

Wichtige Cisco-Abkürzungen

| | |
|--------|--|
| AT | Advanced Technologies (besonders leistungsfähige, zukunftsweisende Technologien) |
| BDM | Business Decision Maker (Entscheidungsträger im geschäftlichen Bereich) |
| CA | Customer Assurance (Cisco Services) |
| CAM | Channel Account Manager (Cisco Mitarbeiter) |
| CBSW | Cisco Business Solutions Workshop (SMB Partner Roadshow) |
| CCO | Cisco.com |
| CPI | Customized Partner Intelligence (Newsletter für Partner) |
| DAM | Distribution Account Manager (Cisco Mitarbeiter) |
| EOL | End of Life (Einstellung von Produkten) |
| FCS | First Customer Ship (erste Auslieferung von neuen Produkten) |
| GA | General Availability (allgemeine Verfügbarkeit von neuen Produkten) |
| ICAM | Inside Channel Account Manager (Cisco Mitarbeiter) |
| ICPA | Indirect Channel Partner Agreement (Vereinbarung für indirekte Vertriebspartner) |
| NFR | Not For Resale (nicht für den Wiederverkauf) |
| OIP | Opportunity Incentive Program |
| PDF | Partner Development Funds |
| PDI-HD | Planning, Design and Installation Help Desk (nur für Cisco UC Produkte) |
| PDR | Partner Deal Registration tool |

| | |
|---------|---|
| PEC | Partner Education Connection |
| PH | Partner Helpline (Pre-Sales Support nur für Cisco-Produkte) |
| POS | Point of Sale |
| PSPP | Public Sector Partner Program |
| SBCS | Smart Business Communication System |
| SBMM | Small Business Market Manager (Cisco Mitarbeiter) |
| SBTG | Small Business Technology Group |
| SIP | Solutions Incentive Program |
| SMB | Small and Medium Business (kleine und mittlere Unternehmen, Mittelstand) |
| SMB PPB | SMB Partner Practice Builder |
| SMB U | SMB University |
| TAC | Technical Assistance Center (Support für Cisco-Produkte) |
| TAP | Trade-In Accelerator Program |
| TDM | Technology Decision Maker (Entscheidungsträger im technologischen Bereich) |
| TMM | Territory Market Manager (Cisco Mitarbeiter) |
| TMP | Technology Migration Program (Eintauschprogramm) |
| UC | Unified Communications |
| VIP | Value Incentive Program |



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

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

Europe Headquarters
Cisco Systems International BV
Amsterdam, The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

CCDE, CCENT, Cisco Eos, Cisco Lumin, Cisco Nexus, Cisco StadiumVision, Cisco TelePresence, the Cisco logo, DCE, and Welcome to the Human Network are trademarks. Changing the Way We Work, Live, Play, and Learn and Cisco Store are service marks, and Access Registrar, Aironet, AsyncOS, Bringing the Meeting To You, Catalyst, CCDA, CCDP, CCIE, CCIP, CCNA, CCNP, CCSP, CCVP, Cisco, the Cisco Certified Internetwork Expert logo, Cisco IOS, Cisco Press, Cisco Systems, Cisco Systems Capital, the Cisco Systems logo, Cisco Unity, Collaboration Without Limitation, EtherFast, EtherSwitch, Event Center, Fast Step, Follow Me Browsing, FormShare, GigaDrive, HomeLink, Internet Quotient, IOS, iPhone, iQ Expertise, the iQ logo, iQ Net Readiness Scorecard, iQuick Study, IronPort, the IronPort logo, LightStream, Linksys, MediaTone, MeetingPlace, MeetingPlace Chime Sound, MGX, Networkers, Networking Academy, Network Registrar, PCNow, PIX, PowerPanels, ProConnect, ScriptShare, SenderBase, SMARTnet, Spectrum Expert, StackWise, The Fastest Way to Increase Your Internet Quotient, TransPath, WebEx, and the WebEx logo are registered trademarks of Cisco Systems, Inc. and/or its affiliates in the United States and certain other countries.

All other trademarks mentioned in this document or Website are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (0807R)