

Cisco Data Center Partner Connection



Amazing Together

February 9-12, 2015

Cancun Mexico



In Collaboration with Intel®



ISV & Cloud Channel Programs Panel



Wilson Prokosch

Director

Data Center and Enterprise Lead
Americas Partner Organization



**Mohammad
Abdel-Khalig**

Senior Manager,
Cloud and Managed
Services Org CMSO



John Growdon

Senior Director

Unified Data Center Sales
Worldwide Partner Organization



Todd Meister

Vice President

Software & Solutions Innovation
Americas Partner Organization

Sales Incentive & Profitability Programs for Channels

Back-End Profitability

VIP 25
Unified
Fabric

10G / 40G
VIP
Accelerators



Registration Based Programs

Nexus New
Account
Breakaway

SeedIT /
First Time
Buyer

UCS New
Account
Breakaway



Nexus 9K Bundles

ACI Starter
Bundles

End of Row
Bundles

SeedIT
Bundles

New Registration Based Programs

Nexus New
Account
Breakaway

UCS New
Account
Breakaway

SeedIT /
First Time
Buyer

Partner Hunted Registration
Based Program

New UCS and/or
Nexus Accts

Up To 70% Discounts

Any UCS or
Nexus Product Family
(Combine with TMP)

No max quantity

Registration Based (Hunted
or Teamed with Cisco)

New Nexus
9K Accts

Up To 70% Discount

Specific N9K
Bundles

Max quantity = 1 per Cust