



# Cisco Rewards Program



## Overview

Now you can open the door to a world of opportunities with Cisco Rewards, the channel incentive that rewards YOU as an individual, for selling Cisco.

Experience the pleasures of the world with Cisco. Sell eligible Cisco Small Business products into your customers and earn points. Then, when you're ready, redeem them against your desired prizes.

### Who can participate?

Cisco Rewards is open to Account Managers and Sales Engineers of Cisco Select Certified and Registered Partners in participating countries within Emerging Markets.

### Important Dates to Remember:

- The program launches on 26th July 2009 and will run until 31st July 2010
- 11th September 2010 is the last date you can submit claims
- 25th September 2010 is the last date you can redeem points

### How to Join

You will need your Cisco.com login (user name and password) to register online at [www.cisco.com/rewards](http://www.cisco.com/rewards).

Firstly, Cisco Registered and Select Partner principals must register and assume 'Company Administrator' role and accept the Program Terms to allow its employees to join the program. Subsequently, Account Managers and Sales Engineers can register.

Your membership registration is processed instantly.

## 3 Simple Steps to Cisco Rewards

### Step 1: Know the Products

Points are earned for selling more than 350 eligible Cisco SMB products

### Step 2: Register the Sale

Great job! Register your sales online and claim your points

### Step 3: Enjoy your Prize

Now the fun part: simply redeem points against your desired prizes

## How to Earn Points

Once an approved member of Cisco Rewards, you may start planning your Cisco sales to earn the points you need to redeem your desired prize.

Members can earn Cisco Rewards Points for selling eligible Cisco Small Business products within the Cisco Smart Business Communications System (SBCS), IP Telephony, Wireless, Routing, Switching and Small Business solution portfolios.

Cisco Rewards Product Category	Cisco Rewards Eligible Products*
SBCS	CE500, UC500, 500 IP phones, 500 Wireless Express
IP Telephony	7900 Series
Security	ASA 5505, 5510
Wireless	1100 and 1200 Access Points; 2100 and 4100 Controllers
Routing	800, 1800, 2800 and 3800
Switching	2960, 3560 and 3750
Small Business	Cisco Small Business Voice Systems, Spam and Virus Blocker, Managed Switches, Routers, Wireless AP, ESW500, IP Phones

\*Selected Product IDs only.

Each eligible Small Business product has an equivalent Cisco Rewards base points.

## Easy Steps and Guidelines to Submitting Claims

### Steps to submitting claims

- 1 To submit claims, all you need is your distributor invoice number and end-user customer name. Claims may only be made for sales to customers located in participating countries with in Emerging Markets.
- 2 Log in to [www.cisco.com/rewards](http://www.cisco.com/rewards) and go to the Claim Points Section.

### Guidelines

- One Distributor Invoice number can be claimed by both the Account Manager and Sales Engineer, however once a claim has been made by an Account Manager and Sales Engineer, the Distributor Invoice number cannot be used again. Two participants in the same role cannot both claim for a single Distributor Invoice Number.
- Claims must be submitted within 45 days of Distributor Invoice date.
- It may take up to 21 days from date of submission for claims to be processed, however once the claim has been verified the points will be allocated to your Cisco Rewards online account.
- Submitted claims will expire after 30 calendar days if no match is found from our records. Once a claim has expired, you will not be able to re-submit and you have a maximum of 14 days to appeal by opening a Program Support Case at [www.cisco.com/rewards](http://www.cisco.com/rewards)
- All claims are subject to verification by Cisco and its authorised program representatives. Company Administrators are neither eligible to claim nor redeem Cisco Rewards points for him/herself or on behalf of the Account Manager or Sales Engineer.

## How to Redeem Rewards Points

Once you have accrued enough points you can start redeeming against your desired prizes.

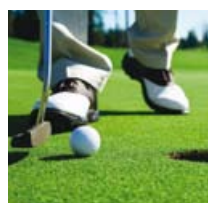
A participating company will be able to earn a maximum number of points equivalent to US\$8,000, that they are eligible to claim.

Up to US\$2,000\* of travel vouchers can be redeemed against a holiday destination of your choice:



### Holiday Experience

Enjoy a wide variety of travel packages, from trekking the Inca Trail, wild African Safaris, to snorkeling the magnificent Corals of the Red Sea, or simply relaxing on a beach in the Indian Ocean, your next 'Holiday Experience' will be unforgettable. Flights and accommodation included.



### Resort Enjoyments

Take a break at the luxury resort you've been admiring for a while. Choose from the finest selection of hotels and holiday resorts to suit your desires. From world class golf-courses, rejuvenating Spas, to villas with breath-taking views. Indulge yourself. Accommodation only.

All redemptions are final and cannot be transferred, returned, exchanged, or cancelled. Vouchers are redeemable through [www.ciscotravelrewards.com](http://www.ciscotravelrewards.com)



Experience the pleasures of the world with Cisco Visit: [www.cisco.com/rewards](http://www.cisco.com/rewards) to find out more.



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