



Cisco Services Price Changes

January 1, 2012 – Special Announcement

AS-fixed Business Video (BV) Endpoint Install Price Changes

Cisco® is implementing service price changes on the Business Video AS-fixed endpoint install service SKUs. Customers can contact their Cisco Services marketing representative or service account manager for questions related to this change.

Effective Date:

These changes will be effective beginning February 1, 2012.

Reason for change:

The service prices are strategically being adjusted to realign with other competitive offerings in EMEAR and APAC regions. Please refer to the table below for countries impacted.

SKUs affected:

Three AS-fixed Business Video Service SKUs are affected.

ASF-CEI-G-BV-IAIX

ASF-CEI-G-BV-IBIX

ASF-CEI-G-BV-ICIX

Price Change Report:

The summary of new service prices for AS-fixed BV Endpoint Install service is given in the Price Change Report below.

	ASF-CEI-G-BV-IAIX				ASF-CEI-G-BV-IBIX				ASF-CEI-G-BV-ICIX			
Price List	Local Currency New LP	New LP	Old LP/ Base Price	% change	Local Currency New LP	New LP	Old LP/ Base Price	% change	Local Currency New LP	New LP	Old LP/ Base Price	% change
Asia-Pac	2085	2085	1399	49.03%	2085	2085	1553	34.25%	2945	\$2,945	\$2,510	17.33%
Australia	2024.986	2112	1399	50.96%	2024.99	2112	1553	35.99%	\$2,861.70	\$2,985	\$2,510	18.93%
China	2085	2085	1399	49.03%	2085	2085	1553	34.25%	2945	\$2,945	\$2,510	17.33%
EMEA	1898	1898	1399	35.63%	1898	1898	1553	22.18%	2988	\$2,988	\$2,510	19.07%
Emerging	1898	1898	1399	35.63%	1898	1898	1553	22.18%	2988	\$2,988	\$2,510	19.07%
Global Euro	1505.097	1898	1399	35.63%	1505.1	1898	1553	22.18%	2370.343	\$2,988	\$2,510	19.07%
Japan	2085	2085	1399	49.03%	2085	2085	1553	34.25%	2945	\$2,945	\$2,510	17.33%
Nihon in USD	2985	2085	1399	49.03%	2985	2085	1553	34.25%	2945	\$2,945	\$2,510	17.33%
Nihon in Yen	166793.6	2085	1399	49.03%	166794	2085	1553	34.25%	235569.6	\$2,945	\$2,510	17.33%
Russia	1898	1898	1399	35.63%	1898	1898	1553	22.18%	2988	\$2,988	\$2,510	19.07%
UK	1240.343	1898	1399	35.63%	1240.34	1898	1553	22.18%	1240.343	\$2,988	\$2,510	19.07%

* Valid quotes made prior to the time a price increase is implemented will be honored for 60 days. If you have any questions, contact your service representative.



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Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
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