

TURBO CHARGE YOUR CISCO PIX SECURITY APPLIANCE VPN

PROMO—005000

Effective dates: March 22, 2004 to February 15, 2005

Theater(s):

AMER

ASIA

EMEA

USA

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OVERVIEW

The market-leading Cisco® PIX® Security Appliances combined with Cisco PIX Software version 6.3 and the Cisco PIX VPN Acceleration Card+ (VAC+) deliver a high-performance, feature-rich and easy-to-deploy VPN solution for today's distributed enterprises.

- *Site-to-site VPN*: This solution enables businesses to extend their networks across low-cost Internet connections to business partners and remote offices, and can aggregate VPN traffic of greater than full-duplex OC-3 rates (up to 495 Mbps on Cisco PIX 535) by leveraging the high performance hardware acceleration of 3DES and Advanced Encryption Standard (AES) encryption offered by the Cisco PIX VAC+.
- *Remote-access VPN*: This solution delivers a uniquely scalable, cost-effective, and easy-to-manage remote-access VPN architecture through the innovative and highly-acclaimed Cisco Easy VPN technology. Built upon the foundation of dynamic policy distribution and effortless provisioning, Easy VPN eliminates the operational costs associated with maintaining remote-device configurations typically required by traditional VPN solutions.

Cisco Systems®, as part of its commitment to provide market-leading network security solutions at an excellent price/performance for customer's present and future success, is offering this promotion to allow customers who have Cisco PIX 515/515E, 520, 525 and 535 Security Appliances with the Cisco PIX VPN Acceleration Card (VAC) to **upgrade at substantial cost savings while doubling or quadrupling their VPN performance and significantly enhancing their overall VPN capabilities.** The extensible Cisco PIX Security

Appliance Series offers exceptional investment protection through their modular design, allowing customers to easily extend the capabilities of their systems through modular upgrades.

Upgrading from the Cisco PIX VAC to the new Cisco PIX VAC+ provides many benefits, including:

- *Exceptional Performance*—Up to four times more encrypted throughput than the Cisco PIX VAC, delivering market-leading VPN performance of greater than full-duplex OC3 line rate
- *Enhanced Security*—High performance hardware acceleration of the latest international cryptographic standard, the AES
- *Higher Scalability*—Significantly faster VPN connection set up times with remote offices, business partners, or mobile users
- *Improved Services Availability*—Lower system CPU utilization allowing customers to take full advantage of the broad range of advanced security and network services in Cisco PIX Security Appliance Software version 6.3

This promotion allows customers a limited-time opportunity, through the Cisco Technology Migration Program (CTMP), to trade in their existing Cisco PIX VAC for up to a US\$1125 credit towards the purchase of a new Cisco PIX VAC+—up to 30 percent savings off its list price of US\$3750.

The following sections offer details on this promotion and outlines software/hardware requirements for the new Cisco PIX VAC+.

SYSTEM REQUIREMENTS

The new Cisco PIX VAC+ is supported on all the Cisco PIX Security Appliance models that support the older Cisco PIX VAC. These models include Cisco PIX 515/515E, 520, 525 and 535 Security Appliances.

Cisco PIX VAC+ requires Cisco PIX Security Appliance Software version 6.3 or later. Cisco PIX Security Appliance Software version 6.3 delivers a wide variety of market-leading security features, as well as enhanced remote management, improved network integration, expanded resiliency capabilities and more. Highlights of these enhancements include:

- Rich security services for a broad range of multimedia and Voice over IP (VoIP) standards, including expanded support for H.323 v3/4, Skinny Client Control Protocol (SCCP), and Media Gateway Control Protocol (MGCP)
- Significantly expanded site-to-site and remote access VPN capabilities, expanded support for Cisco Easy VPN, as well as support for the AES and VPN Network Address Translation (NAT) transparency
- Enhanced management capabilities including improved access control list (ACL) editing features, granular control over syslog messages, and a new “dashboard” interface within Cisco PIX Device Manager 3.0 which provides complete device health monitoring in a single view
- Improved network integration via support for 802.1q-based VLANs, OSPF dynamic routing, and multicast network traffic

Given the wide range of benefits provided by Cisco PIX Security Appliance Software version 6.3, customers are encouraged to migrate to this latest software release. Detailed information on features in Cisco PIX Security Appliance Software version 6.3 can be found by following the URL mentioned in the Additional Information section below.

HOW TO TAKE ADVANTAGE OF THIS OFFER

The following tables show trade-in and trade-to product part numbers that should be used in the online CTMP Tool. Customers with Cisco SMARTnet® or a partner services contract can obtain Cisco PIX Security Appliance Software v6.3, PIX Device Manager 3.0, and Cisco VPN Client Software at no charge from the Software Center at the Cisco.com Website, or obtain the software via their Cisco partner. The credit towards the list price of a Cisco PIX VAC+ is automatically applied when the product part numbers in Table 1 are used in the CTMP Tool.

Table 1 For Customers **With** Cisco SMARTnet or Partner Services Contract:

Trade in	Product Part Number	PIX-VPN-ACCEL=
	Description	Cisco PIX DES/3DES VPN Acceleration Card (VAC)
Trade to	Product Part Number	PIX-VAC-PLUS=
	Description	Cisco PIX 66-MHz DES/3DES/AES VPN Acceleration Card+ (VAC+)

For customers without Cisco SMARTnet or a partner services contract, Cisco Systems, through this promotion, is offering up to US\$500 savings on the list price of a Cisco PIX Software CD-ROM (a US\$1000 value) that contains Cisco PIX Software v6.3 and PIX Device Manager 3.0, required for the deployment of the new Cisco PIX VAC+. Customers are encouraged to take advantage of this unique opportunity to move to the latest Cisco PIX software while realizing exceptional cost savings. These savings and the credit towards the list price of the Cisco PIX VAC+ are built into the CTMP Tool and are applied automatically when the customer trades to the bundle listed in Table 2 below.

Table 2 For Customers **Without** Cisco SMARTnet or Partner Services Contract:

Trade in	Product Part Number	PIX-VPN-ACCEL=
	Description	Cisco PIX DES/3DES VPN Acceleration Card (VAC)
Trade to	Product Part Number	PIX-SW-VAC+K9=
	Description	Bundle includes Cisco PIX 66-MHz DES/3DES/AES VPN Acceleration Card+ (VAC+), Cisco PIX Security Appliance Software CD-ROM, and Cisco VPN Client Software CD-ROM

Follow the instructions in the How to Order section of this bulletin for processing migration program trade in orders either direct from Cisco or through Distribution. Contact your local Cisco Channel Account Manager (CAM) or Inside Channel Account Manager (ICAM) for a CTMP quote.

HOW TO ORDER

Direct purchases from Cisco or from a direct Partner: Place your orders via the Cisco Ordering Tool.

1. You must have a CCO login username and password in order to use the Ordering Tool.
2. Obtain the CTMP quote number from your Cisco Account Manager or Channel Account Manager.
3. When using the Ordering Tool, for order type, select trade-in/promotional.
4. Users will be prompted to enter trade-in information. Select Cisco Technology Migration Plan as the type of program. Then enter the quote number in the field directly below (CTMP Quote#/Promotional Program Name).

5. Select the Return Information tab, and enter the trade-in product(s).
6. Other steps are same as placing a standard order.

For purchases through Distribution: The reseller must complete the CTMP price deviation form on the Deviation Authorization Request Tool (DART).

FREQUENTLY ASKED QUESTIONS

Q. When will this promotion expire?

A. This promotion expires on February 15, 2005.

Q. Are the new bonus credits included in the CTMP calculator?

A. Yes. The bonus credits are built into the CTMP calculator. Contact your Cisco Account Manager or Channel Account Manager for a trade-in quote.

Q. Can the trade-in discount be used towards other Cisco products?

A. No, this technology migration program is specifically for trading in a VAC for a VAC+ card.

Q. Do all Cisco PIX VAC customers (those who have Cisco SMARTnet or a partner services contract and those who do not) get the same cost savings when trading-in their Cisco PIX VAC through the CTMP Tool?

A. Yes. Both types of customers receive up to US\$1125 credit for trading in their Cisco PIX VAC. However, the customers without a SMARTnet or a partner services contract also need the Cisco PIX Software CD-ROM to install the required Cisco PIX Security Appliance Software version 6.3. This promotion offers up to US\$500 savings on the list price (US\$1000) of the Cisco PIX software CD-ROM. The CTMP Tool will show a different credit than the one applied for customers with a service contract because the cost of the CD-ROM after savings (for example, US\$500) will be built into the tool.

Q. How do customers without Cisco SMARTnet or partner services contracts acquire Cisco Security Appliance Software v6.3 to deploy the Cisco PIX VAC+?

A. These customers should use the bundle part number in Table 2 to trade in their Cisco PIX VAC. This promotion offers up to US\$500 savings on the list price (US\$1000) of the Cisco PIX Software CD-ROM—up to 50 percent savings on the list price. These savings are built into the bundle part number in Table 2 and will automatically be calculated by the CTMP Tool.

TERMS AND CONDITIONS

1. This promotion may not be combined with any other programs. If you have questions, check with your Cisco Representative or reseller.
2. The CTMP credit amount is to be applied against the purchase price after standard customer discount.
3. The Customer's/Partner's signature is required on all forms for this promotion. POs not containing all of the required signatures will be rejected and the order will not be processed until all documents comply with this requirement.
4. Items traded in must be returned to a Cisco designated location within 60 days after shipment of the replacement configuration itemized on the purchase order. Failure to return equipment will result in an invoice for the credit amount, for which the customer/partner agrees to be invoiced and submit payment. For channel sales, the partner is responsible for returning the equipment and the channel partner's signature is required.

5. This offer cannot and will not be retroactively applied to purchase orders previously submitted and accepted by Cisco Systems.
6. Cisco Systems, Inc. reserves the right to add, modify, change, or discontinue this promotion and associated products without notice. All products are subject to availability and all prices are subject to change without notice.

For orders purchased through Distribution:

1. This program may not be combined with any other programs. Special requirements may apply. If you have questions, check with your Cisco Representative or reseller.
2. The CTMP credit amount is to be applied against the purchase price after standard customer discount.
3. The Customer's/Partner's signature is required on all forms for this promotion. POs not containing all of the required signatures will be rejected and the order will not be processed until all documents comply with this requirement.
4. Items traded in must be returned to a Cisco designated location within 60 days after shipment of the replacement configuration itemized on the purchase order. Failure to return equipment will result in an invoice for the credit amount, for which the customer/partner would be invoiced to submit payment. For channel sales, the partner is responsible for returning the equipment and the channel partner's signature is required.
5. This offer cannot and will not be retroactively applied to purchase orders previously submitted and accepted by Cisco Systems.
6. Cisco Systems, Inc. reserves the right to add, modify, change, or discontinue this promotion and associated products without notice. All products are subject to availability and all prices are subject to change without notice.
7. This offer cannot combined/stacked with Gold/Silver/Premier discounts.
8. This offer cannot be combined/stacked with approved TMP/CTMP credits.
9. This offer cannot be combined/stacked with a price-dev.
10. This offer cannot be combined/stacked with vertical market discounts (for example, ERATE, education, government, non-profit, etc.)
11. This offer cannot be combined/stacked with any other promise or discounts.
12. Financing options such as leasing or extra 60-day Flooring are available under this promotion.
13. No claims will be valid for POs sold 90 days after the promotion ends.
14. Cisco authorized distributor will honor valid quotes placed during the promotion for a maximum of 30 days after promotion ends.
15. There are no return privileges on these products. A Cisco Distribution Manager may only grant exceptions and if a return is granted, any promotional dollars originally paid by Cisco for this transaction will be refunded back to Cisco.

Additional Information

For Software Center at Cisco.com Website, go to:

<http://www.cisco.com/public/sw-center/index.shtml>

For more information on Cisco PIX VPN Acceleration Card (VAC), go to:

http://www.cisco.com/en/US/products/hw/vpndevc/ps2030/products_data_sheet09186a008007d0bf.html

For more information on Cisco PIX VPN Acceleration Card+ (VAC+), go to:

http://www.cisco.com/en/US/partner/products/hw/vpndevc/ps2030/products_data_sheets_list.html

For more information on Cisco PIX Security Appliance Software version 6.3, go to:

http://www.cisco.com/en/US/products/hw/vpndevc/ps2030/products_data_sheet09186a0080148714.html



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