



Next Generation Meeting Promotion

APJ Collaboration

Feb, 2016

Contacts: apj-nextgenmtgpromotion@cisco.com

Next Generation Meeting Promotion Overview

This promotion has 2 major scenarios to get extra discount for a deal.
Step 1 & 2 are mandatory to include into a quote to get discounts.

Step 1

Select # of WebEx or
Spark Users

OR

Select # of Spark Room
Subscription

Step 2

Add Video
Endpoint

Step 3

Add Support
Service
(Optional)

*Spark Room Subscription
scenario is based on country
availability

Better Together

Australia Promotion

Promotion Conditions

Promotion End Date: July 29th, 2017

- Partner must be enrolled in the **WebEx Cloud Collaboration Resale Partner** to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenarios. A deal with OIP or TIP need to be approved by Cisco.
 1. A deal includes minimum of 5 A-SPK-NU-M3 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
 2. A deal includes minimum of 1 A-SPK-ND-SR and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300. **# of A-SPK-ND-SR must equal to # of video endpoints.**
- The deal can be stacked with OIP (min 13K) or TIP (min 190K).
- **A deal must be registered on CCW with using following promotion code, and a deal must get approval before partner quote to a customer. A deal without approval will not be getting the promotional discount.**

Price List	Promotion Name	Promotion Code
APL	AUS-Next Generation Meeting Promotion	BR-Conf-170729-114905

- Contact for this promotion: apj-nextgenmtgpromotion@cisco.com
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: www.cisco.com/go/sparkpartnerpricing Spark discount will be based on WW discount rule and **the maximum discount may vary from time to time.**

Scenario 1: A-SPK with Video Endpoint

Step 1

Select # of Spark
Users

Minimum 5 Named Users

A-SPK-NU-M3



A-SPK-NU-M3

MAX 52.3% with OIP

Spark Partner Pricing may vary based on
WW program

www.cisco.com/go/sparkpartnerpricing

Step 2

Select Video
Endpoints

Minimum 1 Unit

DX70/80, SX10/20/80
MX200/300



MAX 75% with OIP

73% w/o OIP

Step 3

Select Support
Service

Smart Net
(Optional)

Smart Net

MAX 67% with OIP

66% w/o OIP

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*Promotion discounts are stacked with partner standard discount
which is based on partner certification level

Scenario 2: A-SPK Room Service with Video Endpoint

*Quantity of Spark Room Subscription must equal to quantity of video endpoints.

Step 1

Select # of Spark Room Subscription

Minimum 1 Spark Room

A-SPK-ND-SR



A-SPK-ND-SR

MAX 52.3% with OIP

Spark Partner Pricing may vary based on WW program

www.cisco.com/go/sparkpartnerpricing

Step 2

Select Video Endpoints

Minimum 1 Unit

DX70/80, SX10/20/80
MX200/300



MAX 75% with OIP

73% w/o OIP

Step 3

Select Support Service

Smart Net (Optional)

Smart Net

MAX 67% with OIP

66% w/o OIP

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*Promotion discounts are stacked with partner standard discount which is based on partner certification level

New Zealand

Promotion Conditions

Promotion End Date: July 29th, 2017

- Partner must be enrolled in the **WebEx Cloud Collaboration Resale Partner** to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenario. (A deal with OIP or TIP need to be approve by Cisco)
 1. A deal includes minimum of 5 A-WX-NU-MTGS-200 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
- The deal can be stacked with OIP (min 10K) or TIP (min 150K).
- A deal must be registered on CCW with using following promotion code, and a deal must get approval before partner quote to a customer. A deal without approval will not be getting the promotional discount.

Price List	Promotion Name	Promotion Code
GPL	NZ-Next Generation Meeting Promotion	BR-Conf-170729-115703

- Contact for this promotion: apj-nextgenmtgpromotion@cisco.com

Scenario 1: A-WX with Video Endpoint

Step 1

Select # of WebEx
Users

Minimum 5 Named Users

A-WX-NU-MTGS-200



A-WX

MAX 70% with OIP
64% w/o OIP

Step 2

Select Video
Endpoints

Minimum 1 Unit

DX70/80, SX10/20/80
MX200/300



MAX 70% with OIP
64% w/o OIP

Step 3

Select Support
Service

Smart Net
(Optional)

Smart Net

MAX 60% with OIP
58% w/o OIP

Steps to Register

Next Generation Meeting Promotion Registration

Deal | Quote | Review | Order

Who's Involved | About the Deal | **Incentives** | Questionnaire

Based on your profile and the answers you provided, the deal may be eligible for the following incentives. Please select the incentives requested for this deal.

Hunting

- Net New Business (US OIP)
- Teaming (US TIP)

Solution Led Selling

- Collaboration Solution (View Stack) (ASEAN-Next Generation Meeting Promotion)
- Cisco Verified Solutions (Solution Incentive Program - SIP ASEAN)

Special Offers

- Local Offers (View Stack) (Beat Summer Heat Offer)

Standalone Incentives

- SeedIT (SeedIT First Time Buyer - ASEAN)
- Not for Resale (Not-For-Resale - GPL Cert)

1 Under Incentives Select Hunting (OIP) or Teaming (TIP)

2 Choose "Next Generation Meeting Promotion under Solution Let Selling section

3 Fill Questionnaire

Solution Led Selling

Track	Program	Reward Code	Reward Name	Try and Buy Eligible
Collaboration Solution	APJ Conferencing Bundle	BR-Conf-170729-115267	ASEAN-Next Generation Meeting Promotion	No

Have you included at least 5 of A-WX or A-SPK licenses on the quote? * Yes No

Question?

- Please contact following email for question
apj-nextgenmtgpromotion@cisco.com
- Spark Price Question?
sparkpartnerpricing@cisco.com

*THERE'S NEVER BEEN A
BETTER TIME
to make the impossible possible*

