



Cisco ONE Mid Cycle Refresh Opportunities in CCW

Overview

The Cisco ONE Mid Cycle Refresh Opportunities tool in CCW provides you the ability to identify Cisco ONE offers for already purchased hardware products. Within the tool, based on user selection, such as, Technology Group, Platform Family, Product, Installed software, Quantity, Age of installation and Target Suite, the user can view, and create a Cisco ONE BOM (Bill of Materials). The tool provides a view of the complete BOM, an analysis of the total cost of ownership of upgrading to Cisco ONE, a detailed breakdown of the value of Cisco ONE compared to A-la-Carte, and the ability to create an estimate for the selected offer. Excel export capability is available for easy download and provides advanced analytical summary of the Cisco ONE Offer.

[Add Products – Advanced Search](#)

[Add Products – Guided Approach](#)

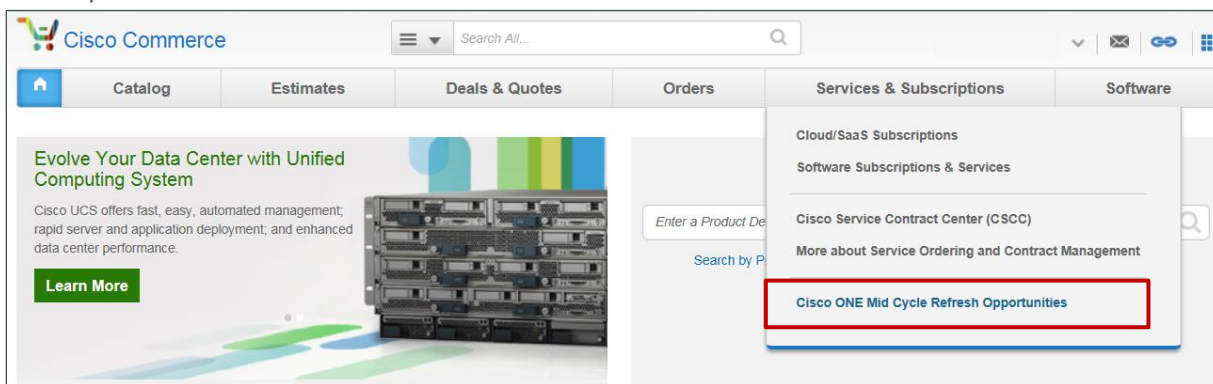
[Cisco ONE Mid Cycle Refresh - BOM Summary](#)

[Cisco ONE Value Tab](#)

[Export BOM & Mid Cycle Refresh benefits to Excel](#)

Add Products – Advanced Search

- From the Cisco Commerce homepage, select [Cisco ONE Mid Cycle Refresh Opportunities](#) under Services & Subscriptions



- Add Products using **Advanced Search** Option

The screenshot shows the 'Mid Cycle Refresh - Add Products' page. The 'Advanced Search' option is highlighted with a red box. Below the search options, there is a section for 'Upload a Configuration BOM' with a 'Browse Files' button and an 'Upload' button. A table is visible below, but it is empty, showing 'No records'.

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										



3. Download Template & enter PAK/Serial Number or Instance Number in the excel template

Mid Cycle Refresh - Add Products Beta

Add Products

Advanced Search | [Guided Approach](#) * Required Field

Upload a Configuration BOM Download Template

Upload a Bill of Materials from your local storage Browse Files Upload

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Back Continue >

	A	B
1	PAK/Serial Number	Instance Number
2	FTX1643AKYS	
3	FTX1643ADES	
4		

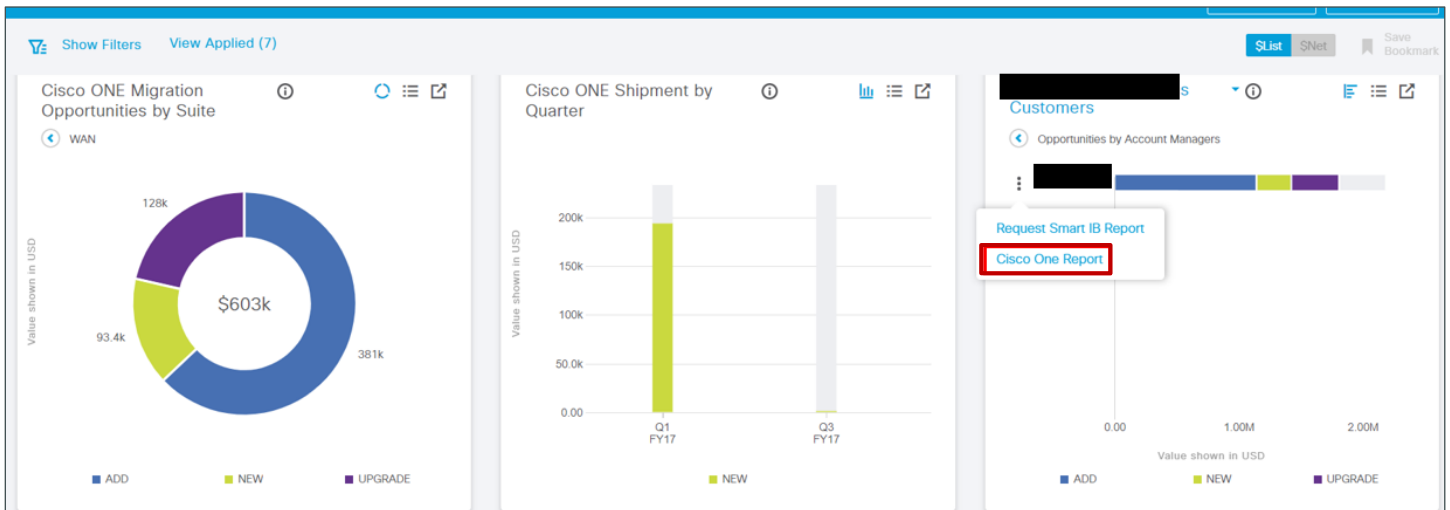
4. Serial and Instance number data can be downloaded using **Cisco Ready** tool (**Partners:** [Link](#) | **Cisco Internals:** [Link](#)) (CRUE - legacy) or **Link** (Connected Experience - preferred)

Note: **Cisco employees**, for any help/training on how to download report from Cisco Ready Tool, please visit our Cisco Jive [Site](#). **External users**, please make use of the **Help Contents** section under the **Help** widget on the [tool](#).



5. To help reduce irrelevant data, we strongly recommend either:
 - a. Clicking on the Cisco ONE Report

Connected Experience:



CRUE:

TAO OFF ON

User Selections

Clear

Bookmarks

Select Bookmark

Save Remove

Advanced Selections

Program

Sales Coverage

AM Name

AM Assig...

Sales Hierarchy

Product List Price \$ (M)

Enterprise Switching Service Provider Routing Enterprise Routing Collaboration

Customer View

SAV Account View Super Group View Global Accounts View Org Entity View

SAV Account	SAVM ID	Service List	Product List	Request Report
<IB unmapped to SAVM>	<->			Smart IB Cisco ONE
				Smart IB Cisco ONE
				Smart IB Cisco ONE
				Smart IB Cisco ONE
				Smart IB Cisco ONE

OR

- b. Using filters on the Cisco Ready UI to target a particular portion of large install base. Additionally, on the Cisco Ready excel report, filter the Parent Instance Column as <Null>



Line Item	Product	Transaction Type	Parent	Serial Number	Instance	Parent Instance	Product Family	Product Type	Technology Group	Architecture Group	
214	SFP-10G-SR=	DVAR	ERP	Y	FNS19471LMC	1752956800	<NULL>	SFP10G	CARD	CTG	Switching
235	SFP-10G-SR=	DVAR	ERP	Y	FNS19470R9Z	1752956699	<NULL>	SFP10G	CARD	CTG	Switching
236	SFP-10G-SR=	DVAR	ERP	Y	FNS19471YCV	1752956722	<NULL>	SFP10G	CARD	CTG	Switching
237	SFP-10G-SR=	DVAR	ERP	Y	FNS194809U6	1752956752	<NULL>	SFP10G	CARD	CTG	Switching
238	SFP-10G-SR=	DVAR	ERP	Y	FNS19470XKG	1752956877	<NULL>	SFP10G	CARD	CTG	Switching
259	SFP-10G-SR=	DVAR	ERP	Y	FNS19470R1D	1752956762	<NULL>	SFP10G	CARD	CTG	Switching
260	SFP-10G-SR=	DVAR	ERP	Y	FNS19470R0Y	1752956835	<NULL>	SFP10G	CARD	CTG	Switching
261	SFP-10G-SR=	DVAR	ERP	Y	FNS19470XRJ	1752956869	<NULL>	SFP10G	CARD	CTG	Switching
262	SFP-10G-SR=	DVAR	ERP	Y	FNS19470QWY	1752956781	<NULL>	SFP10G	CARD	CTG	Switching
355	NSK-C5596UP-NFA	DVAR	ERP	Y	FOX1850G7YB	1619990138	<NULL>	N5000	CHASSIS	SAVTG	Switching
356	NSK-C5596UP-NFA	DVAR	ERP	Y	FOX1850G7WM	1619990333	<NULL>	N5000	CHASSIS	SAVTG	Switching
357	NSK-C5596UP-NFA	DVAR	ERP	Y	FOX1850G7W9	1619864499	<NULL>	N5000	CHASSIS	SAVTG	Switching
379	AIR-CAP3502E-A-K9	DVAR	ERP	Y	FTX1701E0DP	1161351817	<NULL>	AIR3500	CHASSIS	ENGTG	Wireless
382	AIR-CAP3502E-A-K9	DVAR	ERP	Y	FTX1701E0E3	1161352720	<NULL>	AIR3500	CHASSIS	ENGTG	Wireless
383	VG224	DVAR	ERP	Y	FTX1705AJFL	1215844044	<NULL>	ICV	CHASSIS	ENGTG	Enterprise Routing
384	VG224	DVAR	ERP	Y	FTX1705AJFP	1215843923	<NULL>	ICV	CHASSIS	ENGTG	Enterprise Routing
385	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5NB	1685627214	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
386	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5VE	1685627469	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
387	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5SF	1685627352	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
388	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5YD	1685627597	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
403	GLC-SX-MMD=	DVAR	ERP	Y	FNS18511NS9	1620028961	<NULL>	SFPGE	CARD	CTG	Switching

Note: Alternate sources to get serial and instance number reports are Customer’s Inventory Records, Sales Order documents, Partner’s Sales or Install records, SNIF Report, SNT Collector Report. You may also place a request with Cisco Customer Service Team to get the report

6. Browse and Upload the filled template

Mid Cycle Refresh - Add Products Beta

Add Products

Advanced Search | [Guided Approach](#) * Required Field

Upload a Configuration BOM | [Download Template](#)

Upload a Bill of Materials from your local storage Browse Files Upload

Note: Only XLS and XLSX files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Back Continue >



Mid Cycle Refresh - Add Products Beta

Add Products * Required Field

Advanced Search | [Guided Approach](#)

Upload a Configuration BOM | [Download Template](#)

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx Browse Files **Upload**

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Back Continue >

Note: We recommend using only 1500 serial/instance numbers per file upload, you may upload multiple excel files to create a consolidated BOM

7. Based on data uploaded, system will automatically pull product records and recommend Cisco One upgrade offers

Mid Cycle Refresh - Add Products Beta

✔ Your File C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx is uploaded successfully. Total number of MCR items requested to be converted: 167; Cisco ONE Eligible items converted: 28; What is NOT SHOWN are the non-eligible items: 139.

Add Products * Required Field

Advanced Search | [Guided Approach](#)

Upload a Configuration BOM | [Download Template](#)

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx Browse Files Upload

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2
4	597430287	FTX1504AQLA	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	SEC LIC,UC-LIC	1	>2
5	588053087	FTX1452AJ8V	WAN	ISR 2911	C2911-CME-SRST/K9	US	05-JAN-2011	UC-LIC	1	>2
6	600685113	FTX1509AHKH	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	23-FEB-2011	SEC LIC	1	>2
7	602631276	FTX1510AHAD	WAN	ISR 3925	CISCO3925-V/K9	GB	01-MAR-2011	UC-LIC	1	>2
8	568939951	FTX1441A05V	WAN	ISR 3925E 45...	C3945-VSEC/K9	GB	07-OCT-2010	SEC LIC,UC-LIC	1	>2
9	597374367	FTX1504AR1C	WAN	ISR 2911	C2911-VSEC/K9	GB	10-FEB-2011	UC-LIC,SEC LIC	1	>2
10	601082854	FTX1509AJ0R	WAN	ISR 2911	C2911-VSEC/K9	US	24-FEB-2011	SEC LIC,UC-LIC	1	>2
11	597429522	FTX1504AQKS	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2

Back Continue >

Note: Use horizontal scroll bar at the bottom of the screen to view the recommended Cisco ONE Target Suite



- Serial/Instance numbers not eligible for Cisco ONE upgrade will be systematically dropped for conversion and not show on the results

Mid Cycle Refresh - Add Products Beta

✔ Your File C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx is uploaded successfully. Total number of MCR items requested to be converted: 167; Cisco ONE Eligible items converted: 28; What is NOT SHOWN are the non-eligible items: 139.

Add Products * Required Field

Advanced Search | **Guided Approach**

Upload a Configuration BOM | [Download Template](#)

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx Browse Files Upload

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2 <input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3 <input type="checkbox"/>	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2

- To remove a line(s), select the **checkbox** and Click **Remove Selected Lines**

Remove Selected Lines Back Continue >

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input checked="" type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2 <input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3 <input type="checkbox"/>	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2

- To edit a line, Click the **pencil** icon

Remove Selected Lines Back Continue >

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2 <input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3 <input type="checkbox"/>	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2

- Make changes as needed and Click save or discard

Remove Selected Lines Back Continue >

Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age	Target Suite
FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	2 Selected	1	>2	2 Selected
FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2	ADVANCED,FOUN...



12. Click **Continue** to view Cisco ONE offer BOM summary

Mid Cycle Refresh - Add Products Beta

✔ Your File C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx is uploaded successfully. Total number of MCR items requested to be converted: 167; Cisco ONE Eligible items converted: 28; What is NOT SHOWN are the non-eligible items: 139.

Add Products * Required Field

Advanced Search | **Guided Approach**

Upload a Configuration BOM | Download Template

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx Browse Files Upload

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back **Continue >**

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
<input type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
<input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
<input type="checkbox"/>	601448960	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2
<input type="checkbox"/>	597430287	FTX1504AQLA	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	SEC LIC,UC-LIC	1	>2
<input type="checkbox"/>	588053087	FTX1452AJ8V	WAN	ISR 2911	C2911-CME-SRST/K9	US	05-JAN-2011	UC-LIC	1	>2
<input type="checkbox"/>	600685113	FTX1509AHKH	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	23-FEB-2011	SEC LIC	1	>2
<input type="checkbox"/>	602631276	FTX1510AHAD	WAN	ISR 3925	CISCO3925-V/K9	GB	01-MAR-2011	UC-LIC	1	>2
<input type="checkbox"/>	568939951	FTX1441A05V	WAN	ISR 3925E 45...	C3945-VSEC/K9	GB	07-OCT-2010	SEC LIC,UC-LIC	1	>2
<input type="checkbox"/>	597374367	FTX1504AR1C	WAN	ISR 2911	C2911-VSEC/K9	GB	10-FEB-2011	UC-LIC,SEC LIC	1	>2
<input type="checkbox"/>	601082654	FTX1509AJ0R	WAN	ISR 2911	C2911-VSEC/K9	US	24-FEB-2011	SEC LIC,UC-LIC	1	>2
<input type="checkbox"/>	597429522	FTX1504AQKS	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2

Back **Continue >**

Note: To add additional items individually, use **Guided Approach** process. Steps 13 to 19

Add Products – Guided Approach

13. Click **Guided Approach** on the Add Products Page

Mid Cycle Refresh - Add Products Beta

Add Products * Required Field

Advanced Search | **Guided Approach**

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: Select | Platform Family: Select | Product*: Select

Add

Remove Selected Lines Back Continue >

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Back Continue >



14. Select HW product you own from the drop-down menus

Note: Additional options will appear when a Product is selected

15. Select software you own from the **Installed Software** drop-down menu

16. Input the Quantity

Note: * indicates mandatory fields

17. Select the age of installed product from **Age of Installation in Years** drop-down menu

Note: Option selected under **Age of Installation In Years** will impact Cisco ONE BOM pricing



18. Select available Cisco ONE upgrade option/s from **Target Suite** drop-down

Advanced Search | Guided Approach

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: WAN | Platform Family: ISR 2901 | Product*: C2901-VSEC/K9

Installed Software: Select | Qty*: 1 | Age of Installation in Years*: Select

Target Suite*

Select

Check All | Uncheck All

FOUNDATION

ADVANCED

Remove Selected Lines | Back | Continue >

Note: Based on options selected, the Cisco ONE Software Upgrade opportunities will be shown under **Target Suite**

19. Click **Add** and the options selected will appear in the table below

Advanced Search | Guided Approach

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: WAN | Platform Family: ISR 2901 | Product*: C2901-VSEC/K9

Installed Software: 1 Selected | Qty*: 1 | Age of Installation in Years*: <2 | **Target Suite***: 1 Selected

Add

Remove Selected Lines | Back | Continue >

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>			WAN	ISR 2901	C2901-VSEC/K9	US		FOUNDATION	1	<2

Back | Continue >

Note: To add multiple products repeat steps 13 to 19

20. To **remove** or **edit** a line(s), follow **steps 9 to 11** above

21. Click **Continue** to view Cisco ONE offer BOM summary

Remove Selected Lines | Back | **Continue >**

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>			WAN	ISR 2901	C2901-VSEC/K9	US		FOUNDATION	1	<2

Back | Continue >



Cisco ONE Mid Cycle Refresh - BOM Summary Tab

22. In the BOM Summary Tab, Cisco ONE Configuration(s) will appear with the associated price

The screenshot shows the 'Cisco ONE Mid Cycle Refresh' interface. The 'BOM Summary' tab is active. A table lists configurations with columns for 'Hardware, Software and Services', 'Lead Time', 'Unit Price (USD)', 'Qty', and 'Ext. List Price (USD)'. Below the table is a summary table.

Hardware, Software and Services	Lead Time	Unit Price (USD)	Qty	Ext. List Price (USD)
1.0 C1-AIR-K9 Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE Valid as of 16-Aug-2017 07:20 Change Options Change Services	21	1,010.00	1	1,010.00
2.0 C1-MDS-ADD Cisco ONE for MDS 9000 - CHOOSE ONLY QTY 1 HERE Valid as of 16-Aug-2017 07:20 Change Options Change Services	21	9,200.00	1	9,200.00
3.0 C1-ISR-ADD Cisco ONE for ISR - CHOOSE ONLY QTY 1 HERE Valid as of 16-Aug-2017 07:20 Change Options Change Services	21	62,730.00	1	62,730.00
4.0 C1-N5K-ADD Cisco ONE for Nexus 5000 - CHOOSE ONLY QTY 1 HERE Valid as of 16-Aug-2017 07:20 Change Options Change Services	21	18,000.00	1	18,000.00
5.0 C1-ISR-ADD Cisco ONE for ISR - CHOOSE ONLY QTY 1 HERE Valid as of 16-Aug-2017 07:20 Change Options Change Services	21	24,325.00	1	24,325.00

All prices shown in USD	
Cisco ONE Software	115,265.00
Cisco ONE Software Services	0.00
Cisco ONE Total	115,265.00

23. To view the BOM in different price list, use Price List drop down menu

The screenshot shows the same interface as above, but the 'Price List' dropdown menu is highlighted with a red box. The dropdown menu is currently set to 'Global WorldWide Price List in US Do'.

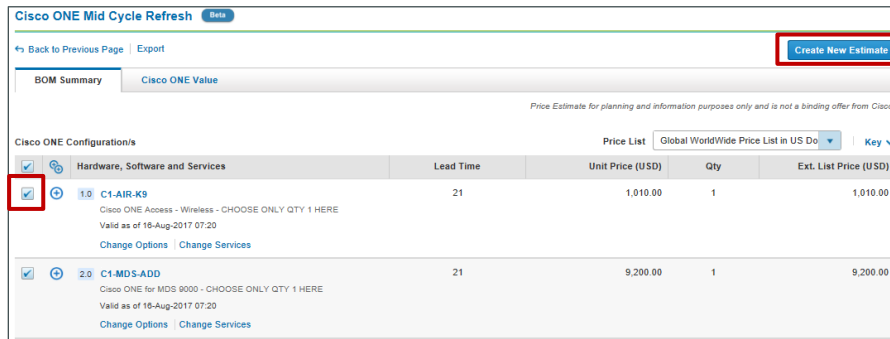
Note: Pricelists shown in the drop-down menu are based on the pricelist available in the user profile

24. To make changes to a configuration, Click Change Options | Change Services

The screenshot shows the same interface as above, but the 'Change Options | Change Services' link for the first configuration is highlighted with a red box.



25. To create an estimate, select the Cisco ONE configuration(s) and click **Create New Estimate**



Note: By default, all the configurations are auto-selected, you can choose to select an individual configuration(s) and create an estimate

Cisco ONE Value Tab

26. **Total Customer Value** table shows

- a. **Software** cost of products for A-La-Carte and Cisco ONE
- b. Cost of **Hardware + Software Services** for A-La-Carte and Cisco ONE
- c. **Included Software + Service Value** shows additional cost of licenses if buying as A-La-Carte vs it being included if upgrading to Cisco ONE
- d. **Total Customer Cost** is the sum of **Hardware + Software, Services and Included Software + Service Value**

27. Cost of each license is shown, if bought as A-La-Carte vs it being included if upgrading to Cisco ONE

28. **Services-Enabled License Portability** and **New Software Capabilities** are included, if upgrading to Cisco ONE

29. **A-La-Carte Software Support, Total Benefits Value** and **Customer Cost** is shown, if upgrading to Cisco ONE

BOM Summary		Cisco ONE Value			
<i>Price Estimate for planning and information purposes only and is not a binding offer from Cisco.</i>					
Total Customer Value					
	Software (USD)	Hardware + Software Services (USD)	Included Software + Services Value (USD)	Total Customer Cost (USD)	
A-La-Carte	28,700.00	0.00	198,310.50	227,010.50	
Cisco ONE	115,265.00	0.00	(Included)	115,265.00	
		A-La-Carte Configuration/s (USD)	Cisco ONE Configuration/s (USD)		
WAN FOUNDATION					
Energy Management (JouleX)		26,500.00	(Included)		
AppX License		24,750.00	(Included)		
Security License		8,800.00	(Included)		
Prime Infrastructure (Lifecycle & Assurance)		4,305.00	(Included)		
WAASX Feature License		(Included)	(Included)		
ACCESS WIRELESS FOUNDATION					
		2,028.00	(Included)		
Data Center Networking FOUNDATION					
		56,905.00	(Included)		
ACCESS WIRELESS ADVANCED					
		480.00	(Included)		
WAN ADVANCED					
		70,410.00	(Included)		
Services-Enabled License Portability		--	(Included)		
New Software Capabilities		--	(Included)		
A-La-Carte Software Support		4,132.50	--		
Total Benefits Value		198,310.50	--		
Total Customer Cost		227,010.50	115,265.00		

26

27

28

29



Export BOM & Mid Cycle Refresh Benefits to Excel

30. Click on Export to get the excel version of the BOM summary and Cisco One Value

The screenshot shows the 'Cisco ONE Mid Cycle Refresh' interface. At the top, there are navigation buttons: 'Back to Previous Page', 'Export' (highlighted with a red box), and 'Create New Estimate'. Below this, there are tabs for 'BOM Summary' and 'Cisco ONE Value'. A table titled 'Cisco ONE Configurations' lists items with columns for 'Hardware, Software and Services', 'Lead Time', 'Unit Price (USD)', 'Qty', and 'Ext. List Price (USD)'. Two items are listed: 'C1-AIR-K9' and 'C1-MDS-ADD'.

31. In the excel export file, a complete synopsis of your existing hardware, associated costs, service/software costs, benefits of switching to Cisco ONE etc are shown

- In the **Summary** tab, **Service & Software discounts** can be added based on your deal discount (if any)
- Deal Summary** provides cost and savings details of the BOM
- Summary Breakdown by Product Family** is provided to show individual product family based cost and pricing summary

	A	B	C	D	E	F	G	H
1		Please Enter:						
2		Service Discount:	0%	31a				
3		Software Discount:	0%					
4								
5						31b		
6								
7	Deal Summary:							
8	Grand Total Cost at Renewal, with Cisco ONE upgrade (including HW Services):	62285.00	Legacy Hardware Services Renewal Cost, without Cisco ONE Upgrade:	0.00	Additional Value from Cisco ONE upgrade:	92837.75	Total Savings % Over 5 Years (based on Detailed TCO):	9%
9		Compare with Value and Total Savings		Compare with Total New Hardware Service Cost				
10								
11						31c		
12								
13	Summary Breakdown by Product Family:							
14	Product Family	Cisco ONE Software Cost	Annual Software Service (SWSS) Cost*	New Hardware Service Cost with Cisco ONE	Annual Hardware Service Savings	% Annual Hardware Service Savings	Quantity of Foundation Licenses	Quantity of Advanced Licenses
15	AIR	505.00	0.00	0.00	0.00	#DIV/0!	1	1
16	ISR 3925E 45 45E	13800.00	0.00	0.00	0.00	#DIV/0!	2	2
17	ISR 2911	38075.00	0.00	0.00	0.00	#DIV/0!	11	9
18	ISR 2921	5650.00	0.00	0.00	0.00	#DIV/0!	2	1
19	ISR 1900	1380.00	0.00	0.00	0.00	#DIV/0!	1	0
20	ISR 3925	2875.00	0.00	0.00	0.00	#DIV/0!	0	1
21	Total	62285.00	0.00	0.00	0.00	#DIV/0!	17	14
22	Cisco ONE Mid-Cycle Refresh Estimate Total:	62285.00						
23								
24								
25		*Computed based on cost of Services for Cisco ONE Software Licenses						
26								
27								
28								
29								
30								

Note: The computation on the Summary tab is based on cost of Service for Cisco ONE Software Licenses



d. The **MCR Eligible ATOs** tab provides item wise details of MCR eligible ATOs and the associated Cisco ONE ATOs along with the prices

Requirements														M	N	O	P
Instance Number	PAK/Serial Number	Technology	Platform Family	Product	Install Location	Installed Software	Eligible Anchor Software	Qty	Ship Date	Age of Installation	Target Suite	MCR Foundation ATO	MCR Foundation Software	Foundation List Price	MCR Advanc ATO		
582306636	FCW1446L00E	ACCESS WIRELESS	AIR	AIR-CT5508-500-K9	US		N	1	18-NOV-2010	>2	FOUNDATION, ADVANCED	C1-AIR-K9	C1FFAIRK9	350.00	C1-AIR-K9		
580981830	FTX1441A07U	WAN	ISR 3925E 45 45E	C3945-VSECCK9	GB	SEC LIC,UC-LIC	Y	1	07-OCT-2010	>2	FOUNDATION, ADVANCED	C1-ISR-ADD	C1F1AISR3900SK9	4025.00	C1-ISR-ADD		
548678002	FTX1428A0M7	WAN	ISR 2911	C2911-VSECCK9	US	SEC LIC,UC-LIC	Y	1	07-JUL-2010	>2	FOUNDATION, ADVANCED	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
574755711	FTX1445A0X0	WAN	ISR 2921	CISCO2921K9	US	SEC LIC	Y	1	03-NOV-2010	>2	FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00			
595127696	FTX15040AB6	WAN	ISR 1900	CISCO1921-SECCK9	US	SEC LIC	Y	1	01-FEB-2011	>2	FOUNDATION	C1-ISR-ADD	C1F1AISR1900SK9	1380.00			
601441621	FTX1509AKF9	WAN	ISR 2911	C2911-WAAS-SECCK9	US	SEC LIC	Y	1	26-FEB-2011	>2	FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00			
602654694	FTX1510AHC A	WAN	ISR 2921	C2921-VSECCK9	US	UC-LIC,SEC LIC	Y	1	01-MAR-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSECCK9	US	UC-LIC,SEC LIC	Y	1	26-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
597429264	FTX1504AQKJ	WAN	ISR 2911	C2911-VSECCK9	US	UC-LIC,SEC LIC	Y	1	10-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SECCK9	US	SEC LIC	Y	1	26-FEB-2011	>2	FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00			
594484928	FTX1504ALUX	WAN	ISR 2911	CISCO2911K9	US		N	1	31-JAN-2011	>2	FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
597430287	FTX1504AQLA	WAN	ISR 2911	C2911-VSECCK9	US	SEC LIC,UC-LIC	Y	1	10-FEB-2011	>2	FOUNDATION, ADVANCED	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
584053087	FTX1452AJ8V	WAN	ISR 2911	C2911-CME-SRSTK9	US	UC-LIC	Y	1	05-JAN-2011	>2	ADVANCED						
605065113	FTX1509AKH8	WAN	ISR 2911	C2911-WAAS-SECCK9	US	SEC LIC	Y	1	23-FEB-2011	>2	FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00			
602631276	FTX1510AHD	WAN	ISR 3925	CISCO3925-VK9	GB	UC-LIC	Y	1	01-MAR-2011	>2	ADVANCED				C1-ISR-ADD		
588939951	FTX1441A05V	WAN	ISR 3925E 45 45E	C3945-VSECCK9	GB	SEC LIC,UC-LIC	Y	1	07-OCT-2010	>2	FOUNDATION, ADVANCED	C1-ISR-ADD	C1F1AISR3900SK9	4025.00	C1-ISR-ADD		
597374367	FTX1504AR1C	WAN	ISR 2911	C2911-VSECCK9	GB	UC-LIC,SEC LIC	Y	1	10-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
601082654	FTX1509AJ0R	WAN	ISR 2911	C2911-VSECCK9	US	SEC LIC,UC-LIC	Y	1	24-FEB-2011	>2	FOUNDATION, ADVANCED	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		
597429522	FTX1504AQKS	WAN	ISR 2911	C2911-VSECCK9	US	UC-LIC,SEC LIC	Y	1	10-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F1AISR2900SK9	1825.00	C1-ISR-ADD		

e. **Cisco ONE Estimate** tab shows the Cisco ONE configuration details and associated costs

Price Estimate for planning and information purposes only and is not a binding offer from Cisco.													
PAK/Serial Number(s)	Line Number	Item Name	Description	Service Duration	Lead Time	Included Item	Quantity	List Price	Extended	Discount %	Selling Price	Product Type	Install
FCW1446L00E	10	C1-AIR-K9	Cisco ONE Access - Wireless - CHOOSE ONLY QTY THERE	N/A	2	No	1	0.00	0.00	0.00%	0.00	Hardware	US
FCW1446L00E	11	C1-PAIRK9	Cisco ONE Advanced Perpetual - Wireless	N/A	21	No	1	350.00	350.00	0.00%	350.00	C1 Software	US
FCW1446L00E	12	C1-WAIPAK9	Cisco ONE Advanced Perpetual - Wireless	N/A	21	No	1	155.00	155.00	0.00%	155.00	C1 Software	US
	13	C1-MSE-PAK	Cisco ONE MSE License PAK	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	14	C1-WLC-1	Cisco ONE Wireless LAN Controller AP License (any WLC)	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	15	C1-WLC-PAK	Cisco ONE Wireless LAN Controller AP License PAK (any WLC)	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	16	C1-PI-LFAS-AP-K3	Cisco ONE PI Device License for LF & AS for WLAN	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	17	C1-ISE-BASE-AP	Cisco ONE Identity Services Engine 25 EndPoint Base Lic	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	18	C1-MSE-LE-1	Cisco ONE CMX OnPrem Base (Location + Connect) - 1AP Lic	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	19	C1-CEM-2E-K3	Cisco ONE Energy Mgmt Perpetual Lic - 25 DO End Points	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	20	C1-LC-S-TY	Cisco ONE StealthWatch SPPS Lic 1YR	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	21	C1-FTVAIR-03	Tracker PID v03 Fnd Perpetual AIR - no delivery	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	22	C1-MSE-CHK-1	Cisco ONE Mobility Sws-Connected Mobile Experience MAP Lic	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	23	C1-MSE-WIPS-1	Cisco ONE Mobility Sws - Wireless Intrusion Prevention WIP	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	24	DNA-VOUCHER	Tracker Eligibility SKU for DNA Offers	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	25		Subtotal								505.00		
FTX1428A0M7,FTX1509A10L,FTX1504AQKJ,FTX1504ALUX,FTX1504AQLA,FTX1452AJ8V,FTX1509AJ0R,FTX1504AQKS,FTX1510AHC A	2.0	C1-ISR-ADD	Cisco ONE for ISR - CHOOSE ONLY QTY THERE	N/A	2	No	1	0.00	0.00	0.00%	0.00	Hardware	US
FTX15040AB6	2.2	C1F1AISR1900SK9	Cisco ONE Foundation Perpetual ISR 1900 Srd	N/A	21	No	1	1,380.00	1,380.00	0.00%	1,380.00	C1 Software	US
FTX1428A0M7,FTX1509AKF8,FTX1509A10L,FTX1504AQKJ,FTX1509AKF9,FTX1504ALUX,FTX1504AQLA,FTX1509AKH8,FTX1509AJ0R,FTX1504AQKS,FTX1445A00V,FTX1509AHC A	2.3	C1F1AISR2900SK9	Cisco ONE Foundation Perpetual ISR2900	N/A	21	No	12	1,825.00	21,900.00	0.00%	21,900.00	C1 Software	US
			Subtotal								41,280.00		
	3.0	C1-ISR-ADD	Cisco ONE for ISR - CHOOSE ONLY QTY THERE	N/A	2	No	1	0.00	0.00	0.00%	0.00	Hardware	GB
FTX1504AR1C	3.1	C1A1AISR2900SK9	Cisco ONE Advanced UC Services Perpetual ISR2900	N/A	21	No	1	2,000.00	2,000.00	0.00%	2,000.00	C1 Software	GB
FTX1504AR1C	3.2	C1F1AISR2900SK9	Cisco ONE Foundation Perpetual ISR2900	N/A	21	No	1	1,825.00	1,825.00	0.00%	1,825.00	C1 Software	GB
FTX1510AHAD,FTX141A07U,FTX1441A05V	3.3	C1A1AISR3900SK9	Cisco ONE Advanced App Services Perpetual ISR3900 Srd	N/A	21	No	3	2,875.00	8,625.00	0.00%	8,625.00	C1 Software	GB
FTX141A07U,FTX141A05V	3.4	C1F1AISR3900SK9	Cisco ONE Foundation Perpetual ISR3900 Srd	N/A	21	No	2	4,025.00	8,050.00	0.00%	8,050.00	C1 Software	GB
			Subtotal								20,500.00		
			Configuration Total								62,285.00		

Provide Feedback on this Training Resource





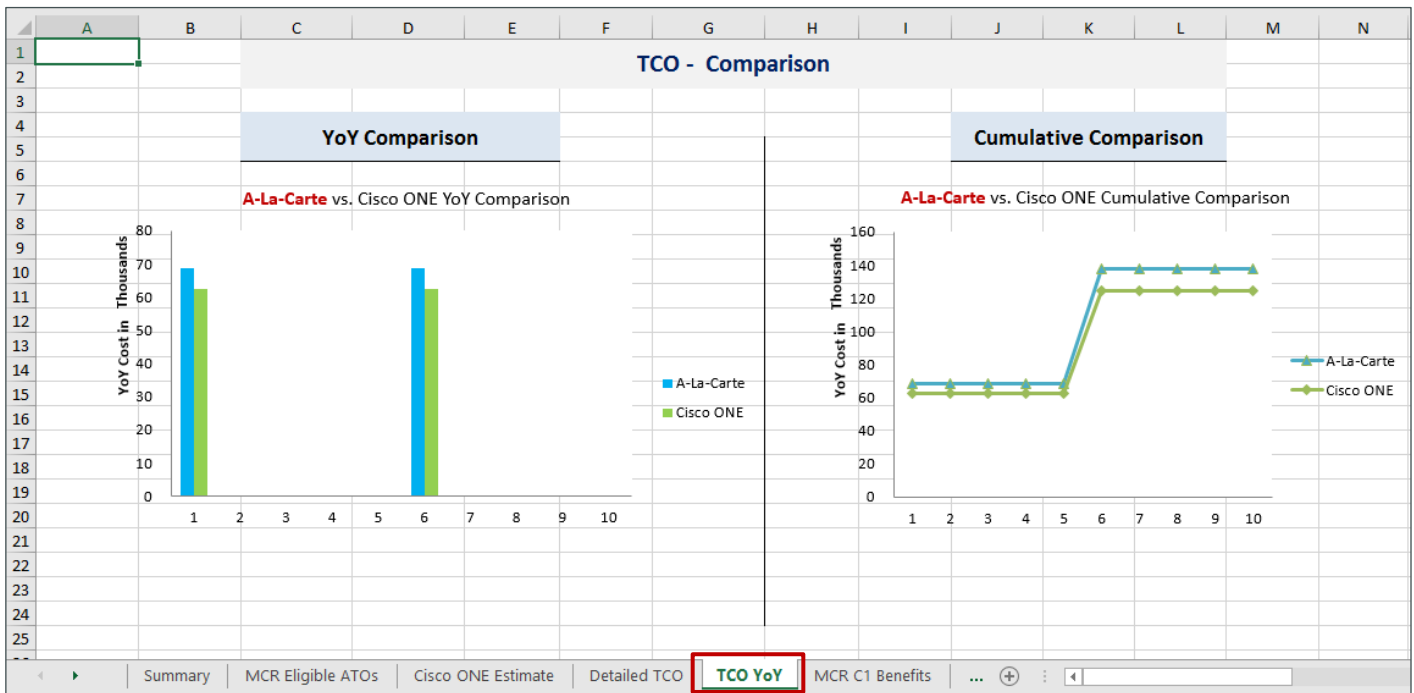
f. **Detailed TCO** tab shows the cost comparison and savings summary

Detailed Total Cost of Ownership (TCO)													
					A-la-carte	Cisco ONE	Savings						
1 Year TCO					68,700.00	62,285.00	9.34%						
5 Years TCO					68,700.00	62,285.00	9.34%						
10 Years TCO					137,400.00	124,570.00	9.34%						

A-La-Carte (CURRENT STATE OF IB)													
	Price	Year of next hardware refresh	Refresh Cycle (yrs)	1	2	3	4	5	6	7	8	9	10
ALC Software	68,700.00	1	5	68,700.00	0.00	0.00	0.00	0.00	68,700.00	0.00	0.00	0.00	0.00
ALC Software Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hardware Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL				68,700.00	0.00	0.00	0.00	0.00	68,700.00	0.00	0.00	0.00	0.00
Cumulative Total				68,700.00	68,700.00	68,700.00	68,700.00	68,700.00	137,400.00	137,400.00	137,400.00	137,400.00	137,400.00

Cisco ONE													
	Price	Year of next hardware refresh	Refresh Cycle (yrs)	1	2	3	4	5	6	7	8	9	10
Cisco ONE Software	62,285.00	1	5	62,285.00	0.00	0.00	0.00	0.00	62,285.00	0.00	0.00	0.00	0.00
Cisco ONE Software Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hardware Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL				62,285.00	0.00	0.00	0.00	0.00	62,285.00	0.00	0.00	0.00	0.00
Cumulative Total				62,285.00	62,285.00	62,285.00	62,285.00	62,285.00	124,570.00	124,570.00	124,570.00	124,570.00	124,570.00

g. Graphical cost representation of Year Over Year and Cumulative comparison is shown in **TCO YoY** tab





h. The Total Customer Value can be seen in the **MCR C1 Benefits** tab

	A	B	C	D	E	F
1	Total Customer Value					
2						
3		Software	Hardware + Software Services		Included Software + Services Value	Total Customer Cost
4	A-La-Carte	68,700.00	0.00		92,837.75	161,537.75
5	Cisco ONE	62,285.00	0.00		(Included)	62,285.00
6						
7			À-LA-CARTE Configuration/s			Cisco ONE Configuration/s
8	WAN FOUNDATION					
9	Energy Management (JouleX)			18500.00		(Included)
10	AppX License			17,750.00		(Included)
11	Prime Infrastructure (Lifecycle & Assurance)			3,255.00		(Included)
12	Security License			1,200.00		(Included)
13	WAASX Feature License			--		(Included)
14	ACCESS WIRELESS FOUNDATION					
15	Energy Management (JouleX)			375.00		(Included)
16	Wireless LAN Controller License			260.00		(Included)
17	ISE Base License (25 Endpoints per AP)			125.00		(Included)
18	Prime Infrastructure (Lifecycle & Assurance)			105.00		(Included)
19	MSE Location License (CMX Base)			95.00		(Included)
20	Stealthwatch 5 Flow Bundle per AP – 1 Year Subscription			54.00		(Included)
21	ACCESS WIRELESS ADVANCED					
22	Mobility Services - Connected Mobile Experience			120.00		(Included)
23	Mobility Services - Wireless Intrusion Prevention			120.00		(Included)
24	WAN ADVANCED					
25	Unified Border Element Enterprise License - 25 sessions			38,935.00		(Included)
26	Communication Manager Express or SRST - 25 seat license			8,450.00		(Included)
27	Unified Communication License			700.00		(Included)
28	Services-Enabled License Portability			--		(Included)
29	New Software Capabilities			--		(Included)
30	A-La-Carte Software Support			2,793.75		--
31	Total Benefits Value			92,837.75		--
32	Total Customer Cost			161,537.75		62,285.00
33						
34						
35						
36						

i. Details of Instance Number or PAK/Serial Number that were uploaded but are not MCR eligible are shown under **Unconverted** tab

	A	B	C	D	E	F	G	H
5	Instance Number	PAK/Serial Number						
6	11018363							
7	15023729							
8	59592531							
9	68487151							
10	68491626							
11	120576241							
12	120638212							
13	120706421							
14	124034140							

*Price Estimate are for planning and information purposes only and is not a binding offer from Cisco

*Images & Price related information shown in this document may differ from actual Production screens