

## Cisco Bridges Gap Between Distribution and Product Business Units

### **New “Lightspeed” Communications Program**

Based on feedback from Distributors worldwide, Cisco has initiated a new program, called "Lightspeed," that will allow Distributors to interact directly with Cisco business units, via either Telepresence or conference call. The initiative is designed to open up communications and increase the efficiency of doing business with Cisco.

Based on extensive feedback from Distributors worldwide, Cisco has initiated a new program, called "Lightspeed," that will allow Distributors to interact directly with Cisco business units, via either Telepresence or conference call.

The goal of this important initiative is to open up lines of communication between Distributors and Cisco internal business units in a way that ultimately increases the efficiency of how Distributors do business with Cisco. We believe that Distributors have a unique voice that can help to improve Cisco products and processes as a whole; the changes that grow out of this communication, in turn, will lead to better profitability for Distribution.

Early tests of Lightspeed have already proven successful, directly resulting in Cisco making positive changes that benefit our Distribution Channel. To that end, we want to expand the option of Distribution/Cisco business unit meetings as much as possible. We are now defining a limited number of meetings with senior staff and product owners in the Security, Access Routing, Desktop Switching, IP Communication and Wireless business units.

If you or your knowledgeable employees have input for Cisco business units, or have questions to which you would like direct answers, please contact your theatre representative and request a Lightspeed meeting in your area.

### **Orderability of Cisco Unified CallConnector (SW-UCC-CME=) Temporarily Suspended**

#### **To Transition to Standard Cisco Licensing System**

By mid-March, Cisco will temporarily suspend the orderability of the Cisco Unified CallConnector (SW-UCC-CME=) to transition support to the standard Cisco licensing system. The duration of this suspension is expected to be no more than 10 business days.

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This suspension of orderability is necessary to transition the Cisco Unified CallConnector product support to the standard Cisco licensing system, rather than the non-standard licensing system that it currently supports. When this transition is complete, Cisco Partners will experience a significant improvement in the lead time for order fulfillment for SW-UCC-CME=.

This licensing transition requires a new version of Cisco Unified CallConnector in order to utilize the new license mechanism. For that reason, Cisco will be posting a new version of Cisco Unified CallConnector, version 1.4, to the CCO Software Download Center within two weeks of this notification. An announcement of that new version and its feature support will be distributed at the time of the posting of this new version.

This new version of Cisco Unified CallConnector can be activated using either the licensing keys generated from either the previous non-standard licensing system or the new, standards licensing system. Furthermore, customers who installed earlier versions of UCC and are upgrading to UCC version 1.4 will be able to do so without having to input a new licensing key. As such, the inconvenience to the customer or the Cisco VAR in their license activation during the transition to the new licensing system will be minimized.

Cisco Partners that have questions about this notice can send emails to [ucc-beta@external.cisco.com](mailto:ucc-beta@external.cisco.com) or to [access-cme-cue@cisco.com](mailto:access-cme-cue@cisco.com).



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