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

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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

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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

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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.

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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**

*see Terms and Conditions for points expiration policy

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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

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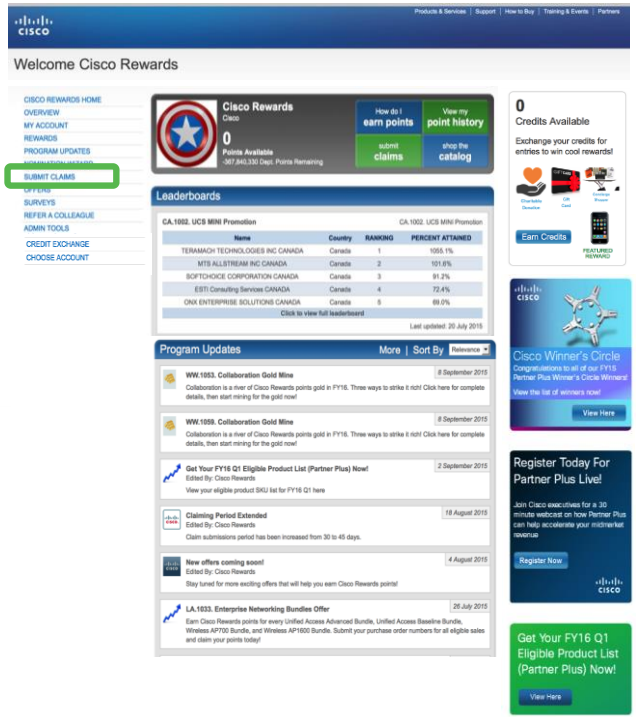
Earn Rewards Points: Submit Claims

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.



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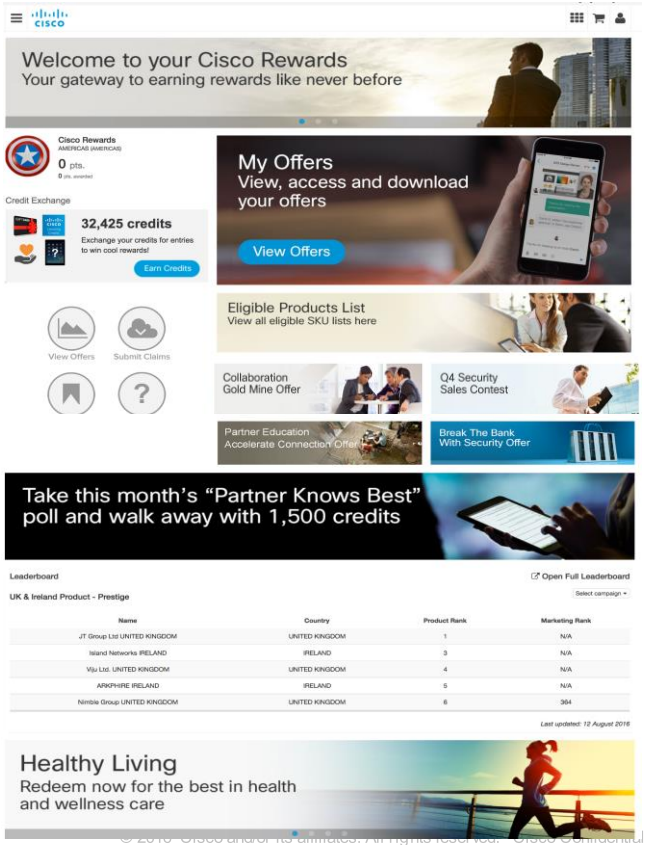
Cisco Rewards – What's New?

- 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



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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.

*see Terms and Conditions for points expiration policy

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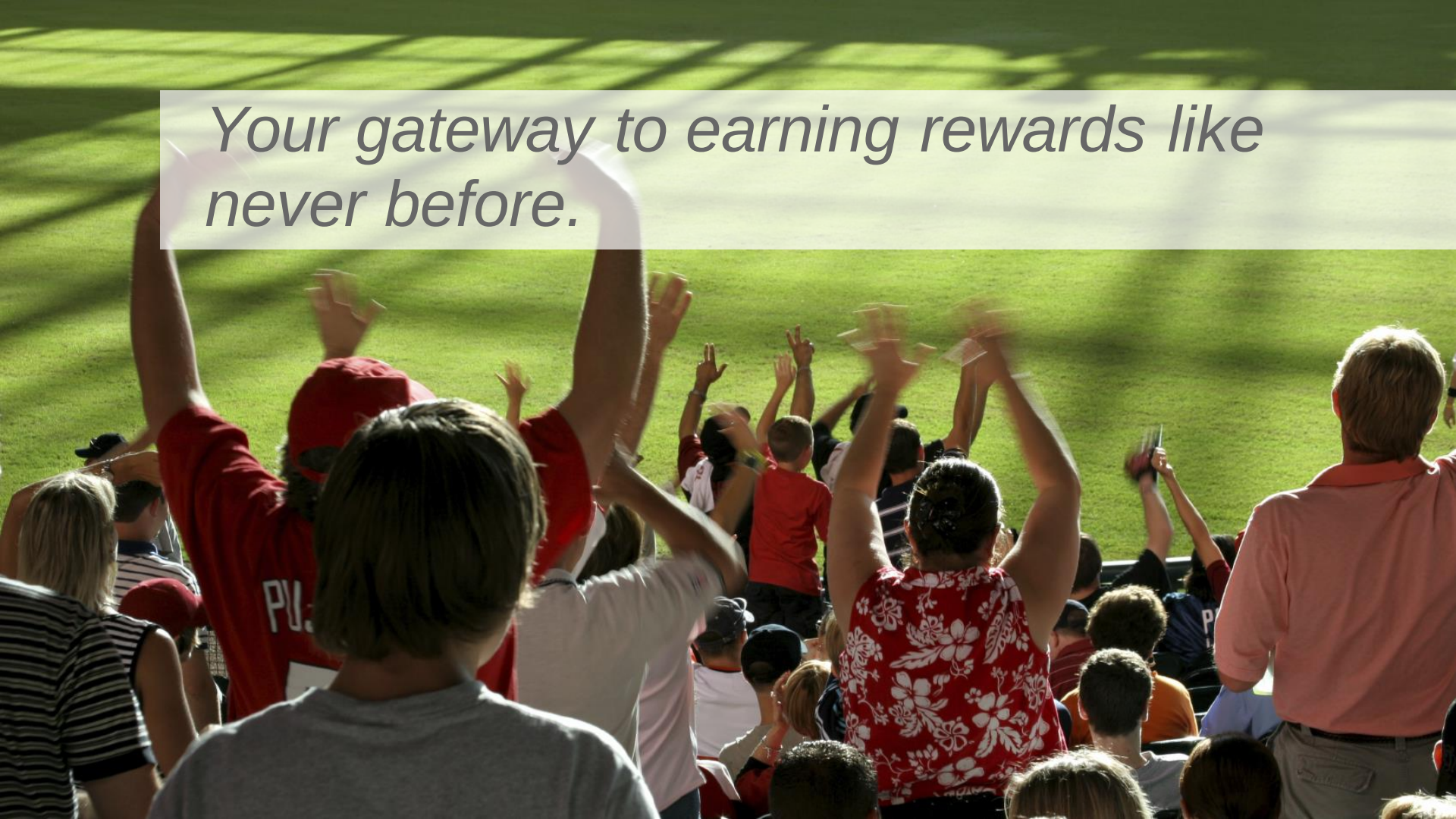
Your gateway to earning rewards like never before.

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

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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

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

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Additional Information

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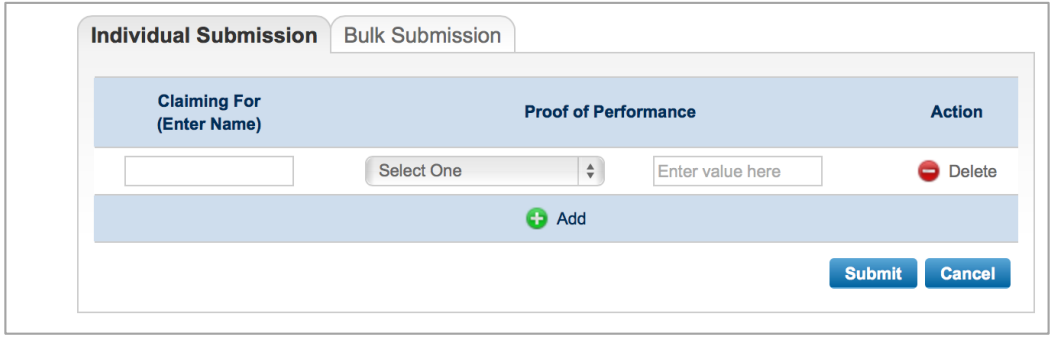
Earn Rewards Points:
Submit Claims Individually

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).



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.

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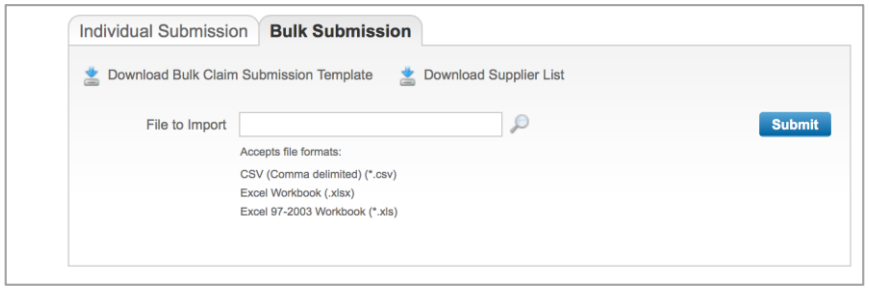
Earn Rewards Points: Submit Claims in Bulk

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.

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What Inspires You?

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CISCO