего контракта (может начинаться хоть через 9 или 11 мес. при соответствии всем условиям продления)

2) Если покупка будет после 9 марта 2022, то это будет не продление, а новый контракт с артикулами ISE-SEC-SUB

- разместить сможем с отсрочкой не более 90 дней (временно 120 дней)
- технический момент: заказчику придется мигрировать старые РАК лицензии в смарт лицензии, после чего он сможет мигрировать с 2.x на 3.x
(миграция в Smart Lic обязательна / 2.x → 3.x необязательна до End of Support 2.7 (planned for 18 Nov 2023))
- финансовый момент: базовая подписка включена в состав и стоимость Essential & Premier, что повышает их стоимость при продлении в среднем в 2,5 раза по сравнению с Plus & Apex, в составе которых нет базовой подписки, потому как она постоянная и продления не требует в модели лицензирования 2.x

Новый функционал в ISE 3.0

Новый функционал в ISE 3.1

Видео-презентации от
Дмитрия Казакова
Systems Architect, Cisco Russia
CCIE Security #29472, CISSP, GREM, CEH



Полезные материалы по лицензированию ISE 3.0

Understanding the Licencing changing for ISE 3.0

<https://www.youtube.com/watch?v=5igHGF4b-4>

Cisco ISE Ordering Guide <http://cs.co/ise-ordering-guide>

Cisco ISE License Migration Guide <http://cs.co/ise-migration-guide>

Cisco ISE Licensing FAQ <http://cs.co/ise-license-faq>

Cisco ISE 3.0 Admin Guide <http://cs.co/ise-30-admin>

Cisco ISE 3.0 Release Notes <http://cs.co/ise-30-rn>

After the migration (PAK to SA) is completed, you can upgrade your ISE deployment to ISE 3.0. Ensure you configure the above virtual account in ISE so it can connect to the Smart Licensing portal and correctly consume licenses. Information on configuring Smart Licensing on ISE can be found [here](#) for ISE 2.7 and [here](#) for ISE 3.0.

Cisco Secure Email Simplified Offers

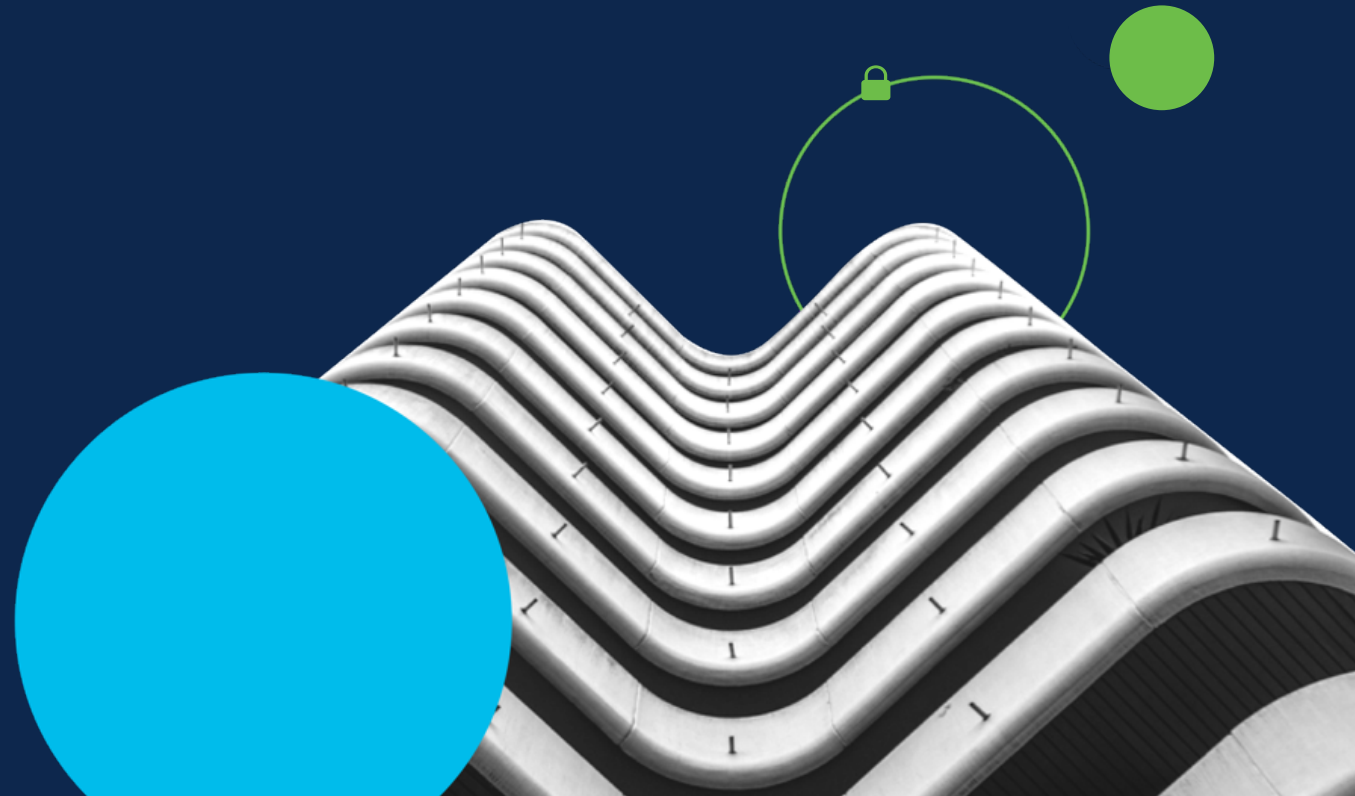
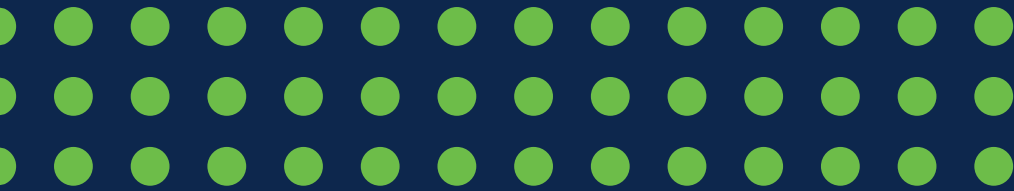
End-of-Sale and End-of-Life Announcement for the Cisco Secure Email Subscriptions

28 марта 2022

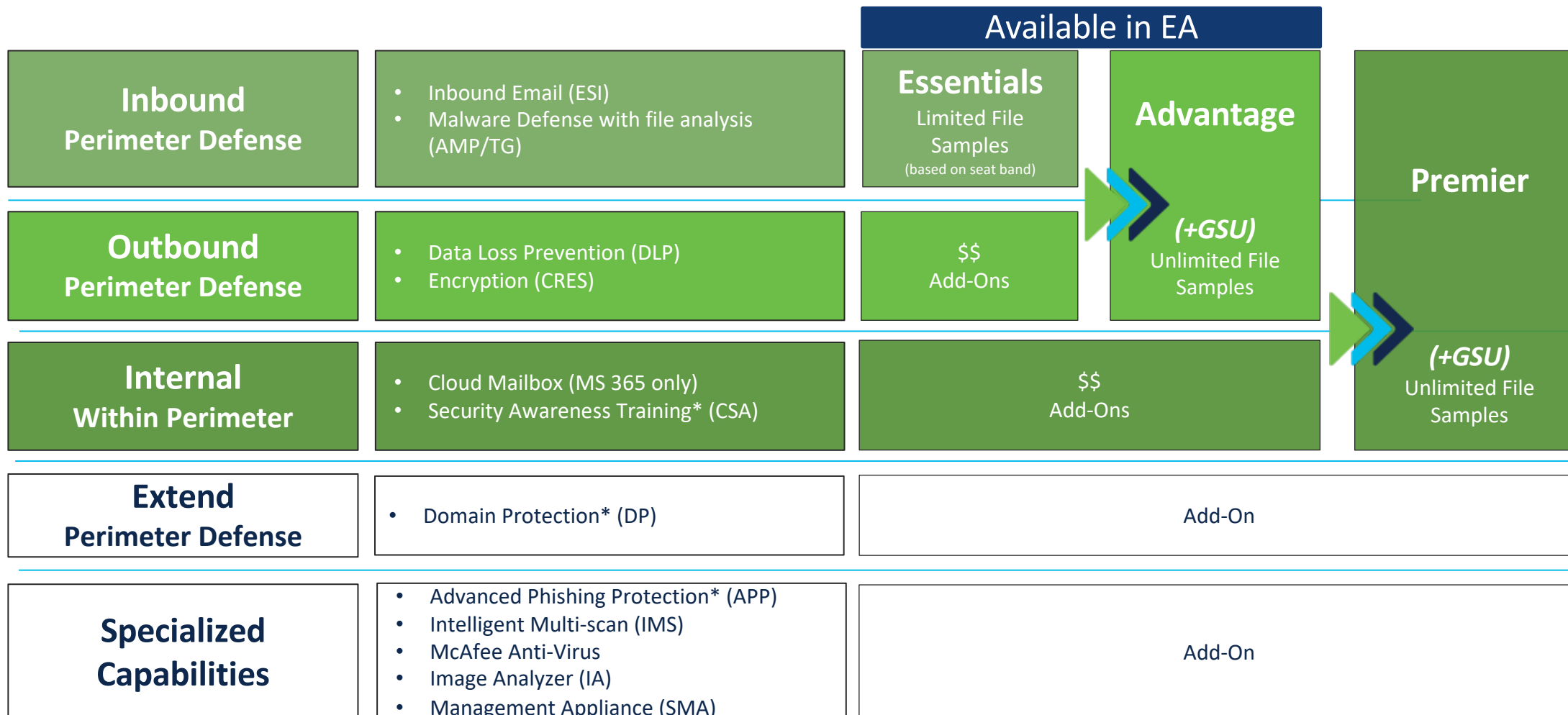
EMAIL-SEC-SUB



CSEMAIL-SEC-SUB



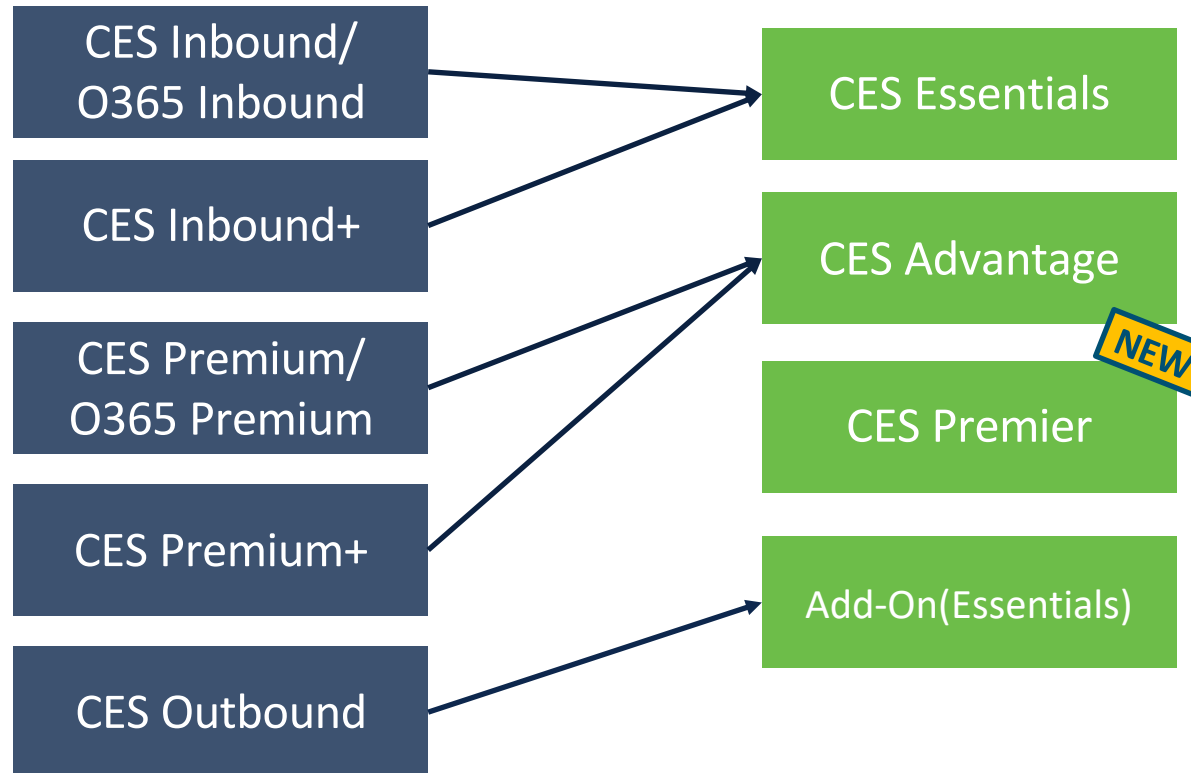
Simplified Offers – Essentials, Advantage & Premier



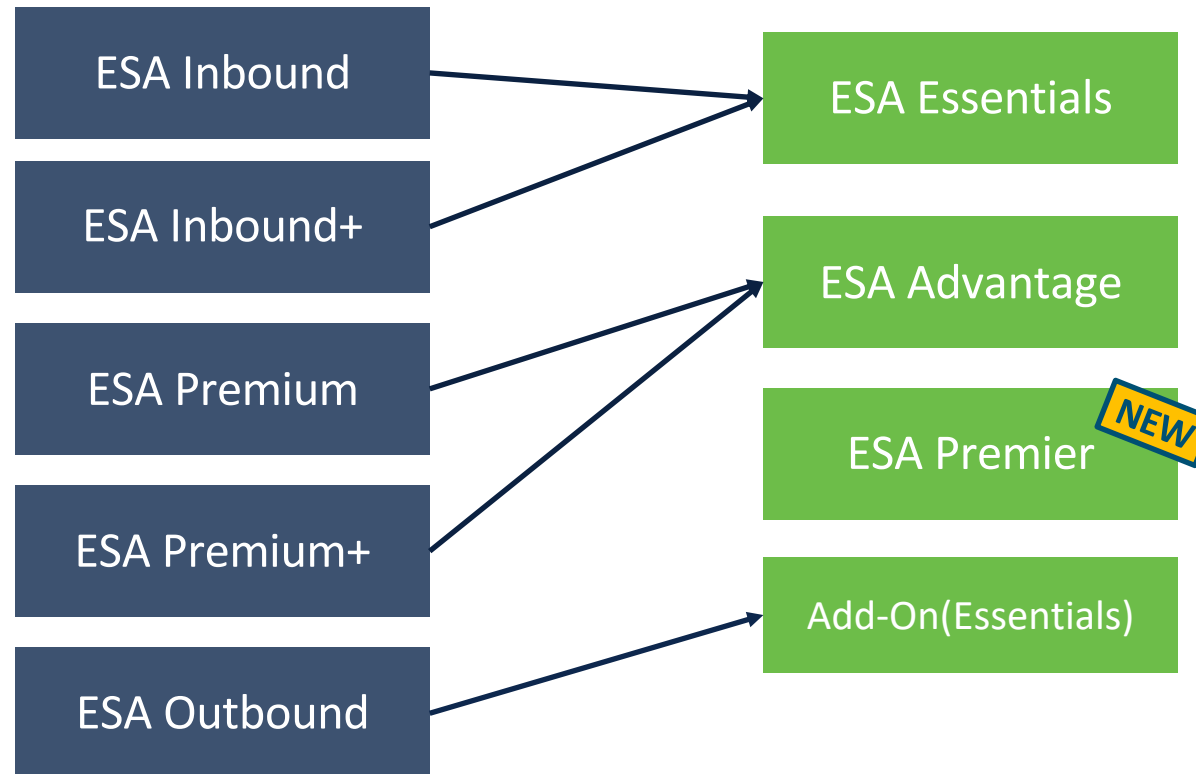
*Standalone Offers (as offered today); 100% AMP/malware defense attach across all offers

Note: Premier is a new bundle offer with all TAC support levels

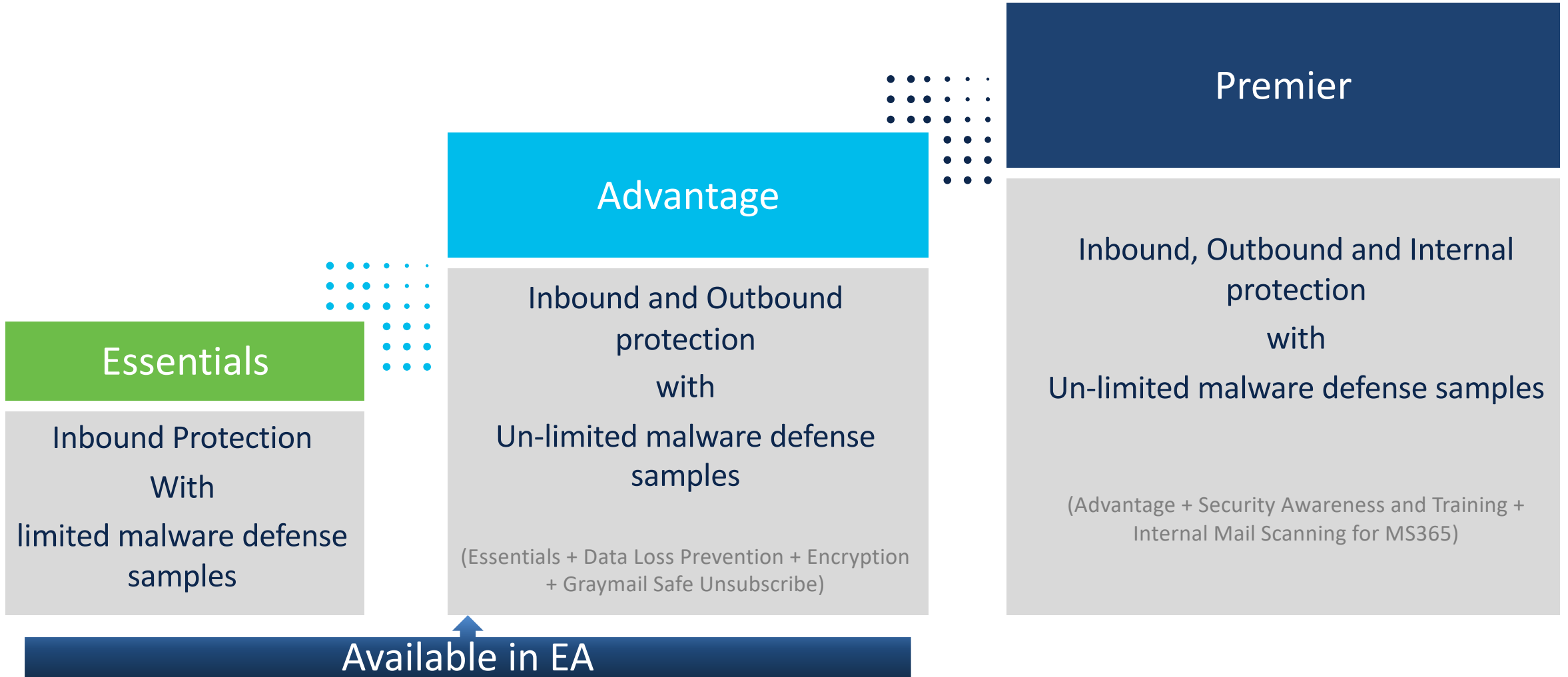
Offer mapping(Features) - Existing to Simplified (Cloud)



Offer mapping(Features)-Existing to Simplified (On-Prem)



Position based on business needs



Возможные сценарии

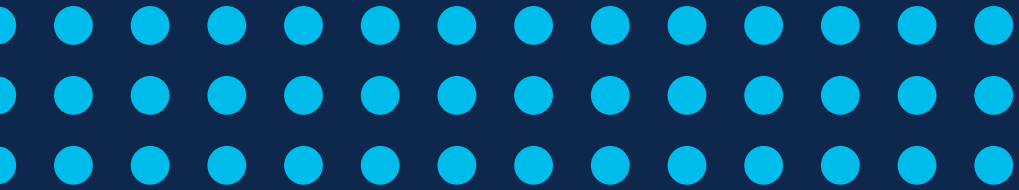
1) Покупаем продление до 28 марта 2022 по старому артикулу EMAIL-SEC-SUB

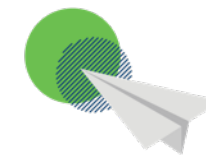
- Срок начала действия будет на след день после окончания текущего контракта (может начинаться хоть через 9 или 11 мес. при соответствии всем условиям продления)

2) Если покупка будет после 28 марта 2022, то это будет не продление, а новый контракт с артикулом CSEMAIL-SEC-SUB

- разместить сможем с отсрочкой не более 60 дней (временно 90 дней)
- финансовый момент: новые лицензии включают дополнительный функционал, от которого отказаться нельзя, что увеличивает стоимость решения. При первоначальной миграции мы предлагаем специальное промо для доп. дисконтирования новых лицензий – детали его применения смотрите на след. слайдах

Migration discounts





Renewals: Old PIDS to New PIDS

Old PIDs

Term and Content PIDS*

<u>Secure Email Gateway</u>	<u>Secure Email Cloud Gateway</u>
ESA Inbound	Cloud Email Security (CES) Inbound Essentials Bundle
ESA-ESI-1Y-S1	L-CES-ESI-1Y-S1
ESA-ESI-3Y-S1	L-CES-ESI-3Y-S1
ESA-ESI-5Y-S1	L-CES-ESI-5Y-S1
L-H-ESA-ESI-1Y-S1	L-CES-O365I-1Y-S1
L-H-ESA-ESI-3Y-S1	L-CES-O365I-3Y-S1
L-H-ESA-ESI-5Y-S1	L-CES-O365I-5Y-S1
ESA Premium	Cloud Email Security (CES) Premium Bundle
ESA-ESP-1Y-S1	L-CES-ESP-1Y-S1
ESA-ESP-3Y-S1	L-CES-ESP-3Y-S1
ESA-ESP-5Y-S1	L-CES-ESP-5Y-S1
L-H-ESA-ESP-1Y-S1	L-CES-O365P-1Y-S1
L-H-ESA-ESP-3Y-S1	L-CES-O365P-3Y-S1
L-H-ESA-ESP-5Y-S1	L-CES-O365P-5Y-S1

*Applies to all seat bands

SBP PIDS

<u>Secure Email Gateway</u>
ESA Inbound
ESA-ESI-LIC
ESA Premium
ESA-ESP-LIC
<u>Secure Email Cloud Gateway</u>
CES Inbound
CES-ESSENTL-BNDL
CES-O365ESS-BNDL
CES Premium
CES-PREMIUM-BNDL
CES-O365PREM-BNDL

NEW PIDS

On-Prem
ESA-ESS-LIC
ESA-ADV-LIC
ESA-PRE-LIC
Cloud
CES-ESS-LIC
CES-ADV-LIC
CES-PRE-LIC
Hybrid
H-ESA-ESS-LIC
H-ESA-ADV-LIC
H-ESA-PRE-LIC

One-time migration discounts (renewals only)



- Existing customers on non-malware defense bundles will experience significant increase in price
- To address it, one time discount on list price will be offered to renewing customers who are not using malware defense today – namely, Inbound and Premium bundles

On list price	Gateway Essentials	Hybrid Essentials	Gateway Advantage	Hybrid Advantage
Gateway Inbound	14.5%	23.2%		
Gateway Premium			8.7%	17.4%
		Cloud Gateway Essentials	Cloud Gateway Advantage	
Cloud Gateway Inbound		12.8%		
Cloud Gateway Premium			5.8%	

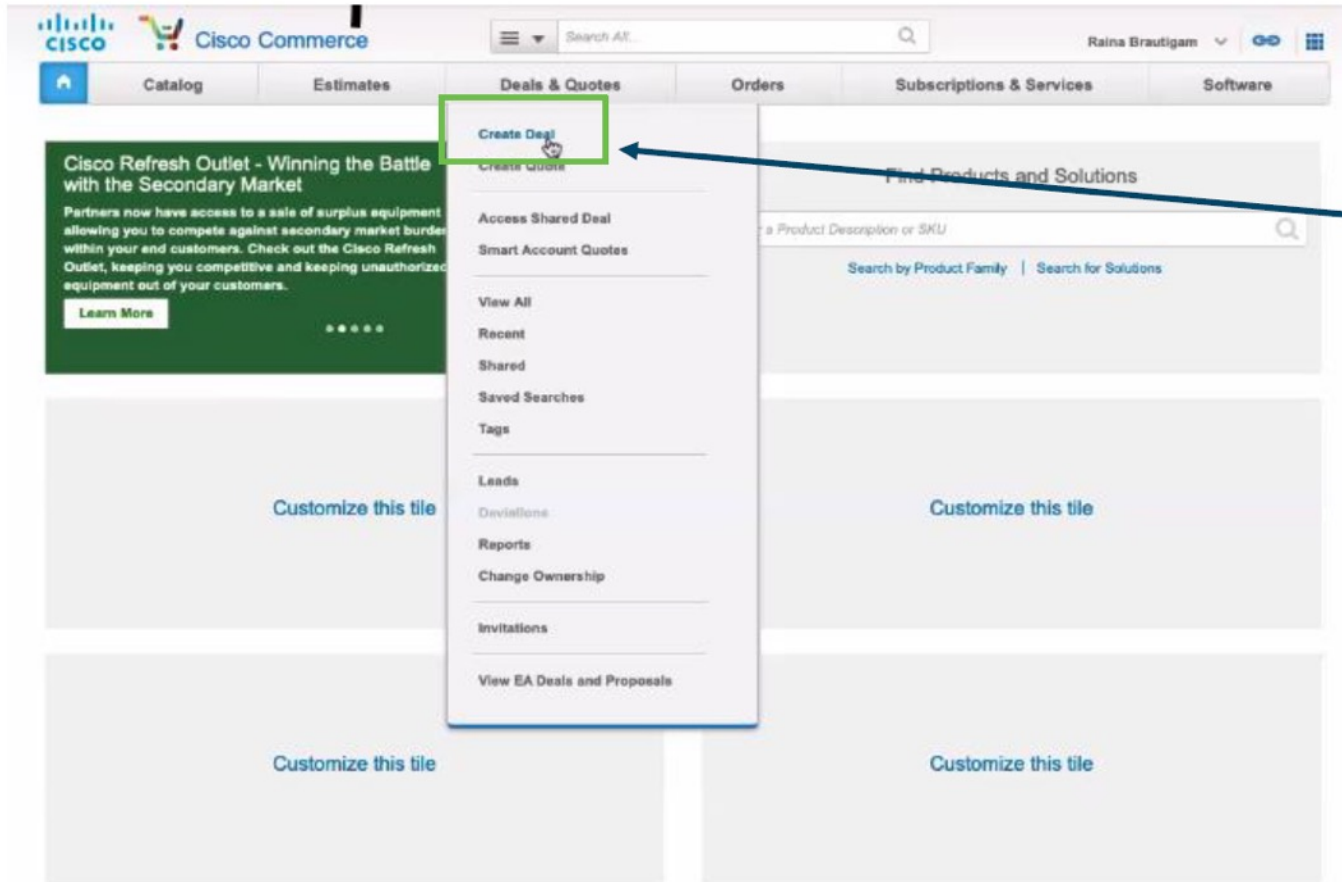
Note: Applicable for entire renewal term (1,3 or 5Y)

One PID One Price applied in the new offer – CSEMAIL-SEC-SUB

Term & Content Migration Flow – In CCW



1 Cisco Partner logs into CCW and selects “Create Deal”



Click "Create Deal"
to start a new deal

Term & Content Migration Flow – In CCW



1

Cisco Partner logs into CCW and selects “Create Deal” (*Continued*)

Create a Deal

Smart Defaults Required Field

Deal Name *
Email T&C Test

Cisco Channel Account Manager (CAM) *
Frederico Lopes Fernandes (freferna)

Cisco Account Manager (AM)
(To be assigned by Cisco.)

Buying on behalf of
Select

Find your CAM with the CAM Locator.

Suggested Account Manager
Email @cisco.com

Please suggest if you are already working with AM for this Deal

CONTACT & ADDRESSES

End Customer *
Partner * Venture Network Solutions

Partner Address *
3621 W MORRISON AVE
TAMPA, FL, 33629
UNITED STATES

Partner Contact *
3867954728 Sales / Account Manager,
Business Develo

Add to Share List View Details

Cancel Create Deal

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Term & Content Migration Flow – In CCW



2 Enters Bill of Material (BOM) with new Email PID

QUOTE NAME Email T&C Test

DEAL ID 52702711	QUOTE NUMBER 4734600565	QUOTE STATUS NOT SUBMITTED Incentive(s) Status	SMART ACCOUNT ASSIGNMENT Assign Smart Account	EXPIRY DATE N/A
---------------------	----------------------------	--	--	--------------------

Deal Quote Review Approvals Order Deal History

Who's Involved About the Deal Save Proceed to Items

Price List * * Required Field

Intended Use *

Expected Closing Date *

Deal Description

Probability of Closing

I have a Bill of Material This will help you to explore best incentives for you

Competitors [+ Add New](#)

Competitor Name	Technology Name
No Records	

Save Proceed to Items

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Term & Content Migration Flow – In CCW



2 Enters Bill of Material (BOM) with new Email PID (*Continued*)

Navigation: Home | Catalog | Estimates | **Deals & Quotes** | Orders | Subscriptions & Services | Software

Actions: Export | Print | Email | Share | Delete | More

QUOTE NAME: Email T&C Test ✎ Global Price List US Availability (USD)

DEAL ID 52702711	QUOTE NUMBER 4734600565	QUOTE STATUS NOT SUBMITTED Incentive(s) Status	SMART ACCOUNT ASSIGNMENT Assign Smart Account	EXPIRY DATE N/A
---------------------	----------------------------	--	--	--------------------

Deal | **Quote** | Review | Approvals | Order | Deal History

Items | Discounts and Credits | Justification | Install/Service Location | Billing Save and Continue

Set item preferences for this quote

Search by SKU, Description and Product Family Import Estimate Find Products and Solutions

Buy Method: Select Remove Selected Lines Validate More Filter By: All Items

	Hardware, Software and Services	Estimated Lead Time	Unit List Price (USD)	Qty	Extended List Price (USD)
<input type="checkbox"/>	CSEMAIL-SEC-SUB more Cisco Secure Email XaaS Subscription		0.00 MRC	1	0.00 Total Of MRC

End Customer Smart Account
Assign Smart Account
INVALID as of Thu 16-Sep-2021 10:39:25 PDT

Requested Start Date 19-Sep-2021	Requested For 36.00 Months From 19-Sep-2021 to 18-Sep-2024	Automatically Renews For 12 Months on 19-Sep-2024	Billing Frequency Prepaid Term
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Buy Method Select Options Validate Add Note More Actions

View 50 Items Per Page Results 1 of 1 Previous 1 Next

Financial Summary	All prices shown in USD
Total List Price	0.00

Save and Continue

Term & Content Migration Flow – In CCW



2 Enters Bill of Material (BOM) with new Email PID (*Continued*)

The screenshot displays the Cisco CCW interface for a quote titled "Email T&C Test". The navigation bar includes "Catalog", "Estimates", "Deals & Quotes", "Orders", "Subscriptions & Services", and "Software". The quote details show a DEAL ID of 52702711, QUOTE NUMBER 4734600565, and QUOTE STATUS "NOT SUBMITTED Incentive(s) Status". A green box highlights the "Explore Incentives" button in the "Quote" tab.

Financial and Promotional Summary

Hardware, Software, Services and Subscriptions	Unit List Price (USD)	Qty	Extended List Price (USD)	Total Discounts		Credits (USD)	Effective Disc (%)	Extended Net Price (USD)
				%	Amount (USD)			
1.0 CSEMAIL-SEC-SUB Cisco Secure Email XaaS Subscription	17,253.33 MRC	1	207,040.00 Total Of MRC	--	--	--	--	Final price not available Total Of MRC
Distributor Standard Discount - USD				--	--			

Requested Start Date: 19-Sep-2021
Requested For: 12.00 Months From 19-Sep-2021 to 18-Sep-2022
Automatically Renews For: 12 Months on 19-Sep-2022
Billing Frequency: Prepaid Term
Billing Amount: Final price not available Pay in Full

Contact TECH DATA to get the final price for this item

Term & Content Migration Flow – In CCW



2 Enters Bill of Material (BOM) with new Email PID (*Continued*)

Export Print Email Share Delete More

QUOTE NAME Email T&C Test	DEAL ID 52702711	QUOTE NUMBER ⓘ 4734600565	Global Price List US Availability (USD)
------------------------------	---------------------	------------------------------	---

← Explore Incentives

Advantaged Pricing
Please identify the source of your opportunity to qualify for preferential discounts ⓘ

- Partner Generated Opportunity ⓘ
- Cisco Generated Opportunity ⓘ
- Virtual Demand Center Opportunity ⓘ

Migration Incentives
Please select the scenarios that apply

Technology and Industry Incentives
Please select all that apply

Smart Incentives Stack
This is a tentative list of incentives. Please click on preview for your optimal discount.

Auto Applied Rewards

- Partner EA Scaling
- Standard Quoting
- Email Term and Content Migration**

Back Apply Incentives

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Term & Content Migration Flow – In CCW



3 CCW will require Partner to input SO/Contract number of the current T&C subscription

QUOTE NAME Email T&C Test Global Price List US Availability (USD)

DEAL ID 52702711	QUOTE NUMBER 4734600565	QUOTE STATUS NOT SUBMITTED Incentive(s) Status	SMART ACCOUNT ASSIGNMENT Assign Smart Account	EXPIRY DATE N/A
---------------------	----------------------------	--	--	--------------------

Deal Quote Review Approvals Order Deal History

Items Discounts and Credits Justification Install/Service Location Billing Edit Incentives Justification Questions

Discounts, lead time and final pricing information are only available for items fulfilled through Cisco. One or more items in this quote have been selected to be fulfilled by distributors. Contact those distributor(s) to get the final price for those items.

Financial and Promotional Summary Actions

View By Rollup Price Filter By All Items Hide \$0 List Price Items

	Hardware, Software, Services and Subscriptions	Unit List Price (USD)	Qty	Extended List Price (USD)	Total Discounts		Credits (USD)	Effective Disc (%)	Extended Net Price (USD)
					%	Amount (USD)			
+	1.0 CSEMAIL-SEC-SUB Cisco Secure Email XaaS Subscription	17,253.33 MRC	1	207,040.00 Total Of MRC	--	--	--	--	Final price not available Total Of MRC
				Standard Quoting	--	--			
				Distributor Standard Discount - USD	--	--			

Requested Start Date 19-Sep-2021 Requested For 12.00 Months From 19-Sep-2021 to 18-Sep-2022 Automatically Renews For 12 Months on 19-Sep-2022 Billing Frequency Prepaid Term Billing Amount Final price not available Pay in Full

Contact TECH DATA to get the final price for this item.

View 50 Items Per Page Results 1 of 1 << Previous 1 Next >>

Term & Content Migration Flow – In CCW



3 CCW will require Partner to input SO/Contract number of the current T&C subscription (**Continued**)

Navigation: Home | Catalog | Estimates | Deals & Quotes | Orders | Subscriptions & Services | Software

Actions: Export | Print | Email | Share | Delete | More

QUOTE NAME Email T&C Test		Global Price List US Availability (USD)		
DEAL ID 52702711	QUOTE NUMBER 4734600565	QUOTE STATUS NOT SUBMITTED Incentive(s) Status	SMART ACCOUNT ASSIGNMENT Assign Smart Account	EXPIRY DATE N/A

Deal | Quote | Review | Approvals | Order | Deal History

Items | Discounts and Credits | Justification | Install/Service Location | Billing

Buttons: Edit Incentives | Save | Proceed to Review

*Required Field

The following incentives require additional information before submission.

Email Term and Content Migration | Try and Buy | Yes

If you are upgrading/migrating your current T&C Email subscription please provide your sales order # for the T&C license.

Buttons: Edit Incentives | Save | Proceed to Review

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Term & Content Migration Flow – In CCW



4 Cisco Partner submits CCW Deal Registration for Approval

Requested Start Date 19-Sep-2021		Requested For 12.00 Months From 19-Sep-2021 to 18-Sep-2022		Automatically Renews For 12 Months on 19-Sep-2022		Billing Frequency Prepaid Term		Billing Amount 92,480.00 Pay in Full		
1.1 ESA-ESS-LIC		23.00	8000	Not	184,000.00	57.00	104,880.00	0.00	57.00	79,120.00
Cisco Secure Email Essential Inbound+Malware Defense & ANYL Magic Key: Q8725997952-000		Per User / 12 Months	User	Applicable						
		Standard-Distributor Standard Discount - USD		42.00%			77280.00			
		Promotion-Email Term and Content Migration BR-Email-210803-11953		15.00%			27600.00			
		Purchase Adjustment ⓘ		0.00						
1.2 EMAIL-TG-200		0.00	1	Not	0.00	42.00	0.00	0.00	42.00	0.00
Cisco Threat Grid 200 Files/Day Magic Key: Q8725997953-000		Per Each / Month	Each	Applicable						
		Standard-Distributor Standard Discount - USD		42.00%			0.00			
		Promotion-Standard Quoting BR-Deal-210731-11265		0.00%			0.00			
		Purchase Adjustment ⓘ		0.00						
1.3 SVS-EMAIL-SUP-B		0.00	1	Not	0.00	15.00	0.00	0.00	15.00	0.00
BASIC SUPPORT FOR EMAIL SECURITY Magic Key: Q8725997954-000		Per Each / Month	Each	Applicable						
		Standard-Standard Service Discount - USD		15.00%			0.00			
		Promotion-Standard Quoting BR-Deal-210731-11265		0.00%			0.00			
		Purchase Adjustment ⓘ		0.00						
1.4 SMA-EMGT-LIC		2.88	8000	Not	23,040.00	42.00	9,680.00	0.00	42.00	13,360.00
SMA Centralized Email Management Reporting License Magic Key: Q8725997955-000		Per User / 12 Months	User	Applicable						
		Standard-Distributor Standard Discount - USD		42.00%			9680.00			

SBP Migration Flow – In CCW



- 1 Cisco Partner enters Subscriptions Billing Platform (SBP)
- 2 Selects current subscription and performs a Change/Replace for new Email PID
- 3 Cisco Partner needs to click on “Explore Incentives” for discount to auto-apply

Similar CCW screenshots flow are in WIP & would be added to the deck by Oct Wk1

Resources and Communications



- ✓ Email Security Ordering Guide (*will be updated by Sep 30 th*) - **WIP**
- ✓ [Sales Connect](#) - **WIP**
- ✓ FAQ page on Sales Connect - **WIP**
- ✓ TnC/SBP EOS Notices
- ✓ GSSO newsletter
- ✓ Power Hours - Scheduled
- ✓ Partner Interactive Webinars
- ✓ CX Renewals regional Team calls - Scheduled
- ✓ Partners/Distis announcement
- ✓ Communication shared on aliases
- ✓ Malware Defense & GSU value proposition docs

