Cisco Start

Promotion Guide for Cisco Partners Q3 FY18

APJ Volume Program Office
March 2018

Asia Pacific and Japan Region Promotion Summary

	Offers	Products	Region	Promo Period
New Promo	Cisco Start Meraki Full Stack Offer: `Limited Time` Cisco Meraki Full Stack Promo	Meraki MR, MS and MX series, in addition teleworker and system manager.	APJ except Australia	28 Apr 2018
	Cisco Wi-Fi Security Offer: Cisco Wi-Fi Security full protection at half the cost	Purchase Cisco WLAN controller CT3504 together with UMBRLLA WLAN protection	APJ	28 Jul 2018
	Cisco Start DC promotion N9348: `New` Buy one, get one half price	N9300 series Bundle SKU N9K-C9348-FX-B14Q	APJ	28 Apr 2018
	Cisco Start NGFW FPR 2110 seasonal promotion: `New` appliance 10% more, licenses 5% more discount	FPR2110- NGFW- K9, L-FPR2110T-TMC-1Y, L-FPR2110T-TMC-3Y, L-FPR2110T-TMC-5Y	APJ except Japan	28 Jul 2018
	Cisco Next Gen Meetings-spark room kit and kit plus	CS-KIT-MSRP-K9 and CS-KITPLUS-MSRP-K9 with device subscription A-SPK-SH-RMK	APJ except Vietnam	27 Apr 2018
On-Going Promo	Cisco START Entrepreneur Packages	WAP access points, RV router, C2960L, ISR800 and Collaboration (webex and spark)	New Zealand, ASEAN, Korea	28 Apr 2018
	Guest Wifi Bundle Offer - WIFI Plus Access Switch Combo	C2960L or SG350 +AIR1815I/W	APJ except India	28 Apr 2018
	Cisco Start ASA Offer: detect earlier, act faster, stop more threats	ASA5506/5508/5516 series with TAMC/TMC licenses	APJ except ASEAN	28 Apr 2018
	Security Software Staking Promotion	Cisco Cloudlock, Anyconnect, UMBRLLA, Cloud Email Security and AMP for end points	APJ	28 Apr 2018
	Cisco Workspace Collaboration Bundle	BE4K/6K, 35 UCL/UWL License with IP phone 7800/8800 Series	APJ	28 Apr 2018
Services	Fast Track Services	Cisco Support Essentials, Cisco Smart Net Total Care	APJ	On-Going

Cisco Services Fast Track Promotion: detect, resolve incidents at affordable cost

Take attractive Fast Track promotion price to protect business beyond warranty

Cisco Start recommends:

Cisco Smart Net Total Care Service and Support Essentials

Cisco Smart Net Total Care (SNTC) is Cisco's full service support available for all products. Cisco Support Essentials as it has been designed to cater to the basic support requirements for small and medium businesses, at an affordable price point for the features provided.

	Equipment Covered	Duration	Hardware Replacement	Cisco OS Updates	TAC Support	Additional Cisco.com Access/ Benefits	Smart Entitlement
Smart Net Total Care	All*1	Renewable Contracts	Advance Replacement: – 24 x 7 x 2-hours – 24 x 7 x 4-hours – 8 x 5 x 4-hours – 8 x 5 x Next Business Day (NBD) – Onsite Options	Minor and Maintenance Releases for Licensed Feature Set*2	24 x 7*3	●*4	●
Support Essentials	Commercial Focused	Renewable Contracts	8 x 5 x NBD	Maintenance Releases	8 x 5 (Callback)	●*4	●*3

Country	Promotion code
Australia	PP-Fast-160730-110476
New Zealand	PP-Fast-160730-110460
India	PP-Fast-160730-110461
Japan	PP-Fast-160730-110502
Korea	PP-Fast-160730-110501
Indonesia	PP-Fast-160730-109672
Malaysia	PP-Fast-160730-110512
Philippines	PP-Fast-160730-110473
Singapore	PP-Fast-160730-110500
Thailand	PP-Fast-160730-110458

ANZ Summary

	Offers	Products	Promo Code	Promo Period
New Promo	Cisco Start Meraki Full Stack Offer: `Limited Time` Cisco Meraki Full Stack Promo	Meraki MR, MS and MX series, in addition teleworker and system manager.	BR-Mera-180127-01433 (NZ)	28 Apr 2018
	Cisco Wi-Fi Security Offer: Cisco Wi-Fi Security full protection at half the cost	Purchase Cisco WLAN controller CT3504 together with UMBRLLA WLAN protection	PP-Wsec-180728-03743 (AU) PP-WSec-180728-03751 (NZ)	28 Jul 2018
	Cisco Start DC Promotion N9348: `New` `Limited Time` Buy one, get one half price	N9300 series Bundle SKU N9K-C9348-FX-B14Q	PP-Fast-150124-32368 (AU) PP-Fast-150124-32371(NZ)	28 Apr 2018
	Cisco Start NGFW FPR 2110 seasonal promotion: appliance 10% more, licenses 5% more discount	FPR2110- NGFW- K9, L-FPR2110T-TMC-1Y, L-FPR2110T-TMC-3Y, L-FPR2110T-TMC-5Y	PP-Fast-160803-111252 (AU) PP-Fast-161030-113651 (NZ)	28 Jul 2018
	Cisco Next Gen Meetings: Spark room kit and kit plus	CS-KIT-MSRP-K9 and CS-KITPLUS-MSRP-K9 with device subscription A-SPK-SH-RMK	PP-FTBu-180427-04282 (AU) PP-FTBu-180427-04258 (NZ)	27 Apr 2018
On-Going Promo	Cisco START Entrepreneur Packages	WAP access points, RV router, ISR800 and Collaboration (webex and spark)	PP-Ente-170729-01284 (NZ)	28 Apr 2018
	Guest Wifi Bundle Offer: WIFI Plus Access Switch Combo	SG350 +AIR1815I/W	PP-Wifi-180127-02302 (AU) PP-Wifi-171029-02303 (NZ)	28 Apr 2018
	Cisco Start ASA Offer: detect earlier, act faster, stop more threats	ASA5506/5508/5516 series with TAMC/TMC licenses	PP-ASA5-170121-00631 (AU) PP-ASAC-170729-01975 (NZ)	28 Apr 2018
	Security Software Stacking Promotion	Cisco Cloudlock, Anyconnect, UMBRLLA, Cloud Email Security and AMP for end points	BR-Secu-180127-01182 (AU) BR-Secu-180127-01183 (NZ)	28 Apr 2018
	Cisco Workspace Collaboration Bundle	BE4K/6K, 35 UCL/UWL License with IP phone 7800/8800 Series	BR-Work-180428-02947 (AU) BR-Work-180428-02946 (NZ)	28 Apr 2018
Local Promo	Australia K12 Education Promotion Price List	Attractive price list promotions for Kindergarten to K-12	PP-K12E-180728-03638(AU)	28 Jul 2018
	Cisco NBN business grade router limited time offer `Hot Deal`	Cisco RV routers, ISR800 and ISR1100 routers	PP-Fast-160803-111252 (AU) PP-Fast-161030-113651 (NZ)	28 Apr 2018

Leverage Cisco Meraki Promotions to move to the cloud

Meraki Full Stack on Promotion!

Security/UTM

- MX64/64W
- MX65/65W
- MX84
- vMX100

Switches

- MS120 series
- MS220 series
- MS225 series

Teleworker

- Z1, Z3

Wireless

- MR33, MR42

System Manager

- 1Yr, 3Yr, 5Yr

New Promotion discounts are applicable to 1YR, 3YR, 5YR, 7YR and 10YR both ENT and SEC Licenses and all accessories.

Promotion Name in CCW	Available region	Promotion Code
Meraki APJ	ASEAN	BR-Mera-180127-01432
	New Zealand	BR-Mera-180127-01433
	India	PP-Mera-171028-02095
	Korea	PP-Mera-171029-02299
	Japan	BR-Mera-180127-03642

Special Offers

Entrepreneur Program $ View Stack
(Entrepreneur Program ASEAN)

Software Security Program $ View Stack
(Security Software ASEAN)

Meraki APJ $ View Stack
(Meraki ASEAN)

For Partner: Earn Reward Points in Volume Layer buy selling Cisco Meraki (Wireless, Security, Switches) Products/License for Cloud Management
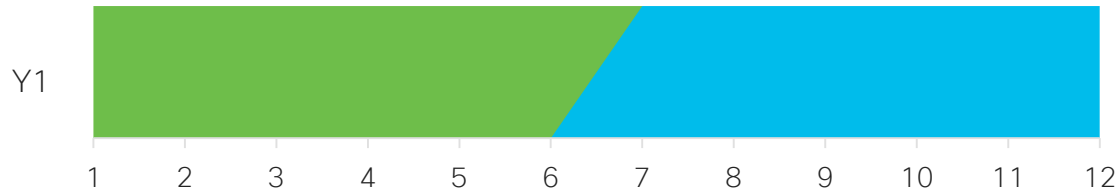
5

Cisco Wi-Fi Security full protection at half the cost

- Safe internet access, protecting your employees and your guests.
- No action required from end users for protection.
- Price per access point means protection for an "unlimited number of users"

Region	Promotion Name	PP Code
ASEAN	Wifi Secured Offer – ASEAN	PP-WSec-180728-03749
AU	Wifi Secured Offer – Australia	PP-Wsec-180728-03743
NZ	Wifi Secured Offer – New Zealand	PP-WSec-180728-03751
KR	Wifi Secured Offer – Korea	PP-WSec-180728-03744
IN	Wifi Secured Offer – India	PP-WSec-180728-03744

Customer **#1** offer

Receive up to **6 months** of Umbrella WLAN free on a 1-year term subscription

Customer **#2** offer

Receive up to **18 months** of Umbrella WLAN free on a 3-year term subscription

■ Free service ■ Paid service

6

DC TOR switch N9348 promotion – Buy one, get one half price

1st at **attractive price**

2nd at **half price**

50% off

Main Features

- Supports full switching, VXLAN, ACI, reversible power, fans and PoE (software on roadmap)
- A low cost, highly available device that can act as the core switch for smaller environments
- Supports all of the highly available services like VPC, ISSU (software on roadmap), line rate encryption through Macsec
- Offers simpler cabling and scaling both standalone or within an ACI environment, allowing for the same physical topology regardless of the logical networks deployed

Only available on FT **FAST TRACK** Bundle SKU: N9K-C9348-FX-B14Q

Country	FAST TRACK Promo Code
Australia	PP-Fast-150124-32368
New Zealand	PP-Fast-150124-32371
India	PP-Fast-150124-32347
Japan	PP-Fast-150124-32369
Korea	PP-Fast-150725-41553
Indonesia	PP-Fast-150725-41512
Malaysia	PP-Fast-150725-41552
Philippines	PP-Fast-150124-32348
Singapore	PP-Fast-150124-36968
Thailand	PP-Fast-150725-41529
Vietnam	PP-Fast-150725-41548

Notes:
- Bundle includes two switches + cables. Second switch within the bundle is at 50% off.
- Base pricing based on Account Breakaway discounts.

NGFW FPR 2110 seasonal promotion
10% more discount on appliance, 5% more discount on licenses

Exceptional sustained performance when advanced threat functions are enabled

Only available on Fast Track Accelerator promotion
SKU to quote:

| FPR2110- NGFW- K9 | L-FPR2110T-TMC-3Y |
| L-FPR2110T-TMC-1Y | L-FPR2110T-TMC-5Y |

FPR2110-NGFW-K9
L-FPR2110T-TMC= (1-,3- or 5- licenses)

Throughput:
FW+AVC: 2.0Gbps; AVC+IPS: 2.0Gbps IPSec VPN Throughput: 750mbps

Dual multicore CPU architecture

Centralized configuration, logging, monitoring and reporting are performed by the Management Center

Country	Promotion code
India	PP-Fast-180126-03855
Korea	PP-Fast-161029-113152
Australia	PP-Fast-160803-111252
New Zealand	PP-Fast-161030-113651
Indonesia	PP-Fast-170429-01003
Malaysia	PP-Fast-161030-114831
Philippines	PP-Fast-170429-01007
Singapore	PP-Fast-170429-01011
Thailand	PP-Fast-160730-113069
Vietnam	PP-Fast-170429-00999

Cisco Next Gen Meeting Promotion Spark Room Kit, Spark Room Kit Plus

Cisco Spark Room Kit

Cisco Spark Room Kit Plus

Cisco Spark Room Kit Series (License*[1])

| A-SPK-SH-RMK | USD$99 per month (A-SPK-SH-RMK) | Monthly or 1-, 2-, 3-, 4-, or 5-year options |

Cisco Spark Room Kit Series

| Spark Room Kit | MSRP USD $3,990 (CS-KIT-MSRP-K9) |
| Spark Room Kit Plus | MSRP USD $7,990 (CS-KITPLUS-MSRP-K9) |

Region	Next Gen Meeting PP Code
ASEAN*	PP-FTBu-180427-04258
AU	PP-FTBu-180427-04282
NZ	PP-FTBu-180427-04258
India	PP-FTBu-180427-04258
Japan	PP-FTBu-180427-04259
KR	PP-FTBu-180427-04258

Exclude Vietnam

Click here to find out how to order

World-class superior conference experience starting from only

USD$3,990*

9

*MSRP is Manufacturer's suggested retail price. Actual purchase price will be determined between purchaser(aka customer) and Cisco's authorised partners of customer's choice.

Cisco Start Entrepreneur Packages (NZ only)

Fast Deployment   Simple to set up and easy to manage

Low Cost Solution   Ideal for smaller budgets

High Performance   Enterprise Class Features for Small Deployments

Collaborate Everywhere   Remote, satellite offices work from home

For Partner: Solution Layer – Earn up to 8,000 Reward Points

Region	Promotion Name	PP Code
NZ	Entrepreneur Program NZ	PP-Ente-170729-01284

*Suggested promotional price. Actual price to be agreed between purchaser and reseller. Individual items available for purchase at non-promotional price. Terms and conditions apply.

For < 25 employees

- Cisco RV134W VPN router to provide wireless secured network connectivity
- Cisco 300 series managed 10 port GE switch with POE+
- 3x WAP150 Wireless AC Access Point
- Cisco Umbrella cloud security protection

RV134W-E-K9-AU	1
SG300-10PP-K9-AU	1
WAP150-A-K9-AU	3
UMBRELLA-SUB	10
UMB-ROAM	

For 26-50 employees

- Cisco RV340 VPN router for connectivity
- Cisco 300 series managed 28 port GE switch with POE+
- 2x Cisco Aironet 1815I with Mobility Express for flexible deployment
- Cisco Umbrella cloud security protection

Cisco Umbrella

RV340-K9-AU	1
SG300-28PP-K9-AU	1
AIR-AP1815i-Z-K9 / K9C	2
LS-RV34X-SEC-1YR=	1
UMBRELLA-SUB	25
UMB-ROAM	

Cisco Start Guest WIFI Bundle: 10 access points with 1 switch

WIFI Plus
Access Switch Combo

WIFI Plus Access Switch Combo

Graphic is for illustration purpose applicable for ANZ Only

Customers expect to have access to great Wi-Fi that's easy to connect to wherever they go. Cisco Start Guest Wi-Fi makes it easy to give them access to a stable, reliable, fast Wi-Fi network that's secure for you and them.

Promotion Region	PP Code	AP SKUs with quantity	Switch SKU with quantity
AU	PP-Wifi-180127-02302	AIR-AP1815I/W (10)	SG350-28P (1)
NZ	PP-Wifi-171029-02303	AIR-AP1815I/W (10)	SG350-28P (1)
Korea	BR-Wifi-171029-01962	AIR-AP1815I/W (10)	WS-C2960L-24P (1)
ASEAN	PP-GWif-180428-03401	AIR-AP1815I/W (10)	WS-C2960L-24P (1)

For Partner: Solution Layer - Earn up to 5,000 Reward Points on Guest Wifi Packages

Wi-Fi that's easy and reliable. For everyone.

Cisco Start ASA Offer: detect earlier, act faster, stop more threats

ASA5506/08/16-X: Cisco® Quality and Reliability in a compact Design

For Partners: Volume Layer -Earn up to 4,600 Reward Points buy selling ASA 5500 (5506,5508,5516) Series.

Country	Promotion Code	ASA5506X with TAMC offers
Australia	PP-ASA5-170121-00631	ASA5506/08/16 series (both ASA image and FTD image); L-ASA5506-TAMC-1Y/3Y; L-ASA5508/16-TAMC-1Y/3Y
New Zealand	PP-ASAC-170729-01975	
Japan	PP-ASA5-170729-01242	ASA5506-K9; L-ASA5506-TAMC-1Y
Japan	PP-ASA5-170729-01243	ASA5506-K9; L-ASA5506-TAMC-3Y
India	BR-ASA5-170729-01844	ASA5508/16 series (ASA image and FTD image); L-ASA5506-TAMC-1Y/3Y; L-ASA5508/16-TAMC-1Y/3Y
Korea	BR-ASA5-170429-00905	

ASA5506-X:
Protect your network from the latest threats from only $USD25 a month*

- Offer includes Cisco ASA with 1 year license of Application Visibility and Control, Next Gen Intrusion Prevention System, Advanced Malware Protection & URL Filtering.
- This promoting price does not include authorized cisco partner's services charges.
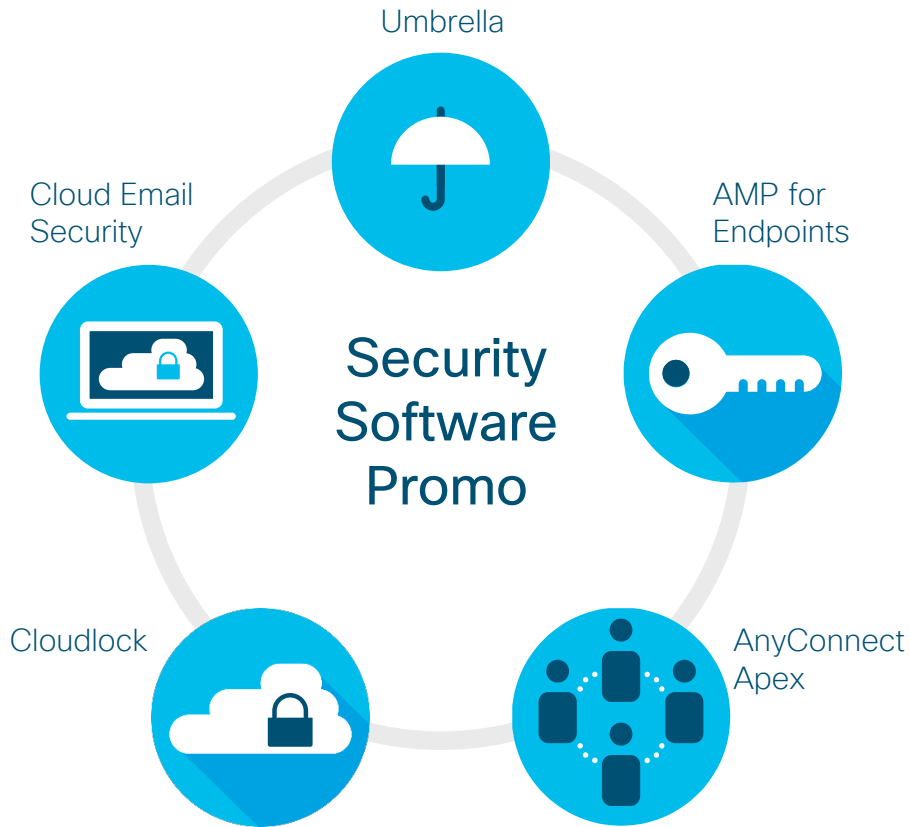- Offer is not available for ASEAN and India.

ASA5508/16-X: Simplify top up $USD100* more/ per year on
licenses as you purchase ASA5508 and ASA5516 to receive full protection

- Offer includes Cisco ASA with 1&3 year license of Application Visibility and Control, Next Gen Intrusion Prevention System, Advanced Malware Protection & URL Filtering
- Offer SKUs are ASA5508-K9, ASA5516-FPWR-K9, ASA5516-FTD-K9 and licenses mentioned above.
- Offer is not available for ASEAN and Japan.

For Partners: Volume Layer -Earn up to 4,600 Reward Points buy selling ASA 5500 (5506,5508,5516) Series.

Security Software Stacking promotion: simply buy more, get more discount

Umbrella

Cloud Email Security

Cloudlock

AMP for Endpoints

AnyConnect Apex

Security Software Promo

- **Cisco Security Software promotion**
- Create a Security Software promotion which includes AMP Endpoint/Umbrella/AnyConnect/Cloud Email Security/ Cloudlock
- This would also support the planned Ransomware initiatives as well as Cisco Security Software sales linked to any GTM programs
- An additional feature is a scaling promotion which provides incremental discount for buying more products
- Below is an example, exact discount structures are on following slides
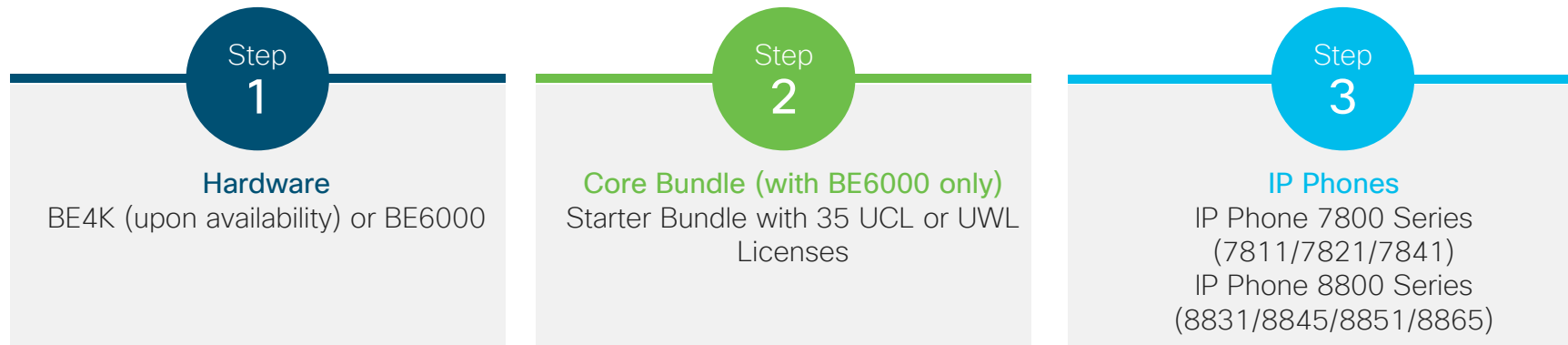
Buy 1	Buy 2	Buy 3	Buy 4	Buy 5
Promo Discount	Promo Discount +1%	Promo Discount +2%	Promo Discount +3%	Promo Discount +4%

Region	Promotion Name	BR Code
ASEAN	Security Software ASEAN	BR-Secu-170729-01111
AU	Security Software Australia	BR-Secu-180127-01182
NZ	Security Software NZ	BR-Secu-180127-01183
India	Security Software India	BR-Secu-180127-01184

13

Cisco Workspace Collaboration Bundle

The Cisco Workspace Bundle Promotion provides competitive discounts for a Unified Communications deal with bundle of BE4K or BE6K and selected IP Phones. Promo Discounts only applicable when required products are included into a registered deal.

Step 1	Step 2	Step 3
Hardware	**Core Bundle (with BE6000 only)**	**IP Phones**
BE4K (upon availability) or BE6000	Starter Bundle with 35 UCL or UWL Licenses	IP Phone 7800 Series (7811/7821/7841) IP Phone 8800 Series (8831/8845/8851/8865)

Region	Promotion Name	BR Code
ASEAN	Workspace Bundle – ASEAN	BR-Work-180429-02943
AU	Workspace Bundle – AUSTRALIA	BR-Work-180428-02947
India	Workspace Bundle – India	BR-Work-180429-02945
Korea	Workspace Bundle - Korea	BR-Work-180429-02944
NZ	Workspace Bundle – NEW ZELAND	BR-Work-180428-02946

Solution Layer – Next Generation Callings: Earn up to 200,000 Reward Points buy bundling BE4K/ BE6K/ BE7K Server with Video Endpoints (SX, DX, MX Series) / Cisco IP Phone 8000 Series

Australia K12 Education Promotion Price List

Portfolio covered under this promotion price list

Security First

Cisco Umbrella

Region	Promotion Criteria	PP Code
AU	Education Industry: Kindergarten to K-12	PP-K12E-180728-03638

Connect

Collaborate

Compute

15

Cisco NBN business grade router limited time offer

Offer Highlights

Cloud managed or on premises offers both are available

NBN Traffic Class-4 (TC-4) offers

- Best effort data and internet access
- Asymmetrical upstream and downstream speeds offered in 4 different speed tiers

NBN Traffic Class-2 (TC-2) offers

- Committed information rate
- Asymmetrical upstream and downstream speeds offered in 5 different speed tiers

Country	Promotion Code	Key products in the promotion
Australia	PP-Fast-160803-111252 (AU)	RV134W-E-K9-AU RV340/W-K9-AU; RV345-K9-AU; RV345P-K9-AU; RV320-K9-AU;RV325-K9-AU C887VA-W-A-K9; C867VAE-K9
New Zealand	PP-Fast-161030-113651 (NZ)	C1111-4P/4PWZ/4PLTELA C1111-8P/8PWZ/8PLTELA/8PLTELAWZ C1117-4P/4PWZ/4PLTELA/4PLTELAWZ

Limited Time

Cloud managed

On Premises

16

ASEAN Summary

	Offers	Products	Promo Code	Promo Period
New Promo	Cisco Start Meraki Full Stack Offer: `Limited Time` Cisco Meraki Full Stack Promo	Meraki MR, MS and MX series, in addition teleworker and system manager.	BR-Mera-180127-01432	28 Apr 2018
	Cisco Wi-Fi Security Offer: `New` Cisco Wi-Fi Security full protection at half the cost	Purchase Cisco WLAN controller CT3504 together with UMBRLLA WLAN protection	PP-WSec-180728-03749	28 Jul 2018
	Cisco Start DC promotion N9348: `New` Buy one, get one half price	N9300 series Bundle SKU N9K-C9348-FX-B14Q	Ref details PP Code by Country	28 Apr 2018
	Cisco Start NGFW FPR 2110 seasonal promotion: appliance 10% more, licenses 5% more discount	FPR2110- NGFW- K9, L-FPR2110T-TMC-1Y, L-FPR2110T-TMC-3Y, L-FPR2110T-TMC-5Y	Ref details PP Code by Country	28 Jul 2018
	Cisco Next Gen Meetings: Spark room kit and kit plus	CS-KIT-MSRP-K9 and CS-KITPLUS-MSRP-K9 with device subscription A-SPK-SH-RMK	PP-FTBu-180427-04258 (exclude Vietnam)	27 Apr 2018
On-Going Promo	Cisco START Entrepreneur Packages	WAP access points, RV router, C2960L, ISR800 and Collaboration (webex and spark)	PP-Ente-170729-01249	28 Apr 2018
	Guest Wifi Bundle Offer: WIFI Plus Access Switch Combo	C2960L + AIR1815I/W	PP-GWif-180428-03401	28 Apr 2018
	Security Software Stacking Promotion	Cisco Cloudlock, Anyconnect, UMBRLLA, Cloud Email Security and AMP for end points	BR-Secu-170729-01111	28 Apr 2018
	Cisco Workspace Collaboration Bundle	BE4K/6K, 35 UCL/UWL License with IP phone 7800/8800 Series	BR-Work-180429-02943	28 Apr 2018
Local Promo	`New` `Hot Deal` `Limited Time` Cisco Start AP1832 Get 3 for 2 promotion	Cisco Aironet Access Point 1832: AIR-AP1832I-x-K9C/K9	Ref details PP Code by Country	28 Apr 2018

Leverage Cisco Meraki Promotions to move to the cloud

Meraki Full Stack on Promotion!

Security/UTM

- MX64/64W
- MX65/65W
- MX84
- vMX100

Switches

- MS120 series
- MS220 series
- MS225 series

Teleworker

- Z1, Z3

Wireless

- MR33, MR42

System Manager

- 1Yr, 3Yr, 5Yr

New Promotion discounts are applicable to 1YR, 3YR, 5YR, 7YR and 10YR both ENT and SEC Licenses and all accessories.

Promotion Name in CCW	Available region	Promotion Code
Meraki APJ	ASEAN	BR-Mera-180127-01432
	New Zealand	BR-Mera-180127-01433
	India	PP-Mera-171028-02095
	Korea	PP-Mera-171029-02299
	Japan	BR-Mera-180127-03642

Special Offers

- ☐ Entrepreneur Program   💲 View Stack
  (Entrepreneur Program ASEAN)
- ☐ Software Security Program   💲 View Stack
  (Security Software ASEAN)
- ☐ Meraki APJ   💲 View Stack
  (Meraki ASEAN)

For Partner: Earn Reward Points in Volume Layer buy selling Cisco Meraki (Wireless, Security, Switches) Products/License for Cloud Management
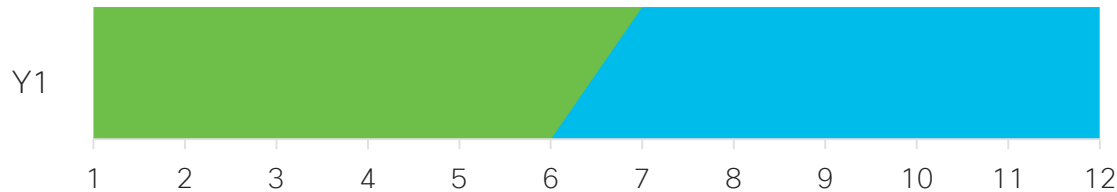
Cisco Wi-Fi Security full protection at half the cost

- Safe internet access, protecting your employees and your guests.
- No action required from end users for protection.
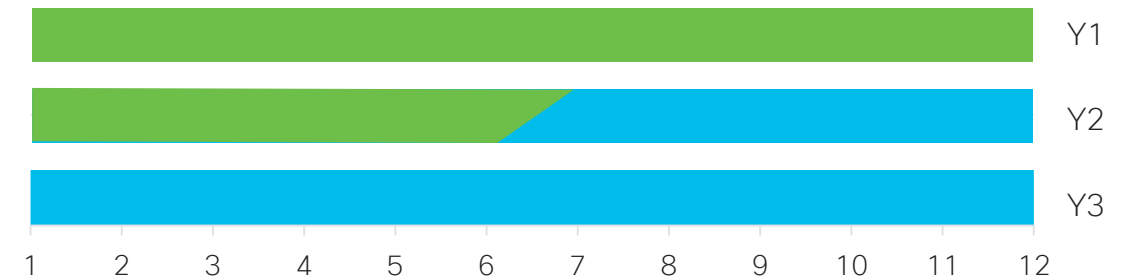- Price per access point means protection for an "unlimited number of users"

Region	Promotion Name	PP Code
ASEAN	Wifi Secured Offer – ASEAN	PP–WSec–180728–03749
AU	Wifi Secured Offer – Australia	PP–Wsec–180728–03743
NZ	Wifi Secured Offer – New Zealand	PP–WSec–180728–03751
KR	Wifi Secured Offer – Korea	PP–WSec–180728–03744
IN	Wifi Secured Offer – India	PP–WSec–180728–03744

Customer #1 offer

Receive up to **6 months** of Umbrella WLAN free on a 1-year term subscription

Customer #2 offer

Receive up to **18 months** of Umbrella WLAN free on a 3-year term subscription

■ Free service ■ Paid service

19

DC TOR switch N9348 promotion – Buy one, get one half price

1st at **attractive price**

2nd at **half price**

50% off

Main Features

- Supports full switching, VXLAN, ACI, reversible power, fans and PoE (software on roadmap)
- A low cost, highly available device that can act as the core switch for smaller environments
- Supports all of the highly available services like VPC, ISSU (software on roadmap), line rate encryption through Macsec
- Offers simpler cabling and scaling both standalone or within an ACI environment, allowing for the same physical topology regardless of the logical networks deployed

Only available on FT
FAST TRACK
Bundle SKU:
N9K-C9348-FX-B14Q

Country	FAST TRACK Promo Code
Australia	PP-Fast-150124-32368
New Zealand	PP-Fast-150124-32371
India	PP-Fast-150124-32347
Japan	PP-Fast-150124-32369
Korea	PP-Fast-150725-41553
Indonesia	PP-Fast-150725-41512
Malaysia	PP-Fast-150725-41552
Philippines	PP-Fast-150124-32348
Singapore	PP-Fast-150124-36968
Thailand	PP-Fast-150725-41529
Vietnam	PP-Fast-150725-41548

Notes:
- Bundle includes two switches + cables. Second switch within the bundle is at 50% off.
- Base pricing based on Account Breakaway discounts.

NGFW FPR 2110 seasonal promotion
10% more discount on appliance, 10% more discount on licenses

Exceptional sustained performance when advanced threat functions are enabled

FPR2110-NGFW-K9
L-FPR2110T-TMC= (1-,3- or 5- licenses)

Throughput:
FW+AVC: 2.0Gbps; AVC+IPS: 2.0Gbps IPSec VPN Throughput: 750mbps

Dual multicore CPU architecture

Centralized configuration, logging, monitoring and reporting are performed by the Management Center

Only available on Fast Track Accelerator promotion
SKU to quote:

FPR2110- NGFW- K9	L-FPR2110T-TMC-3Y
L-FPR2110T-TMC-1Y	L-FPR2110T-TMC-5Y

Country	Promotion code
India	PP-Fast-180126-03855
Korea	PP-Fast-161029-113152
Australia	PP-Fast-160803-111252
New Zealand	PP-Fast-161030-113651
Indonesia	PP-Fast-170429-01003
Malaysia	PP-Fast-161030-114831
Philippines	PP-Fast-170429-01007
Singapore	PP-Fast-170429-01011
Thailand	PP-Fast-160730-113069
Vietnam	PP-Fast-170429-00999

21

Cisco Next Gen Meeting Promotion Spark Room Kit, Spark Room Kit Plus

Cisco Spark Room Kit

Cisco Spark Room Kit Plus

Region	Next Gen Meeting PP Code
ASEAN*	PP-FTBu-180427-04258
AU	PP-FTBu-180427-04282
NZ	PP-FTBu-180427-04258
India	PP-FTBu-180427-04258
Japan	PP-FTBu-180427-04259
KR	PP-FTBu-180427-04258

Exclude Vietnam

Click here to find out how to order

Cisco Spark Room Kit Series (License[1])

| A-SPK-SH-RMK | USD$99 per month (A-SPK-SH-RMK) | Monthly or 1-, 2-, 3-, 4-, or 5-year options |

Cisco Spark Room Kit Series

| Spark Room Kit | MSRP USD $3,990 (CS-KIT-MSRP-K9) |
| Spark Room Kit Plus | MSRP USD $7,990 (CS-KITPLUS-MSRP-K9) |

World-class superior conference experience starting from only

USD$3,990*

22

*MSRP is Manufacturer's suggested retail price. Actual purchase price will be determined between purchaser(aka customer) and Cisco's authorised partners of customer's choice.

Cisco Start Entrepreneur Packages (ASEAN)

For < 25 employees at SG$1,000*

- Cisco RV130 VPN Router for secure network connectivity to multiple offices and remote employees
- Cisco 300 Series managed Switch 10 Port Managed GiE and POE+
- 2x WAP 150 Wireless AC/N Access Point with POE

For 26-50 employees at SG$2,300*

WebEx

- Cisco Catalyst 2960L 8 port GiE with POE
- 2x Cisco Aironet 1830 Series with Mobility Express for flexible deployment
- WebEx Meeting for Small Business Audio and video conferencing

For Partner: Solution Layer - Earn up to 8,000 Reward Points

For 51-150 employees at SG$8,400*

Spark

- Cisco 890 Integrated Router for high performance, highly secure internet access
- 2x Cisco Catalyst 2960L Series 10-port GigE, Perpetual POE+, enterprise-class switch
- 5x Cisco Aironet 1830 Series 802.11ac Wave 2 with Mobility Express for flexible deployment
- 10x Cisco Spark for business messaging and basic meetings

Region	Promotion Name	PP Code
ASEAN	Entrepreneur Program ASEAN	PP-Ente-170729-01249

ASEAN	<25 User Bundle	25-50 User Bundle	50-150 User Bundle
Singapore	SGD $1000	SGD $2300	SGD $8400
Malaysia	MYR $3,200	MYR $7,000	MYR $26,400
Indonesia	NA	IDR 21.500.000	IDR 81.100.000
Vietnam	VND 16,700,000	VND 37,100,000	VND 101,100,000
Philippines	PHP 37,400	PHP 82,700	PHP 313,800

*Suggested promotional price. Actual price to be agreed between purchaser and reseller. Individual items available for purchase at non-promotional price. Terms and conditions apply.

Cisco Start Guest WIFI Bundle: 10 access points with 1 switch

WIFI Plus
Access Switch Combo

WIFI Plus Access Switch Combo

Graphic is for illustration purpose applicable for ANZ Only

Customers expect to have access to great Wi-Fi that's easy to connect to wherever they go. Cisco Start Guest Wi-Fi makes it easy to give them access to a stable, reliable, fast Wi-Fi network that's secure for you and them.
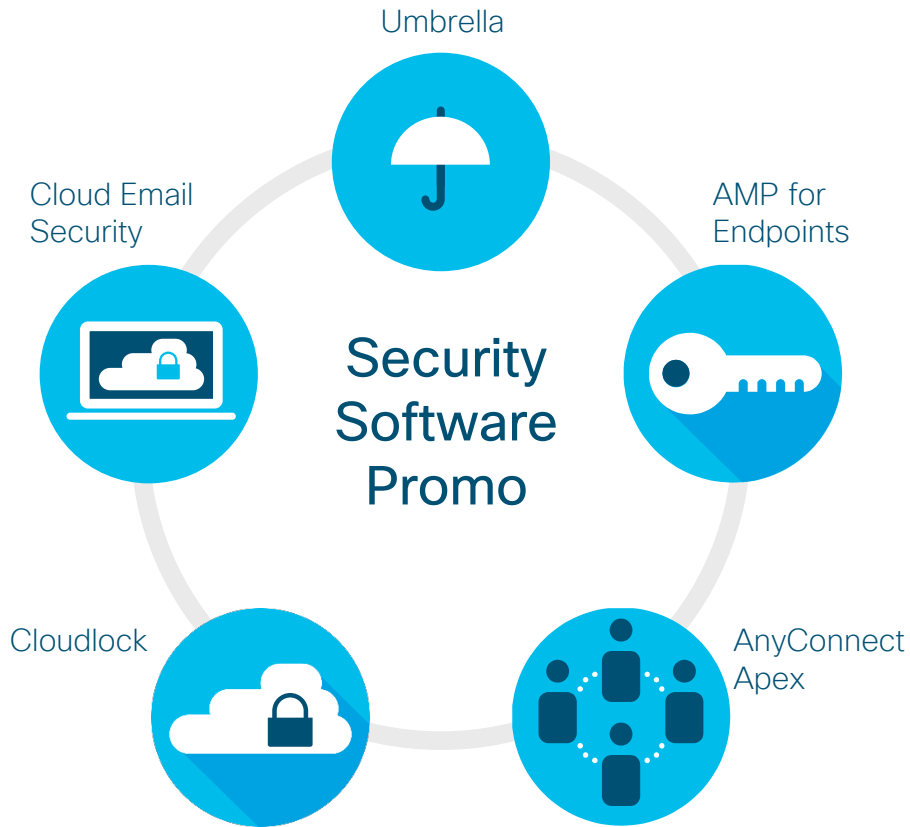
Promotion Region	PP Code	AP SKUs with quantity	Switch SKU with quantity
AU	PP-Wifi-180127-02302	AIR-AP1815I/W (10)	SG350-28P (1)
NZ	PP-Wifi-171029-02303	AIR-AP1815I/W (10)	SG350-28P (1)
Korea	BR-Wifi-171029-01962	AIR-AP1815I/W (10)	WS-C2960L (1)
ASEAN	PP-GWif-180428-03401	AIR-AP1815I/W (10)	WS-C2960L (1)

For Partner: Solution Layer – Earn up to 5,000 Reward Points on Guest Wifi Packages

Wi-Fi that's easy and reliable. For everyone.

Security Software Stacking promotion: simply buy more, get more discount

Umbrella

Cloud Email Security

Security Software Promo

AMP for Endpoints

Cloudlock

AnyConnect Apex

- **Cisco Security Software promotion**
- Create a Security Software promotion which includes AMP Endpoint/Umbrella/AnyConnect/Cloud Email Security/ Cloudlock
- This would also support the planned Ransomware initiatives as well as Cisco Security Software sales linked to any GTM programs
- An additional feature is a scaling promotion which provides incremental discount for buying more products
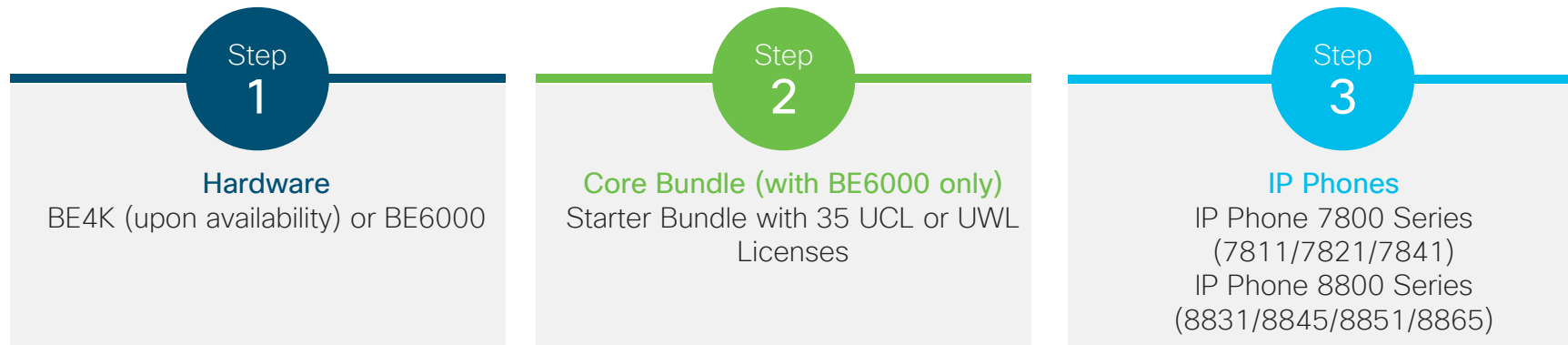- Below is an example, exact discount structures are on following slides

Buy 1	Buy 2	Buy 3	Buy 4	Buy 5
Promo Discount	Promo Discount +1%	Promo Discount +2%	Promo Discount +3%	Promo Discount +4%

Region	Promotion Name	BR Code
ASEAN	Security Software ASEAN	BR-Secu-170729-01111
AU	Security Software Australia	BR-Secu-180127-01182
NZ	Security Software NZ	BR-Secu-180127-01183
India	Security Software India	BR-Secu-180127-01184

Cisco Workspace Collaboration Bundle

The Cisco Workspace Bundle Promotion provides competitive discounts for a Unified Communications deal with bundle of BE4K or BE6K and selected IP Phones. Promo Discounts only applicable when required products are included into a registered deal.

Step 1	Step 2	Step 3
Hardware BE4K (upon availability) or BE6000	**Core Bundle (with BE6000 only)** Starter Bundle with 35 UCL or UWL Licenses	**IP Phones** IP Phone 7800 Series (7811/7821/7841) IP Phone 8800 Series (8831/8845/8851/8865)

Region	Promotion Name	BR Code
ASEAN	Workspace Bundle – ASEAN	BR-Work-180429-02943
AU	Workspace Bundle – AUSTRALIA	BR-Work-180428-02947
India	Workspace Bundle – India	BR-Work-180429-02945
Korea	Workspace Bundle - Korea	BR-Work-180429-02944
NZ	Workspace Bundle – NEW ZELAND	BR-Work-180428-02946

Solution Layer – Next Generation Callings: Earn up to 200,000 Reward Points buy bundling BE4K/ BE6K/ BE7K Server with Video Endpoints (SX, DX, MX Series) / Cisco IP Phone 8000 Series

# ASEAN Cisco Start Access Point 1832 Get 3 for 2 Promotion

Hot Deal AP1832 Get 3 for 2 Promotion

Paving the way for new 11ac Wave 2!

- Limited time only!
- Ideal for small and medium-sized network
- Deliver high speed wireless performance with Cisco's Enterprise class wireless best practices ON by default
- Controller function is built into access point, support up to 50 APs in one network with no additional licensing cost

Simple and powerful management improves user experiences
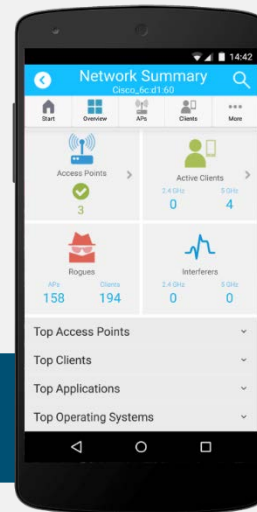
Country	PP Code
INDONESIA	PP-FTBC-180728-04402
MALAYSIA	PP-FTBC-180728-04405
PHILIPPINES	PP-FTBC-180728-04400
SINGAPORE	PP-FTBC-180728-04408
THAILAND	PP-FTBC-180728-04408
VIETNAM	PP-FTBC-180728-04408

Earn 2X Commercial Accelerate Points in addition to this promotion offer

India & SAARC Summary

	Offers	Products	Promo Code	Promo Period
New Promo	Cisco Start Meraki Full Stack Offer: `Hot Deal` Cisco Meraki Full Stack Promo	Meraki MR, MS and MX series, in addition teleworker and system manager.	PP-Mera-171028-02095	28 Apr 2018
	Cisco Wi-Fi Security Offer: Cisco Wi-Fi Security full protection at half the cost	Purchase Cisco WLAN controller CT3504 together with UMBRLLA WLAN protection	PP-WSec-180728-03744	28 Jul 2018
	Cisco Start DC promotion N9348: `New` `Limited Time` Buy one, get one half price	N9300 series Bundle SKU N9K-C9348-FX-B14Q	PP-Fast-150124-32347	28 Apr 2018
	Cisco Start NGFW FPR 2110 seasonal promotion: appliance 10% more, licenses 5% more discount	FPR2110- NGFW- K9, L-FPR2110T-TMC-1Y, L-FPR2110T-TMC-3Y, L-FPR2110T-TMC-5Y	PP-Fast-180126-03855	28 Jul 2018
	Cisco Next Gen Meetings: Spark room kit and kit plus	CS-KIT-MSRP-K9 and CS-KITPLUS-MSRP-K9 with device subscription A-SPK-SH-RMK	PP-FTBu-180427-04258	27 Apr 2018
On-Going Promo	Cisco Start ASA Offer: detect earlier, act faster, stop more threats	5508-X/5516-X with TAMC licenses	BR-ASA5-170729-01844	28 Apr 2018
	Security Software Stacking Promotion	Cisco Cloudlock, Anyconnect, UMBRLLA, Cloud Email Security and AMP for end points	BR-Secu-180127-01184	28 Apr 2018
	Cisco Workspace Collaboration Bundle	BE4K/6K, 35 UCL/UWL License with IP phone 7800/8800 Series	BR-Work-180429-02945	28 Apr 2018
Local Promo	`Hot Deal` `Limited Time` Cisco Start 15 SBTG Switch Transition Promotion	To support run rate product transition from SG200 series to SG250 series, from SG300 series to SG350 series	PP-Swtr-180119-03752	28 Apr 2018

Leverage Cisco Meraki Promotions to move to the cloud

Meraki

Security/UTM
- MX64/64W
- MX65/65W
- MX84
- vMX100

Switches
- MS120 series
- MS220 series
- MS225 series

Teleworker
- Z1, Z3

Wireless
- MR33, MR42

System Manager
- 1Yr, 3Yr, 5Yr

New Promotion discounts are applicable to 1YR, 3YR, 5YR, 7YR and 10YR both ENT and SEC Licenses and all accessories.

Promotion Name in CCW	Available region	Promotion Code
Meraki APJ	ASEAN	BR-Mera-180127-01432
	New Zealand	BR-Mera-180127-01433
	India	PP-Mera-171028-02095
	Korea	PP-Mera-171029-02299
	Japan	BR-Mera-180127-03642

Hot Deal

Special Offers

- ☐ Entrepreneur Program ($) View Stack
  (Entrepreneur Program ASEAN)
- ☐ Software Security Program ($) View Stack
  (Security Software ASEAN)
- ☐ Meraki APJ ($) View Stack
  (Meraki ASEAN)

For Partner: Earn Reward Points in Volume Layer buy selling Cisco Meraki (Wireless, Security, Switches) Products/License for Cloud Management
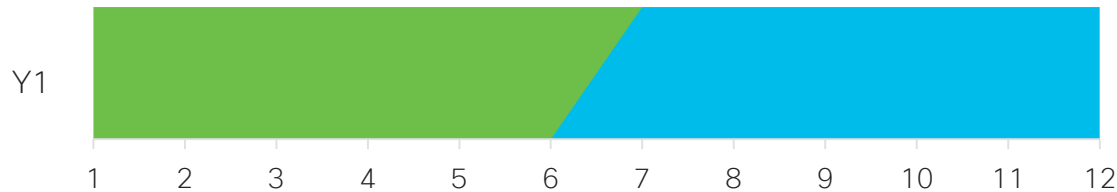
Cisco Wi-Fi Security full protection at half the cost

- Safe internet access, protecting your employees and your guests.
- No action required from end users for protection.
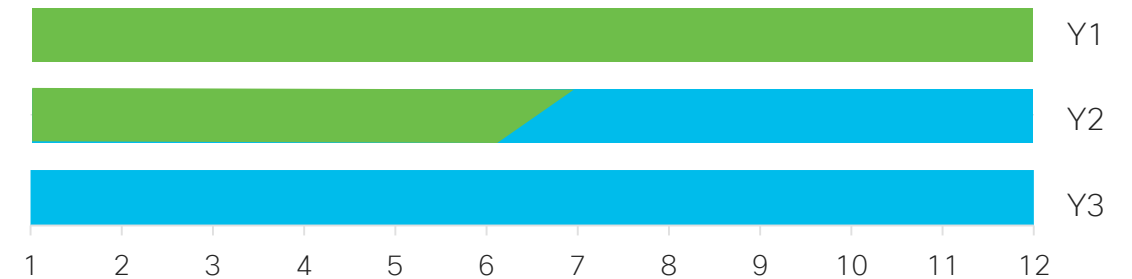- Price per access point means protection for an "unlimited number of users"

Region	Promotion Name	PP Code
ASEAN	Wifi Secured Offer – ASEAN	PP–WSec–180728–03749
AU	Wifi Secured Offer – Australia	PP–Wsec–180728–03743
NZ	Wifi Secured Offer – New Zealand	PP–WSec–180728–03751
KR	Wifi Secured Offer – Korea	PP–WSec–180728–03744
IN	Wifi Secured Offer – India	PP–WSec–180728–03744

Customer #1 offer

Receive up to **6 months** of Umbrella WLAN free on a 1-year term subscription

Customer #2 offer

Receive up to **18 months** of Umbrella WLAN free on a 3-year term subscription

■ Free service   ■ Paid service

DC TOR switch N9348 promotion – Buy one, get one half price

1st at **attractive price**

50% off

2nd at **half price**

Main Features

- Supports full switching, VXLAN, ACI, reversible power, fans and PoE (software on roadmap)
- A low cost, highly available device that can act as the core switch for smaller environments
- Supports all of the highly available services like VPC, ISSU (software on roadmap), line rate encryption through Macsec
- Offers simpler cabling and scaling both standalone or within an ACI environment, allowing for the same physical topology regardless of the logical networks deployed

Only available on FT
FAST TRACK
Bundle SKU:
N9K-C9348-FX-B14Q

Country	FAST TRACK Promo Code
Australia	PP-Fast-150124-32368
New Zealand	PP-Fast-150124-32371
India	PP-Fast-150124-32347
Japan	PP-Fast-150124-32369
Korea	PP-Fast-150725-41553
Indonesia	PP-Fast-150725-41512
Malaysia	PP-Fast-150725-41552
Philippines	PP-Fast-150124-32348
Singapore	PP-Fast-150124-36968
Thailand	PP-Fast-150725-41529
Vietnam	PP-Fast-150725-41548

Notes:
- Bundle includes two switches + cables. Second switch within the bundle is at 50% off.
- Base pricing based on Account Breakaway discounts.

NGFW FPR 2110 seasonal promotion
10% more discount on appliance, 5% more discount on licenses

Exceptional sustained performance when advanced threat functions are enabled

Only available on Fast Track Accelerator promotion
SKU to quote:

FPR2110- NGFW- K9 L-FPR2110T-TMC-1Y	L-FPR2110T-TMC-3Y L-FPR2110T-TMC-5Y

FPR2110-NGFW-K9
L-FPR2110T-TMC= (1-,3- or 5- licenses)

Throughput:
FW+AVC: 2.0Gbps; AVC+IPS: 2.0Gbps IPSec VPN Throughput: 750mbps

Dual multicore CPU architecture

Centralized configuration, logging, monitoring and reporting are performed by the Management Center

Country	Promotion code
India	PP-Fast-180126-03855
Korea	PP-Fast-161029-113152
Australia	PP-Fast-160803-111252
New Zealand	PP-Fast-161030-113651
Indonesia	PP-Fast-170429-01003
Malaysia	PP-Fast-161030-114831
Philippines	PP-Fast-170429-01007
Singapore	PP-Fast-170429-01011
Thailand	PP-Fast-160730-113069
Vietnam	PP-Fast-170429-00999

Cisco Next Gen Meeting Promotion Spark Room Kit, Spark Room Kit Plus

Cisco Spark Room Kit

Cisco Spark Room Kit Plus

Region	Next Gen Meeting PP Code
ASEAN*	PP-FTBu-180427-04258
AU	PP-FTBu-180427-04282
NZ	PP-FTBu-180427-04258
India	PP-FTBu-180427-04258
Japan	PP-FTBu-180427-04259
KR	PP-FTBu-180427-04258

Exclude Vietnam

Click here to find out how to order

Cisco Spark Room Kit Series (License[1])

A-SPK-SH-RMK	USD$99 per month (A-SPK-SH-RMK)	Monthly or 1-, 2-, 3-, 4-, or 5-year options

Cisco Spark Room Kit Series

Spark Room Kit	MSRP USD $3,990 (CS-KIT-MSRP-K9)
Spark Room Kit Plus	MSRP USD $7,990 (CS-KITPLUS-MSRP-K9)

World-class superior conference experience starting from only

USD$3,990*

*MSRP is Manufacturer's suggested retail price. Actual purchase price will be determined between purchaser(aka customer) and Cisco's authorised partners of customer's choice.

Cisco Start ASA Offer: detect earlier, act faster, stop more threats

ASA5506/08/16-X: Cisco® Quality and Reliability in a compact Design

For Partners: Volume Layer – Earn up to 4,600 Reward Points buy selling ASA 5500 (5506,5508,5516) Series.
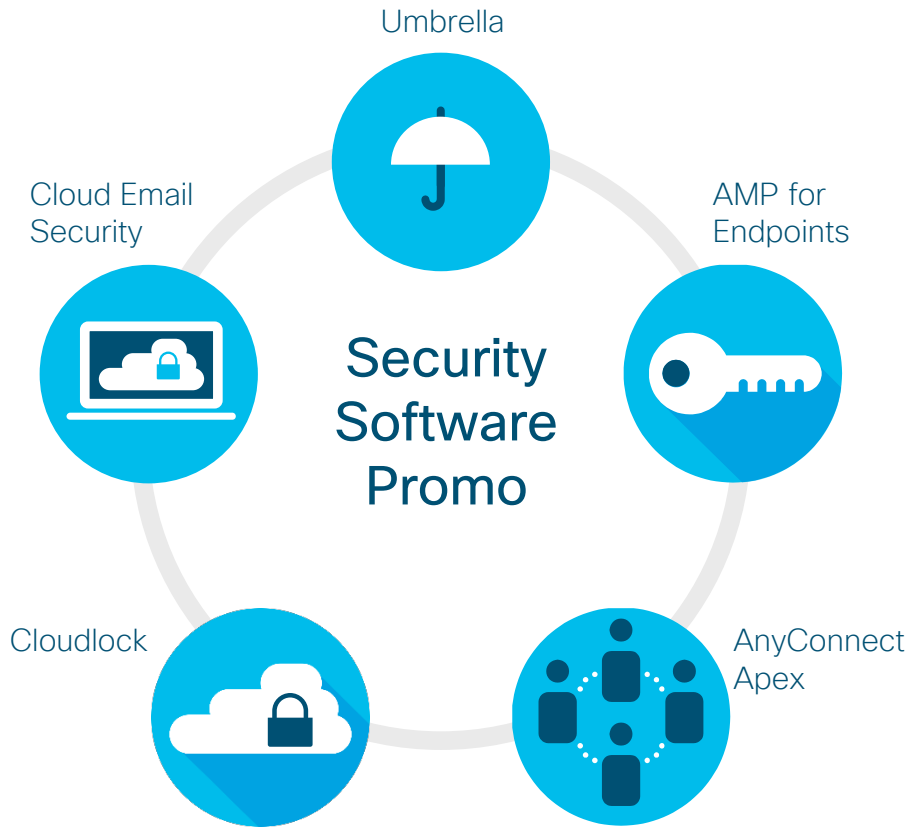
Country	Promotion Code	ASA5506X with TAMC offers
Australia	PP-ASA5-170121-00631	ASA5506/08/16 series (both ASA image and FTD image); L-ASA5506-TAMC-1Y/3Y; L-ASA5508/16-TAMC-1Y/3Y
New Zealand	PP-ASAC-170729-01975	
Japan	PP-ASA5-170729-01242	ASA5506-K9; L-ASA5506-TAMC-1Y
Japan	PP-ASA5-170729-01243	ASA5506-K9; L-ASA5506-TAMC-3Y
India	BR-ASA5-170729-01844	ASA5508/16 series (ASA image and FTD image); L-ASA5506-TAMC-1Y/3Y; L-ASA5508/16-TAMC-1Y/3Y
Korea	BR-ASA5-170429-00905	

ASA5506-X:
Protect your network from the latest threats from only $USD25 a month*

- Offer includes Cisco ASA with 1 year license of Application Visibility and Control, Next Gen Intrusion Prevention System, Advanced Malware Protection & URL Filtering.
- This promoting price does not include authorized cisco partner's services charges.
- Offer is not available for ASEAN and India.

ASA5508/16-X: Simplify top up $USD100* more/ per year on licenses as you purchase ASA5508 and ASA5516 to receive full protection

- Offer includes Cisco ASA with 1&3 year license of Application Visibility and Control, Next Gen Intrusion Prevention System, Advanced Malware Protection & URL Filtering
- Offer SKUs are ASA5508-K9, ASA5516-FPWR-K9, ASA5516-FTD-K9 and licenses mentioned above.
- Offer is not available for ASEAN and Japan.

Security Software Stacking promotion: simply buy more, get more discount
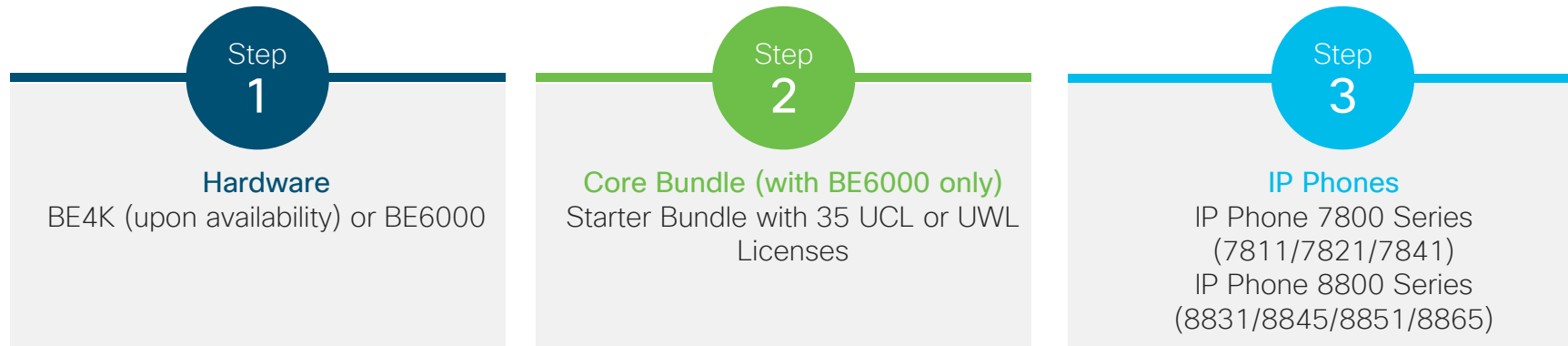

- **Cisco Security Software promotion**
- Create a Security Software promotion which includes AMP Endpoint/Umbrella/AnyConnect/Cloud Email Security/ Cloudlock
- This would also support the planned Ransomware initiatives as well as Cisco Security Software sales linked to any GTM programs
- An additional feature is a scaling promotion which provides incremental discount for buying more products
- Below is an example, exact discount structures are on following slides

Buy 1	Buy 2	Buy 3	Buy 4	Buy 5
Promo Discount	Promo Discount +1%	Promo Discount +2%	Promo Discount +3%	Promo Discount +4%

Region	Promotion Name	BR Code
ASEAN	Security Software ASEAN	BR-Secu-170729-01111
AU	Security Software Australia	BR-Secu-180127-01182
NZ	Security Software NZ	BR-Secu-180127-01183
India	Security Software India	BR-Secu-180127-01184

Cisco Workspace Collaboration Bundle

The Cisco Workspace Bundle Promotion provides competitive discounts for a Unified Communications deal with bundle of BE4K or BE6K and selected IP Phones. Promo Discounts only applicable when required products are included into a registered deal.

Step 1	Step 2	Step 3
Hardware	**Core Bundle (with BE6000 only)**	**IP Phones**
BE4K (upon availability) or BE6000	Starter Bundle with 35 UCL or UWL Licenses	IP Phone 7800 Series (7811/7821/7841) IP Phone 8800 Series (8831/8845/8851/8865)

Region	Promotion Name	BR Code
ASEAN	Workspace Bundle – ASEAN	BR-Work-180429-02943
AU	Workspace Bundle – AUSTRALIA	BR-Work-180428-02947
India	Workspace Bundle – India	BR-Work-180429-02945
Korea	Workspace Bundle – Korea	BR-Work-180429-02944
NZ	Workspace Bundle – NEW ZELAND	BR-Work-180428-02946

Solution Layer – Next Generation Callings: Earn up to 200,000 Reward Points buy bundling BE4K/ BE6K/ BE7K Server with Video Endpoints (SX, DX, MX Series) / Cisco IP Phone 8000 Series

Cisco Start 15 SBTG Switch Transition Promotion

New

Hot Deal

Only available at promo code: **PP-Swtr-180119-03752**

Promo SKU	Port Description	Use Case / Deployment Scenario
SG110D-08HP-EU	4 Port Gig PoE and 4 Port GigE Unmanaged Switch	Suitable for Entry level IP Surveillance deployment. Can connect 4 cameras and NVR or PC for recording purpose
SG250-08-K9-IN	8-Port Gigabit Smart Switch	For extending the network easily using PoE powered Smart Switch. This switch can be powered by PoE
SG250-10P-K9-EU	8 Gigabit PoE+ ports (62W) 2 Gigabit combo ports	Ideal for Small site wireless and IP Surveillance PoE deployment
SG250-26P-K9-EU	24 Gigabit PoE+ ports (195W) 2 Gigabit combo ports	Good to sell as standard PoE Switch for higher density deployment
SG350-8PD-K9-EU	4 x 2.5G ports (PoE+); 4 x 2.5G ports (60W PoE); 2 x 10G combo SFP+	Perfect choice for deployment of High Bandwidth AP with mGig Ports
SG350-10-K9-IN	8 x 10/100/1000 ports 2 x Gigabit combo ports	Entry level 8 Port switch for user connectivity with two Port 1G redundant fiber option
SG350-10SFP-K9-EU	8 Port SFP and 2 Combo Port Gigabit Switch	Ideal for small fiber distribution for connecting up to 10 Sites / departments
SG350X-8PMD-K9-EU	6 x 10/100/1000 ports + 2 x 2.5G Ports 2 x mGig combo ports	Best choice for connecting mix of Wave 1 and Wave 2 access points
SG350X-24-K9-EU	24 Gigabit ports 2 10G combo + 2 SFP+	Stackable Managed switch with 10G Copper and 10G fiber uplinks. Useful as department switch in Healthcare, Education, Hospitality and Banks
SG350X-24P-K9-EU	24 Gigabit PoE+ ports 2 10G combo + 2 SFP+	Useful for connecting more dense Access Points, IP Telephones and IP cameras. Can be promoted in Healthcare, Education, Hospitality and Banks. Stackable Managed PoE switch with 10G Copper and 10G fiber uplinks.
SG350X-24PD-K9-EU	20 x Gigabit ports (PoE+); 4 x 2.5G ports (60W PoE); 2 x 10G combo + 2 s SFP+	Good to sell as standard PoE Switch for higher density deployment. It can support 4 devices with mGig Port as well. Can also be used for carrying higher bandwidth IP Surveillance stream
SG350XG-2F10-K9-EU	10 10G copper port 2 10G SFP+	Ideal for creating a small server farm for SMBs
SG350XG-24F-K9-EU	22 10G SFP+ and 2 10G combo	Advance managed distribution switch to upgrade customers to 10G backbone in Campus or department
SG350XG-24T-K9-EU	22 10G copper ports + 2 10G combo	High density 10G copper port for customers with requirement of Higher bandwidth connectivity to desktop
SG350XG-48T-K9-EU	46 10G copper ports + 2 10G combo	High density 10G copper port for customers with requirement of Higher bandwidth connectivity to desktop

Japan Summary

	Offers	Products	Promo Code	Promo Period
New Promo	Cisco Start Meraki Full Stack Offer: `Hot Deal` Cisco Meraki Full Stack Promo	Meraki MR, MS and MX series, in addition teleworker and system manager.	BR-Mera-180127-03642	28 Apr 2018
	Cisco Start DC promotion N9348: `New` Buy one, get one half price	N9300 series Bundle SKU N9K-C9348-FX-B14Q	PP-Fast-150124-32369	28 Apr 2018
	Cisco Next Gen Meetings: Spark room kit and kit plus	CS-KIT-MSRP-K9 and CS-KITPLUS-MSRP-K9 with device subscription A-SPK-SH-RMK	PP-FTBu-180427-04259	27 Apr 2018
On-Going Promo	Cisco Start ASA Offer: detect earlier, act faster, stop more threats	ASA5506 series with TAMC licenses	PP-ASA5-170729-01242 (1Y) PP-ASA5-170729-01243 (3Y)	28 Apr 2018

Leverage Cisco Meraki Promotions to move to the cloud

Meraki

Security/UTM

- MX64/64W
- MX65/65W
- MX84
- vMX100

Switches

- MS120 series
- MS220 series
- MS225 series

Teleworker

- Z1, Z3

Wireless

- MR33, MR42

System Manager

- 1Yr, 3Yr, 5Yr

New — Promotion discounts are applicable to 1YR, 3YR, 5YR, 7YR and 10YR both ENT and SEC Licenses and all accessories.

Promotion Name in CCW	Available region	Promotion Code
Meraki APJ	ASEAN	BR-Mera-180127-01432
	New Zealand	BR-Mera-180127-01433
	India	PP-Mera-171028-02095
	Korea	PP-Mera-171029-02299
	Japan	BR-Mera-180127-03642

Special Offers

- ☐ Entrepreneur Program ($ View Stack)
  (Entrepreneur Program ASEAN)
- ☐ Software Security Program ($ View Stack)
  (Security Software ASEAN)
- ☐ Meraki APJ ($ View Stack)
  (Meraki ASEAN)

For Partner: Earn Reward Points in Volume Layer buy selling Cisco Meraki (Wireless, Security, Switches) Products/License for Cloud Management

DC TOR switch N9348 promotion – Buy one, get one half price

1st at **attractive price**

50% off

2nd at **half price**

Main Features

- Supports full switching, VXLAN, ACI, reversible power, fans and PoE (software on roadmap)
- A low cost, highly available device that can act as the core switch for smaller environments
- Supports all of the highly available services like VPC, ISSU (software on roadmap), line rate encryption through Macsec
- Offers simpler cabling and scaling both standalone or within an ACI environment, allowing for the same physical topology regardless of the logical networks deployed

Only available on FT [FAST TRACK](#) Bundle SKU: N9K-C9348-FX-B14Q

Country	FAST TRACK Promo Code
Australia	PP-Fast-150124-32368
New Zealand	PP-Fast-150124-32371
India	PP-Fast-150124-32347
Japan	PP-Fast-150124-32369
Korea	PP-Fast-150725-41553
Indonesia	PP-Fast-150725-41512
Malaysia	PP-Fast-150725-41552
Philippines	PP-Fast-150124-32348
Singapore	PP-Fast-150124-36968
Thailand	PP-Fast-150725-41529
Vietnam	PP-Fast-150725-41548

Notes:
- Bundle includes two switches + cables. Second switch within the bundle is at 50% off.
- Base pricing based on Account Breakaway discounts.

Cisco Next Gen Meeting Promotion Spark Room Kit, Spark Room Kit Plus

Cisco Spark Room Kit

Cisco Spark Room Kit Plus

Region	Next Gen Meeting PP Code
ASEAN*	PP-FTBu-180427-04258
AU	PP-FTBu-180427-04282
NZ	PP-FTBu-180427-04258
India	PP-FTBu-180427-04258
Japan	PP-FTBu-180427-04259
KR	PP-FTBu-180427-04258

Exclude Vietnam

Click here to find out how to order

Cisco Spark Room Kit Series (License[*1])

A-SPK-SH-RMK | USD$99 per month (A-SPK-SH-RMK) | Monthly or 1-, 2-, 3-, 4-, or 5-year options

Cisco Spark Room Kit Series

Spark Room Kit | MSRP USD $3,990 (CS-KIT-MSRP-K9)

Spark Room Kit Plus | MSRP USD $7,990 (CS-KITPLUS-MSRP-K9)

World-class superior conference experience starting from only

USD$3,990*

41

*MSRP is Manufacturer's suggested retail price. Actual purchase price will be determined between purchaser(aka customer) and Cisco's authorised partners of customer's choice.

Cisco Start ASA Offer: detect earlier, act faster, stop more threats

ASA5506/08/16-X: Cisco® Quality and Reliability in a compact Design

For Partners: Volume Layer –Earn up to 4,600 Reward Points buy selling ASA 5500 (5506,5508,5516) Series.

Country	Promotion Code	ASA5506X with TAMC offers
Australia	PP-ASA5-170121-00631	ASA5506/08/16 series (both ASA image and FTD image); L-ASA5506-TAMC-1Y/3Y; L-ASA5508/16-TAMC-1Y/3Y
New Zealand	PP-ASAC-170729-01975	
Japan	PP-ASA5-170729-01242	ASA5506-K9; L-ASA5506-TAMC-1Y
Japan	PP-ASA5-170729-01243	ASA5506-K9; L-ASA5506-TAMC-3Y
India	BR-ASA5-170729-01844	ASA5508/16 series (ASA image and FTD image); L-ASA5506-TAMC-1Y/3Y; L-ASA5508/16-TAMC-1Y/3Y
Korea	BR-ASA5-170429-00905	

ASA5506-X:
Protect your network from the latest threats from only $USD25 a month*

- Offer includes Cisco ASA with 1 year license of Application Visibility and Control, Next Gen Intrusion Prevention System, Advanced Malware Protection & URL Filtering.
- This promoting price does not include authorized cisco partner's services charges.
- Offer is not available for ASEAN and India.

ASA5508/16-X: Simplify top up $USD100* more/ per year on
licenses as you purchase ASA5508 and ASA5516 to receive full protection

- Offer includes Cisco ASA with 1&3 year license of Application Visibility and Control, Next Gen Intrusion Prevention System, Advanced Malware Protection & URL Filtering
- Offer SKUs are ASA5508-K9, ASA5516-FPWR-K9, ASA5516-FTD-K9 and licenses mentioned above.
- Offer is not available for ASEAN and Japan.

한국 프로모션 요약

	오퍼	제품	프로모션 코드	프로모션 기간
신규 프로모션	Cisco Start Meraki Full Stack 오퍼: `기간 한정` Cisco Meraki Full Stack 프로모션	Meraki MR, MS 및 MX 시리즈를 비롯해 재택 근무자와 시스템 관리자	PP-Mera-171029-02299	2018년 4월 28일
	Cisco Wi-Fi Security 오퍼: `신규` Cisco Wi-Fi Security의 모든 보호 기능을 절반의 가격으로 구입	Cisco WLAN 컨트롤러 CT3504와 함께 UMBRLLA WLAN 보호 기능 구입	PP-WSec-180728-03744	2018년 7월 28일
	Cisco Start DC 프로모션 N9348: 두번째는 절반 가격으로 제품 구입	N9300 시리즈 번들 SKU N9K-C9348-FX-B14Q	PP-Fast-150725-41553	2018년 4월 28일
	Cisco Start NGFW FPR 2110 시즌 프로모션: 어플라이언스는10% 이상, 라이센스는 5% 이상 가격 할인	FPR2110- NGFW- K9, L-FPR2110T-TMC-1Y, L-FPR2110T-TMC-3Y, L-FPR2110T-TMC-5Y	PP-Fast-161029-113152	2018년 7월 28일
	Cisco 차세대 회의 솔루션: Spark Room Kit 및 Spark Room Kit Plus	CS-KIT-MSRP-K9 및 CS-KITPLUS-MSRP-K9 (장치 구독 A-SPK-SH-RMK 포함)	PP-FTBu-180427-04258	2018년 4월 27일
진행 중인 프로모션	Cisco START Entrepreneur 패키지	WAP 액세스 포인트, RV 라우터 및 협업 (Webex 및 Spark)	PP-Entr-170729-01964	2018년 4월 28일
	게스트 Wifi 번들 오퍼: WIFI + 액세스 스위치 콤보 `핫딜`	C2960L + AIR1815I/W, 2960X + AIR1832I, C2960X + AIR1852I	BR-Wifi-171029-01962	2018년 7월 28일
	Cisco Start ASA 오퍼: 빠른 감지, 빠른 대처, 정확한 위협 차단	ASA5506/5508/5516 시리즈(TAMC 라이센스 포함)	BR-ASA5-170429-00905	2018년 4월 28일
	Cisco Workspace Collaboration 번들	BE4K/6K, 35 UCL/UWL 라이센스(IP 폰 7800/8800 시리즈 포함)	BR-Work-180429-02944	2018년 4월 28일

Cisco Meraki 프로모션을 활용하여 클라우드로 마이그레이션

Meraki

보안/UTM
- MX64/64W
- MX65/65W
- MX84
- vMX100

스위치
- MS120 series
- MS220 series
- MS225 series

재택 근무자
- Z1, Z3

무선
- MR33, MR42

MDM 시스템 관리자
- 1년, 3년, 5년

New 1년, 3년, 5년, 7년, 10년 ENT 및 SEC 라이센스와 모든 액세서리 포함

CCW의 프로모션 이름	지역	프로모션 코드
Meraki APJ	ASEAN	BR-Mera-180127-01432
	뉴질랜드	BR-Mera-180127-01433
	인도	PP-Mera-171028-02095
	한국	PP-Mera-171029-02299
	일본	BR-Mera-180127-03642

Special Offers

- Entrepreneur Program (Entrepreneur Program ASEAN) $ View Stack
- Software Security Program (Security Software ASEAN) $ View Stack
- Meraki APJ (Meraki ASEAN) $ View Stack

파트너에 해당되는 내용: 클라우드 관리용 Cisco Meraki(무선, 보안, 스위치) 제품/라이센스를 판매하여 볼륨 레이어 구입 시 보상 포인트 획득

Cisco Wi-Fi Security의 모든 보호 기능을 절반의 가격으로 구입

- 안전한 인터넷 액세스를 통해 직원과 게스트를 보호
- 사용자 보호를 위한 별도의 액션이 필요하지 않음
- 액세스 포인트별 "무제한의 사용자 지원" 보호가 가능

지역	프로모션 이름	PP 코드
ASEAN	Wifi Secured Offer – ASEAN	PP–WSec–180728–03749
AU	Wifi Secured Offer – Australia	PP–Wsec–180728–03743
NZ	Wifi Secured Offer – New Zealand	PP–WSec–180728–03751
KR	Wifi Secured Offer – Korea	PP–WSec–180728–03744
IN	Wifi Secured Offer – India	PP–WSec–180728–03744

고객 #1 제공

1년 계약 구독 시 최대 **6개월** 동안 Umbrella WLAN을 무료 제공

고객 #2 제공
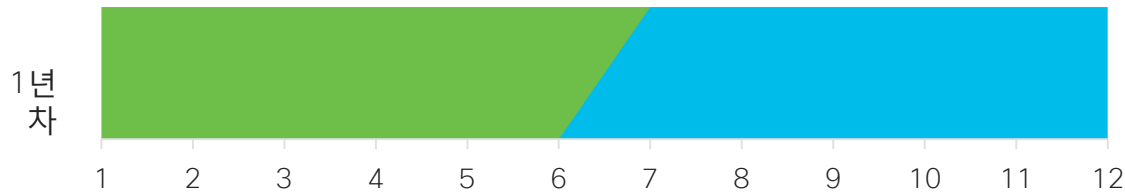
3년 계약 구독 시 최대 **18개월** 동안 Umbrella WLAN을 무료 제공
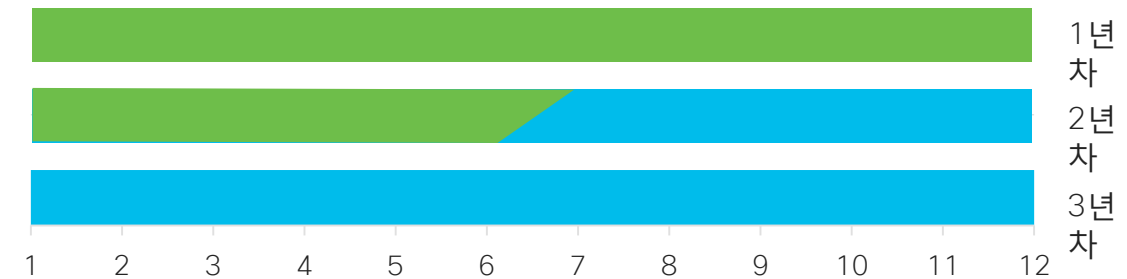
■ Free service ■ Paid service

DC TOR 스위치 N9348 프로모션 – 두번째는 절반의 가격으로 제품 구입

첫 번째 매력적인 가격

50% 할인

두 번째 절반 가격

주요 기능

- Full 스위칭 기능, VXLAN, ACI, 가역성 전력, 팬, PoE 지원(로드맵)
- 소규모 환경에서 핵심 스위치 역할을 할 수 있는 장치로, 경제성과 가용성 우수
- VPC, ISSU(로드맵), Macsec을 통한 유선 속도 암호화 같이 가용성이 뛰어난 모든 서비스를 지원
- 독립 환경이나 ACI 환경 내에서 간편해진 케이블링 및 확장을 제공하여 배포된 논리적 네트워크에 관계 없이 동일한 물리적 토폴로지를 허용

FT에서만 출시
패스트 트랙
번들 SKU: N9K-C9348-FX-B14Q

국가	패스트 트랙 프로모션 코드
호주	PP-Fast-150124-32368
뉴질랜드	PP-Fast-150124-32371
인도	PP-Fast-150124-32347
일본	PP-Fast-150124-32369
한국	PP-Fast-150725-41553
인도네시아	PP-Fast-150725-41512
말레이시아	PP-Fast-150725-41552
필리핀	PP-Fast-150124-32348
싱가포르	PP-Fast-150124-36968
태국	PP-Fast-150725-41529
베트남	PP-IFast-150725-41548

참고:
- 번들에는 2개의 스위치와 케이블이 포함되어 있습니다. 번들에 포함된 두 번째 스위치는 50% 할인된 가격으로 제공됩니다.

NGFW FPR 2110 시즌 프로모션
어플라이언스는 10% 이상, 라이센스는 5% 이상 가격 할인

뛰어난 성능을 유지하면서 고급 위협 차단 기능을 사용

FPR2110-NGFW-K9
L-FPR2110T-TMC= (1개, 3개, 5개 라이센스)

처리 성능:
FW+AVC: 2.0Gbps, AVC+IPS: 2.0Gbps IPSec VPN 처리 성능: 750mbps

듀얼 멀티코어 CPU 아키텍처

중앙의 관리 센터에서 설정, 로깅, 모니터링 및 보고를 수행

Fast Track Accelerator 프로모션에서만 제공
견적 작성 SKU:

FPR2110- NGFW- K9	L-FPR2110T-TMC-3Y
L-FPR2110T-TMC-1Y	L-FPR2110T-TMC-5Y

국가	프로모션 코드
인도	PP-Fast-180126-03855
한국	PP-Fast-161029-113152
호주	PP-Fast-160803-111252
뉴질랜드	PP-Fast-161030-113651
인도네시아	PP-Fast-170429-01003
말레이시아	PP-Fast-161030-114831
필리핀	PP-Fast-170429-01007
싱가포르	PP-Fast-170429-01011
태국	PP-Fast-160730-113069
베트남	PP-Fast-170429-00999

Cisco 차세대 회의 솔루션 프로모션(Spark Room Kit, Spark Room Kit Plus)

Cisco Spark Room Kit

Cisco Spark Room Kit Plus

지역	차세대 회의 솔루션 PP 코드
ASEAN*	PP-FTBu-180427-04258
AU	PP-FTBu-180427-04282
NZ	PP-FTBu-180427-04258
인도	PP-FTBu-180427-04258
일본	PP-FTBu-180427-04259
KR	PP-FTBu-180427-04258

베트남 제외

자세한 내용은 여기를 클릭하여 확인 주문 방법

Cisco Spark Room Kit 시리즈 (라이센스[1])

| A-SPK-SH-RMK | USD$99 per month (A-SPK-SH-RMK) | 월간 또는 1년, 2년, 3년, 4년, 5년 옵션 |

Cisco Spark Room Kit 시리즈

| Spark Room Kit | MSRP USD $3,990 (CS-KIT-MSRP-K9) |
| Spark Room Kit Plus | MSRP USD $7,990 (CS-KITPLUS-MSRP-K9) |

세계 정상급의 뛰어난 회의 환경

USD$3,990*

48

*MSRP는 제조업체가 제안하는 소매 가격입니다. 실제 구입 가격은 구매자(즉, 고객)와 고객이 선택한 시스코 공인 파트너 간에 결정이 됩니다.

Cisco Start Entrepreneur 패키지(한국에서만 제공)

직원 수가 25명 미만인 경우

핫딜
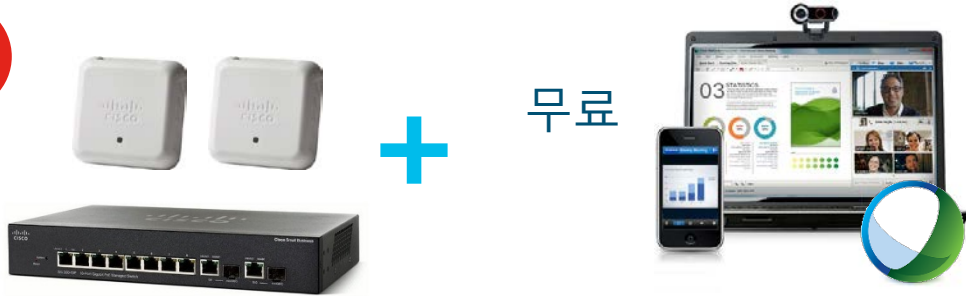
무료

Wifi + 스위칭 + Webex 콤보

파트너에 해당되는 내용: 솔루션 레이어 – 최대 8,000 포인트를 보상으로 획득

지역	프로모션 이름	PP 코드
KR	Entrepreneur 번들(한국)	PP-Entr-170729-01964

* 제안된 프로모션 가격. 구입자와 리셀러 간에 동의된 실제 가격. 비프로모션 가격으로 구입할 수 있는 개별 아이템.
다음 약관이 적용됩니다.

오퍼 핵심 사항

- 10포트 SG300 PoE 관리형 스위치 1대
- 11ac wave 1 액세스 포인트 WAP150 2대
- SMB 음성 및 화상 회의를 위한 Webex 회의 솔루션

Cisco Start Guest WIFI 번들:
액세스 포인트 10대 + 스위치 1대 또는 5 개의 액세스 포인트와 1 개의 스위치

WIFI +
액세스 스위치 콤보

핫딜

+

WIFI + 액세스 스위치 콤보

그래픽은 일러스트레이션으로 ANZ에만 적용

Wi-Fi를 누구나 손쉽고
안정적으로 사용

고객들은 어디에서든 손쉽게 연결할 수 있는 뛰어난 Wi-Fi에 액세스할 수 있기를 기대합니다. Cisco Start Guest Wi-Fi는 기업과 고객이 안정성, 신뢰성 및 속도가 뛰어난 Wi-Fi 네트워크에 안전하면서도 손쉽게 액세스할 수 있도록 지원합니다.

프로모션 지역	PP 코드	AP SKU(수량)	스위치 SKU(수량)
AU	PP-Wifi-180127-02302	AIR-AP1815I/W (10)	SG350-28P (1)
NZ	PP-Wifi-171029-02303	AIR-AP1815I/W (10)	SG350-28P (1)
한국	BR-Wifi-171029-01962	AIR-AP1815I/W (10)	WS-C2960L (1)
		AIR-AP18132 (5)	WS-C2960X (1)
		AIR-AP18152 (5)	WS-C2960X (1)
ASEAN	PP-GWif-180428-03401	AIR-AP1815I/W (10)	WS-C2960L (1)

Cisco Start ASA offer: 빠른 감지, 빠른 대처, 철저한 위협 차단

ASA5506/08/16-X: 컴팩트한 설계로 Cisco®의 뛰어난 품질과 안정성 제공

파트너에 해당되는 내용: 볼륨 레이어 – ASA 5500(5506, 5508, 5516) 시리즈를 판매하여 최대 4,600 포인트를 보상으로 획득

국가	프로모션 코드	TAMC 오퍼가 포함된 ASA5506X
호주	PP-ASA5-170121-00631	ASA5506/08/16 시리즈(ASA 이미지 및 FTD 이미지), L-ASA5506-TAMC-1Y/3Y, L-ASA5508/16-TAMC-1Y/3Y
뉴질랜드	PP-ASAC-170729-01975	
일본	PP-ASA5-170729-01242	ASA5506-K9; L-ASA5506-TAMC-1Y
일본	PP-ASA5-170729-01243	ASA5506-K9; L-ASA5506-TAMC-3Y
인도	BR-ASA5-170729-01844	ASA5508/16 시리즈(ASA 이미지 및 FTD 이미지), L-ASA5506-TAMC-1Y/3Y, L-ASA5508/16-TAMC-1Y/3Y
한국	BR-ASA5-170429-00905	

ASA5506-X:
매월 미화 25달러*로 신종 위협으로부터 네트워크 보호

- 오퍼에는 애플리케이션 가시성 및 제어, 차세대 침입 방지 시스템, 고급 맬웨어 차단 및 URL 필터링에 대한 1년 라이센스와 함께 Cisco ASA가 포함되어 있습니다.
- 이 프로모션 가격에는 시스코 공인 파트너의 서비스 요금이 포함되어 있지 않습니다.

ASA5508/16-X: 모든 보호 기능을 사용하기 위해 ASA5508 및
ASA5516을 구입할 때 라이센스에서 연간 미화 100달러* 이상을 절약

- 오퍼에는 애플리케이션 가시성 및 제어, 차세대 침입 방지 시스템, 고급 맬웨어 차단 및 URL 필터링에 대한 1년 및 3년 라이센스와 함께 Cisco ASA가 포함되어 있습니다.
- 오퍼 SKU는 위에서 언급한 ASA5508-K9, ASA5516-FPWR-K9, ASA5516-FTD-K9 및 라이센스입니다.

Cisco Workspace Collaboration 번들

Cisco Workspace 번들 프로모션은 BE4K 또는 BE6K와 엄선된 IP 폰으로 구성된 번들로, 통합 커뮤니케이션 Deal에서 경쟁력 높은 할인 가격을 제공합니다. 필요한 제품이 등록된 Deal에 포함되는 경우에만 적용 가능한 프로모션 할인 가격입니다.

단계 1	단계 2	단계 3
하드웨어 BE4K(가능성에 따라) 또는 BE6000	**핵심 번들(BE6000에서만 제공)** 35개의 UCL 또는 UWL 라이센스가 포함된 Starter 번들	**IP 폰** IP 폰 7800 시리즈(7811/7821/7841) IP 폰 8800 시리즈 (8831/8845/8851/8865)

지역	프로모션 이름	BR 코드
ASEAN	Workspace 번들 – ASEAN	BR-Work-180429-02943
AU	Workspace 번들 – 호주	BR-Work-180428-02947
인도	Workspace 번들 – 인도	BR-Work-180429-02945
한국	Workspace 번들 – 한국	BR-Work-180429-02944
NZ	Workspace 번들 – 뉴질랜드	BR-Work-180428-02946

솔루션 레이어 – 차세대 호출 솔루션: 비디오 엔드포인트(SX, DX, MX 시리즈) 및 Cisco IP Phone 8000 시리즈에서 BE4K/ BE6K/ BE7K 서버 번들을 판매하여 최대 200,000 포인트의 보상을 획득

How to buy: Single product purchase

Hardware & License/SW

| Fast Track |
| Vertical Price List (e.g. AU K12) |
| Channel Price list (LTM, MSP) |

- Net Pricing Countries (Korea & India) – **Use quick quote** to order upfront (PP discounts applied automatically)
- POS is still required for submitting end user and reseller information

- Rest of APJ – **submit POS** using PP code (standalone) and claims will be processed as credit memo back to our authorized distributors

Meraki (HW & yearly License)

- Net Pricing countries (Korea & India) – Use Quick Quote to order upfront (PP discounts applied automatically)
- Note declare **end customers accurately** as orders will be approved if end customer is invalid

- Rest of APJ (on GPL) – Register a Meraki deal in CCW in the incentive page (BR)
- This is auto-approved (unless OIP is stacked/chosen together). No AM approval

- No POS submission

Term based License/SW

- Subscription based license scheme

- Import a quote estimate and create a deal.

- For SaaS/MSRP products – Choose **SaaS BID account**

- Discounts are applied upfront upon choosing the right BID

- Please provide POS for promotion discounts (i.e. higher than standard discounts) for discount governance

How to buy: Multiple product purchase

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

| Entrepreneur Bundle | Workspace bundle | Free 5506 with TAMC lisc | Guest Wifi Bundle |

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

1

Submit POS Batch processing for **Bundles** that can accommodate **same day POS**

I. Generate a Quote in CCW to communicate BOM & promotion discounts to your customers
II. Submit the end user transaction in a single POS for all items of the configured bundle with each line item indicating same reseller and end user

2

Use CCW for single order processing for **Bundles** that needs to **consumed overtime (with a DART)**

I. Generate a Quote in CCW and create an order with quote estimate ID (i.e. quick quote process) *OR* Register a deal on the incentive page (BR) with selection of the promotion name
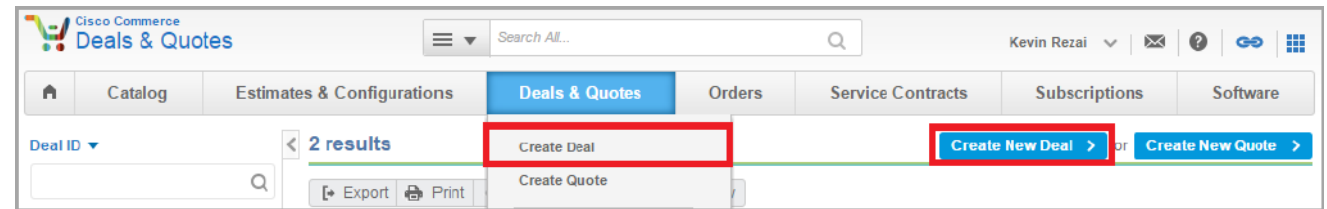II. **DART** will be generated upon order submission

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

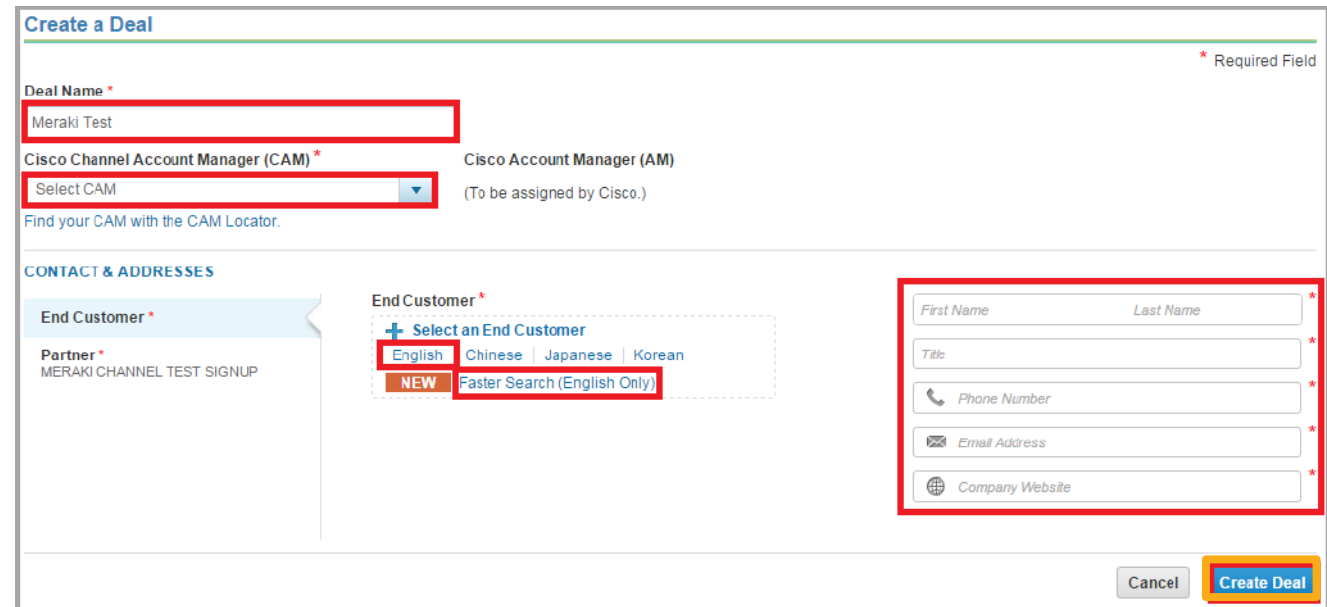# How to order through BR code

Log in CCW & Create a deal ▸ Complete "who's Involved" ▸ Enter Deal Info ▸ Select Promo in Incentive page ▸ Answer the questionnaire ▸ Add sku or upload BOM ▸ Submit BOM for approval
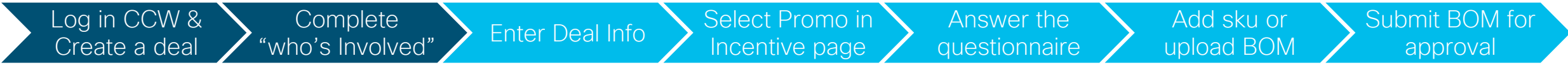
1. Click "**Create Deal**"

2. Input deal information and Select CAM
3. Select end Customer
   - Click "**English**" or "**Faster Search (English Only)**"
   - Type End Customer's name into search box and select from list generates. (If there are duplicates of correct address, select HQ version)
   - If end Customer doesn't exist, "**Create customer**"
4. Enter End Customer and partner Contact info
5. Click "**Create Deal**"

How to order through BR code

| Log in CCW & Create a deal | Complete "who's Involved" | Enter Deal Info | Select Promo in Incentive page | Answer the questionnaire | Add sku or upload BOM | Submit BOM for approval |

6. Enter deal info
   • Intended Use: "**Resale**"
   • Deal Category: "**Other-resale/Infrastructure**"
   • Price List: "**Global Asia-Pac Price List in US dollars**"
   • Expected Closing Date
   • Expected Cisco hardware and Software list Amount
7. Click "**Save and Continue**"

8. Under incentives, select checkbox for the volume promotion and click "**Save and continue**"
9. Answer the questionnaire (Usually 1-2 question only)
10. Click "**Save and Continue**"
11. Select "**Buy Method**", "**Install Site Country**" and "**Service to Country**" from the Drop Down
12. Click "**Save and Continue**"

56

How to order through BR code

Log in CCW & Create a deal → Complete "who's Involved" → Enter Deal Info → Select Promo in Incentive page → Answer the questionnaire → Add sku or upload BOM → Submit BOM for approval

13. Add Products
  • Enter the product "SKU" and "Quantity" OR
  • Upload BOM under "import a Saved Configuration"
14. Click "Submit Quote for Approval"

TIP
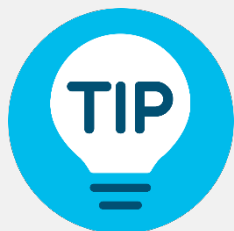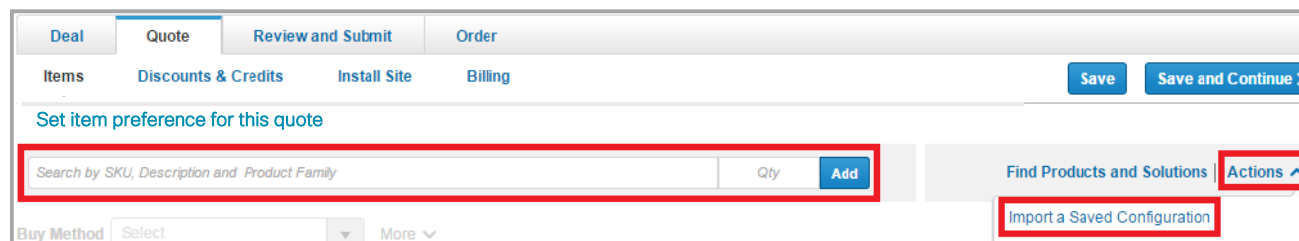
1. If you check on OIP with Volume promotions, Deal will go through additional qualification process and additional approval path. <25K ; 24 hours SLA; >25K 3-5 days

2. For Volume promotions, we will typically set-up for auto-approval. So approval will be instant. If not, SLA <4 hours

3. We advocate to proxy for your partners to submit the deal on their behalf. Early visibility to Cisco protects your partner (deal protection) and selection of disti cannot be changed by partner later for the deal.

Other FAQ on Cisco Start Promotions (I)

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

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

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

All PP (standalone) promotion that is POS out (including Net countries where POS is submitted though discounts are received upfront are eligible for DIR rebates.

For bundles; we have created a **volume promotion guide** that is updated monthly on Disti central. It is live this week. All bundles stated within guide are eligible for DIR

Cisco Start Helpline is also trained to provide BOM details on Promo/Offer, Validity update, How to Buy? Please leverage!

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

Use SaaS CBN BID to order your SaaS SW subscription SW. POS out with hardware and software. It is critical that you maintain healthy inventory so that you can have availability of hardware as you order the SW.

Other FAQ on Cisco Start Promotions (II)

4 **What do I do if the promotion discounts are not applied correctly?**

Please open a case with CCW. If it is not resolved within 3 days, you can escalate to Cisco Start Helpline which they will reach out to me when necessary.

5 **I have problems with Cisco price list and discounts?**
Also the notification of changes is not accurate causing uncertainty in quoting. Who do we go to?

Please reach out to your POMs in the CPS team and provide details of your challenges.

Price list changes and notification are executed by a WW pricing ops team which these changes are requested and submitted by Cisco's various BU. I have notified them on the challenges that some of you have shared. We are working to make improvements with CPS and WW pricing ops.

Source: APJ Volume Program Office Analysis

Cisco Start Helpline

Cisco START Helpline – General

Get quicker answer by using the helping dedicated for your general enquiries on Cisco START.

Country	Email	Direct Line 9am to 6pm local time
Korea	Csg-kr@cisco.com	82234298295
Australia	Csg-au@cisco.com	02-8020-5430
New Zealand	Csg-nz@cisco.com	6444982465
Singapore	Csg-sg@cisco.com	6563177048
Malaysia	Csg-my@cisco.com	60320811595
Philippians	Csg-ph@cisco.com	6328653411
Vietnam	Csg-vn@cisco.com	84439746990
Thailand	Csg-th@cisco.com	6622637099
Indonesia	Csg-id@cisco.com	622127546455
India	Csg-in@cisco.com	918042501535

For Ordering assistance please follow the link to open a case https://www.cisco.com/c/en/us/buy.html or contact your local customer support.

Country	URL
ANZ	www.cisco.com/au/ciscostart
Korea	www.cisco.com/c/m/ko_kr/cisco-start.html
India	www.cisco.com/in/ciscostart
SG	www.cisco.com/sg/ciscostart
MY	www.cisco.com/my/ciscostart
PH	www.cisco.com/ph/ciscostart
TH	www.cisco.com/th/ciscostart
VN	www.cisco.com/vn/ciscostart
ID	www.cisco.com/id/ciscostart
JP	https://www.cisco.com/c/m/ja_jp/solutions/cisco-start/index.html

Cisco START Support Community - Technical

Post your technical questions to experts and share your views with our vibrant community.

Available in ASEAN. Australia and New Zealand today.
https://supportforums.cisco.com/group/13235931/cisco-start