



Cisco Rewards Program



Overview

Now you can open the door to a world of opportunities with Cisco Rewards, the channel incentive that rewards YOU as an individual, for selling Cisco.

Reward yourself with Cisco. Sell eligible Cisco Small Business products to your customers and earn points. Then, check the leader board for your 'zone' to see if you are a top performer for that quarter.

Who can you participate and be eligible to win prizes?

Cisco Rewards is open to Account Managers and Sales Engineers of Cisco Select Certified and Registered Partners in participating countries within Emerging Markets.

How to Join

You will need your Cisco.com login (user name and password) to register online at www.cisco.com/rewards.

Firstly, Cisco Registered and Select Partner principals must register and assume 'Company Administrator' role and accept the Program Terms to allow its employees to join the program. Subsequently, Account Managers and Sales Engineers can register.

Your membership registration is processed instantly.

How to Earn Points

Once an approved member of Cisco Rewards, you may start to earn Cisco Rewards points.

Members can earn Cisco Rewards Points for selling eligible Cisco Small Business products within the Cisco Smart Business Communications System (SBCS), IP Telephony, Wireless, Routing, Switching and Small Business solution portfolios.

Cisco Rewards Product Category	Cisco Rewards Eligible Products*
SBCS	CE500, UC500, 500 IP phones, 500 Wireless Express
IP Telephony	7900 Series
Security	ASA 5505, 5510
Wireless	1100 and 1200 Access Points; 2100 and 4100 Controllers
Routing	800, 1800, 2800 and 3800
Switching	2960, 3560 and 3750
Small Business	Cisco Small Business Voice Systems, Spam and Virus Blocker, Managed Switches, Routers, Wireless AP, ESW500, IP Phones

*Selected Product IDs only.

Each eligible Small Business product has an equivalent Cisco Rewards base points.

Points will also be awarded to members who demonstrate focus and commitment to selling Cisco Small Business products and solutions.

3 Simple Steps to Cisco Rewards

Step 1: Know the Products

Points are earned for selling more than 350 eligible Cisco SMB products

Step 2: Register the Sale

Great job! Register your sales online and claim your points

Step 3: Check you are a Winner

Simply check the leader board for your 'zone' to see if you are a quarterly winner

Easy Steps and Guidelines to Submitting Claims

Steps to submitting claims

- 1** To submit claims, all you need is your distributor invoice number and end-user customer name. Claims may only be made for sales to customers located in participating countries with in Emerging Markets.
- 2** Log in to www.cisco.com/rewards and go to the Claim Points Section.

Guidelines

- One Distributor Invoice number can be claimed by both the Account Manager and Sales Engineer, however once a claim has been made by an Account Manager and Sales Engineer, the Distributor Invoice number cannot be used again. Two participants in the same role cannot both claim for a single Distributor Invoice Number.
 - Claims must be submitted within 14 days of Distributor Invoice date.
 - It may take up to 21 days from date of submission for claims to be processed, however once the claim has been verified the points will be allocated to your Cisco Rewards online account.
 - Submitted claims will expire after 30 calendar days if no match is found from our records. Once a claim has expired, you will not be able to re-submit and you have a maximum of 14 days to appeal by opening a Program Support Case at www.cisco.com/rewards
- All claims are subject to verification by Cisco and its authorised program representatives. Company Administrators are neither eligible to claim nor redeem Cisco Rewards points for him/herself or on behalf of the Account Manager or Sales Engineer.

Notification of Winners

Members will be able to follow their progress throughout each quarter against that of their colleagues by checking a leader board published on the Cisco Rewards Members site.

Quarterly top performers will be eligible to earn prizes.

Each quarter, the participants at the top of the leader board in their 'zone' will be awarded a prize.

The leader board will be published on the Cisco Rewards member site.

Winners will be announced during the third week of the following quarter. Winners will be notified by email and informed of their winning prize.



Reward yourself with Cisco. Visit: www.cisco.com/rewards to find out more.



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

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

Europe Headquarters
Cisco Systems International BV
Amsterdam, The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

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