

Incentive Program Discounts: Canada

May 2016



Opportunity Incentive Program (OIP)/Teaming Incentive Program (TIP) Discounts for Canada

	Canada
OIP/TIP Product	+8 points
Services	+2 points

Cisco UCS® Products Under OIP/TIP

	Canada
UCS Partner Baseline*	61%
All UCS Product Families**	+4 points

*All discounts are based on direct purchase from Cisco. All pricing via distribution must be negotiated.

**UCS OEM software and UCS solutions promotions are excluded from this discount.

Cisco Products under Market Category

	Canada
Market Partner Baseline*	20%
OIP/TIP Product	+10 points

Cisco Products under Net Category

	Canada
Net Partner Baseline*	0%
OIP/TIP Product	+12 points

Solution Incentive Program (SIP) Discounts for Canada

	Canada
SIP	+4 points

Cisco UCS Products Under SIP

	Canada
UCS Partner Baseline*	61%
All UCS Product Families**	+3 points

*All discounts are based on direct purchase from Cisco. All pricing via distribution must be negotiated.

**SIP can be stacked with OIP/TIP. For the full stack, UCS baseline 61% + OIP 4 points + SIP 3 points = 68%

**UCS OEM software and UCS solutions promotions are excluded from this discount.



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