



Cisco Rewards

Partner Power Hour

Global Partner Organization
September 6, 2016

Agenda

- 1 What is Cisco Rewards?
- 2 What can Cisco Rewards do for you?
- 3 How do you get started?
- 4 Next steps

Cisco Rewards

Recognition for Individual Performance

- Incentives for the individual sellers within Cisco partner teams.
- Increase revenue and profit through enhanced team performance.
- Earn points and redeem for rewards such as fine brands, unique experiences, travel, and more.

What inspires you? [CiscoRewards.com](https://www.ciscorewards.com)

What Can Cisco Rewards Do For You?



Create Growth

- Close in on your goals and quota
- "...a great way to motivate targeted behaviors within our sales force.."



Build Earnings

- Provide a personal, valuable earning opportunity for you



Simplify

- Be directed to a single place to learn how to earn
- Easy process to participate and claim

How to Get Started With Cisco Rewards

Enroll



Individual sales people from participating Cisco partners enroll.

Visit
www.cisco.com/go/pss

Engage



Find offers, submit claims, and track performance.

Visit
CiscoRewards.com

Earn



Earn points by selling eligible products and solutions, and by participating in other activities that drive growth.

Enjoy



Choose to redeem points for the finest brands, unique experiences, travel, and more.

How It Works

- **Enrollment**
The company enrolls first - then individuals enroll themselves
- **Eligibility**
Individual sales people from participating Cisco channel partners
- **Ciscorewards.com**
After enrollment - do everything here
- **Eligible Products List**
Earn points by selling products from this list
- **Offers and Promotions**
Participate to earn points
- **Points and Credits are loaded monthly**
T&C *
- **Cisco Rewards Catalog**
Redeem points by choosing from the catalogue on ciscorewards.com



Cisco Rewards Canada

- Partner Eligibility: Partner Plus only
- Customer Eligibility: Cisco-defined Commercial Territory customers only
 - For additional questions on commercial customers, please contact your Cisco partner account manager (PAM).
- Taxation:
 - Partner reps are taxed on the value of the points at the time of REDEMPTION
 - Cisco will provide T4A form at the end of each calendar year

Earn Rewards Points: Submit Claims

How do I Submit Claims?

1. From the Cisco Rewards home page, select **Submit Claims** from the left navigation
2. Select either [Individual](#) or [Bulk](#) Submissions tab
3. Select required [Proof of Performance](#) per Offer
4. Select [Supplier](#) (if requested)
5. [Submit Individual](#) or [Upload Bulk](#) claim information

* **Submit claims within 45 calendar days following the activity.** For sales related claims, within 45 calendar days following the Distributor or Cisco Sales Order Date.



Welcome Cisco Rewards

CISCO REWARDS HOME
OVERVIEW
MY ACCOUNT
REWARDS
PROGRAM UPDATES
SUBMIT CLAIMS
OFFERS
SURVEYS
REFER A COLLEAGUE
ADMIN TOOLS
CREDIT EXCHANGE
CHOOSE ACCOUNT

Cisco Rewards
0 Points Available
207,491,332 Dept. Points Remaining

How do I earn points
View my point history
Submit claims
Shop the catalog

0 Credits Available
Exchange your credits for entries to win cool rewards!

Leadersboards

Name	Country	RANKING	PERCENT ATTAINED
TERAMACH TECHNOLOGIES INC CANADA	Canada	1	100.0%
MTS ALLSTREAM INC CANADA	Canada	2	101.0%
SOFTCHOICE CORPORATION CANADA	Canada	3	91.2%
EBIT Consulting Services CANADA	Canada	4	72.4%
ORIX ENTERPRISE SOLUTIONS CANADA	Canada	5	69.0%

Click to view full leaderboard
Last updated: 20 July 2015

Program Updates More | Sort By Relevance

- WW1583, Collaboration Gold Mine** 8 September 2015
Collaboration is a tier of Cisco Rewards points gold in FY16. Three ways to strike it rich! Click here for complete details, then start mining for the gold now!
- WW1588, Collaboration Gold Mine** 8 September 2015
Collaboration is a tier of Cisco Rewards points gold in FY16. Three ways to strike it rich! Click here for complete details, then start mining for the gold now!
- Get Your FY16 Q1 Eligible Product List (Partner Plus) Now!** 2 September 2015
Edited by Cisco Rewards
View your eligible product SKU list for FY16 Q1 here
- Claiming Period Extended** 18 August 2015
Edited by Cisco Rewards
Claim submissions period has been increased from 30 to 45 days.
- New offers coming soon!** 4 August 2015
Edited by Cisco Rewards
Stay tuned for more exciting offers that will help you earn Cisco Rewards points!
- LA1833, Enterprise Networking Bundles Offer** 29 July 2015
Earn Cisco Rewards points for every Unified Access Advantage Bundle, Unified Access Base-line Bundle, Wireless AP100 Bundle, and Wireless AP1000 Bundle. Submit your purchase order numbers for all eligible sales and claim your points today!

Cisco Winner's Circle
Congratulations to all of our FY15 Partner Plus Winner's Circle Members!
View the list of winners' list!

Register Today For Partner Plus Live!
Join Cisco executives for a 30 minute webcast on how Partner Plus can help accelerate your infrastructure roadmap.
Register Now

Get Your FY16 Q1 Eligible Product List (Partner Plus) Now!
View Here

Cisco Rewards – What's New?

- Improved Cisco Rewards web site
 - Responsive design to work with any browser
 - Simplified home page with new top and side navigation for speed to most utilized links
 - Easier access to offers
- Targeted earning opportunities
 - Focus on growth areas
 - Align with other Cisco programs and offers
 - Claim with new Proof of Performance* types

Welcome to your Cisco Rewards
Your gateway to earning rewards like never before

Cisco Rewards
AMERICAN EXPRESS
0 pts.
\$0.00 (est. value)

Credit Exchange
32,425 credits
Exchange your credits for entries to win cool rewards!
Earn Credits

My Offers
View, access and download your offers
View Offers

Eligible Products List
View all eligible SKU lists here

Collaboration Gold Mine Offer
Q4 Security Sales Contest
Partner Education Accelerate Connection Offer
Break The Bank With Security Offer

Take this month's "Partner Knows Best" poll and walk away with 1,500 credits

Leaderboard
UK & Ireland Product - Prestige
Open Full Leaderboard
Select campaign

Name	Country	Product Rank	Marketing Rank
JT Group Ltd UNITED KINGDOM	UNITED KINGDOM	1	N/A
Island Networks IRELAND	IRELAND	3	N/A
Via Ltd. UNITED KINGDOM	UNITED KINGDOM	4	N/A
ARPHIRE IRELAND	IRELAND	5	N/A
Nimble Group UNITED KINGDOM	UNITED KINGDOM	6	354

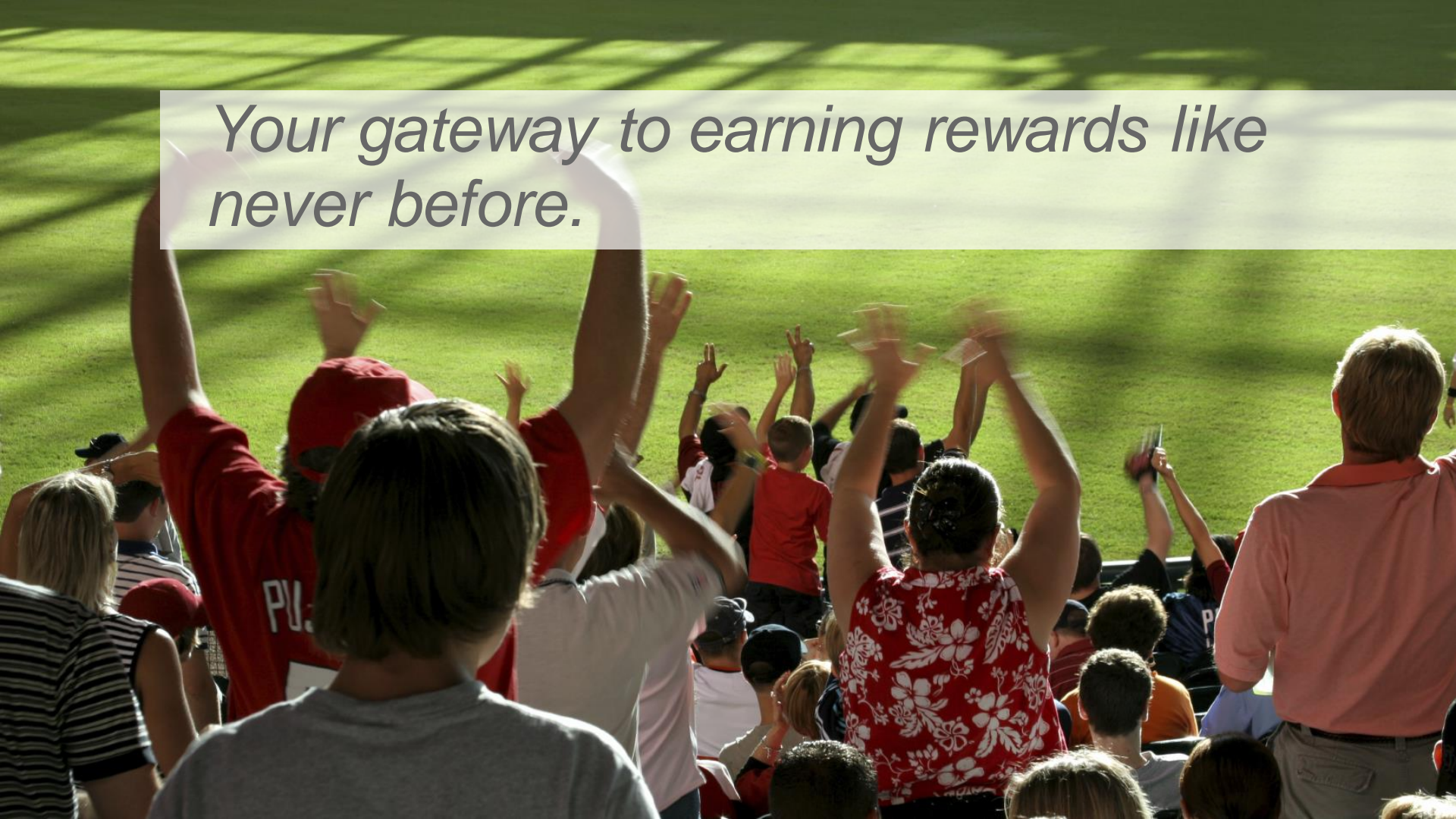
Last updated: 12 August 2016

Healthy Living
Redeem now for the best in health and wellness care

Q1FY17 Canadian Offers

- **Sell More, Earn More**
 - Earn points for selling select SKUs
 - SKU list updated quarterly
- **Earn Points on Cisco ONE**
Offer applies to specific Cisco ONE SKUs
- **Earn 5X Points on Security Products**
Applies to qualified sales of specific listed eligible products.



A large crowd of people is seen from behind, cheering with their arms raised in the air. They are standing on a grassy area, likely a golf course, with long shadows cast across the grass. The scene is bright and sunny. The text "Your gateway to earning rewards like never before." is overlaid in a white box at the top of the image.

*Your gateway to earning rewards like
never before.*

Next Steps



Enroll, Engage, Earn, and Enjoy

- Improved user experience
 - Web site, offers, and opportunity for feedback
- New quarterly opportunities
 - Check back often
- Partner Plus benefits
 - Encourage individual enrollment and participation

Partner Resources



Enrollment

- [Company enrollment](#)
- [AM and SE enrollment](#)



Program Information

- [Cisco Rewards home page](#)
- [Cisco Rewards community \(internal\)](#)
- [Program video](#)
- [Program admin tutorial](#)



Support

- [Enrollment and program support](#)



Go to [CiscoRewards.com](https://ciscorewards.com)

- View offers
- Submit claims
- Track performance
- Choose your rewards!

Additional Information

Earn Rewards Points: Submit Claims Individually

1. Click **Submit Claims** from the home page left navigation.
2. Select the **Individual Submissions** tab.
3. Under **Proof of Performance**, click the dropdown list and make your selection.
If “Purchase Order Number” is the required and selected proof of performance, you will be required to also select the “Supplier” from a dropdown list.
4. Enter the proof of performance number or ID.
5. Select **+Add** to continue and add another Claim, or **Submit** to send your claim through the validation for point payout process.

Claims can be submitted by you, or by your company's Cisco Rewards Program Manager on your behalf (see Company Program Manager section for complete instructions).

The screenshot shows the 'Individual Submission' tab selected. The form has a header with 'Individual Submission' and 'Bulk Submission' tabs. Below the header is a table with three columns: 'Claiming For (Enter Name)', 'Proof of Performance', and 'Action'. The 'Claiming For' column has a text input field. The 'Proof of Performance' column has a dropdown menu labeled 'Select One' and a text input field labeled 'Enter value here'. The 'Action' column has a 'Delete' button with a red minus icon. Below the table is a '+ Add' button. At the bottom right are 'Submit' and 'Cancel' buttons.

Claiming For (Enter Name)	Proof of Performance	Action
<input type="text"/>	Select One <input type="text"/>	<input type="button" value="Delete"/>
<div>+ Add</div>		

Submit Cancel

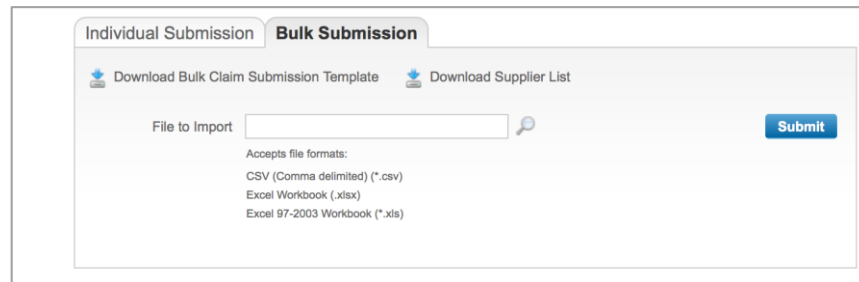
NOTE: Be sure that you provide the proof of performance data as indicated and required in your Offer details for that specific Offer. Failing to provide the correct data in any capacity or column can delay or possibly deny your claim.

Earn Rewards Points: Submit Claims in Bulk

The specific proof of performance required to submit claims can be found in your Offers' "Details" section.

Instructions for "Bulk" Claim Submissions:

1. Select **Submit Claims** - home page left navigation
2. Select **Bulk Submissions** tab
3. Download, save, and open [Template](#)
4. Download, save, and open [Eligible Suppliers](#)
5. Input Claim Submission data in Template as follows:
 - Column A = **Proof of Performance Type**: Must use one of the PoP options per row and exactly as listed.
 - Column B = **Proof of Performance**: Must input the relevant Number or ID exactly as it was issued or provided when purchased.
 - Column C = **Supplied By**: Must input the relevant Distributor, or Cisco as the supplier for the sell. Use the "Available Suppliers" list to ensure the supplier name you input here matches exactly as listed in the downloaded spreadsheet.
 - Column D = **CCO ID**: Must provide your CCO ID for each claim listed in this "Bulk" upload template.



The screenshot shows a web interface with two tabs: 'Individual Submission' and 'Bulk Submission'. The 'Bulk Submission' tab is active. Below the tabs, there are two download links: 'Download Bulk Claim Submission Template' and 'Download Supplier List'. Below these links is a 'File to Import' field with a magnifying glass icon and a 'Submit' button. Under the 'File to Import' field, it lists accepted file formats: CSV (Comma delimited) (*.csv), Excel Workbook (*.xlsx), and Excel 97-2003 Workbook (*.xls).

What Inspires You?



