



**Cisco Networking Academy Program**  
**EMEAR Region 1&2 Tier**

Cisco Confidential.

**VERSION NUMBER: 44**

Updated	27 <sup>th</sup> October 2006 – Promotion end date extended until 27 <sup>th</sup> January 2007. This is version 2.
Updated	31 <sup>st</sup> December 2006 – Promotion updated to reflect CCNP equipment changes and Security update, and pricing changes. This is version 3.
Updated	26 <sup>th</sup> January 2007 – Removed EM announcement. Updated validity period. This is version 4.
Updated	21 <sup>st</sup> March 2007 – Removed XM products. This is version 5.
Updated	27 <sup>th</sup> April 2007 – Promotion end date extended until 28 <sup>th</sup> July 2007. This is version 6.
Updated	13 <sup>th</sup> July 2007 – New CCNA Discovery Bundles Added. This is version 7.
Updated	26 <sup>th</sup> July 2007 - CCNA Switch Upgrade Bundle added. This is version 8.
Updated	10 <sup>th</sup> August 2007 – CCNA Price corrections. This is version 9.
Updated	29 <sup>th</sup> October 2007 – New SMARTnet Enterprise references introduced. This is version 10
Updated	30 <sup>th</sup> October 2007 – Correction SMS Enterprise introduced. This is version 11
Updated	9 <sup>th</sup> November 2007 – Add new SMS. This is version 12
Updated	22 <sup>nd</sup> November 2007 – Pricing Tables Updates – Missing Column. This is now version 13.
Updated	20 <sup>th</sup> January 2008 - Updated document and extended promotion date. This is now version 14.
Updated	17 <sup>th</sup> March 2008 – Replaced NM-AIR-WLC6-K9 with NME-AIR-WLC8-K9. Update purchasing quantity statement. This is now version 15.
Updated	25 <sup>th</sup> April 2008 – Added CON-ESW-IPCOMCH1 to CCNP Premium POD – Complete.Added CON-SNT-WLC2006 to CCNP Wireless Bundle 1.Added CON-SU1-AS1A10K9 toNS Standard Bundle.Update to How to Order process. This is now version 16.
Updated	30 <sup>th</sup> June 2008 – Replace in headline of the FWL Standard G Bundle Reseller Discount 78% instead of 54,5% This is now version 17.
Updated	23 <sup>rd</sup> July 2008 – Update pricing CCNP and Security bundles. Replaced CON-SMBS-LAP1232E with CON-SNT-LAP1232E (this change affects CCNP Premium POD – Complete, CCNP Wireless Bundle 1 and CCNP Wireless Bundle 2).CON-SNT-WLC2006 price correction on CCNP Wireless bundle 1. This is now version 18.
Updated	1st September 2008 – Promotion EUP2-272 merged with Promotion EUP2-341. Discontinued Bundles/Pods: (CCNA Discovery and CCNA Exploration Standard Pod, CCNP Standard Pod Complete, CCNPStandard Pod Router, DSL Bundle, DSL WIC Bundle and IPT Standard Bundle T1). Renamed Bundles/Pods: (FNS PIX Bundle Upgrade is now FNA ASA Bundle Upgrade, NS Standard Bundle is now FNS Standard Bundle, IPT 7940 Phone Upgrade is now IPT 7965 Phone Bundle). This is version 19.
Updated	23 <sup>rd</sup> October 2008 – Security and Wireless bundles have been discontinued on the 23 <sup>rd</sup> of October. Replaced AIM-ATM-1E1= in IPT Standard Bundle E1 with AIM-ATM-1T1/E1=This is version 20.
Updated	23 <sup>rd</sup> November 2008 – Security and Wireless bundles that were discontinued on the 23 <sup>rd</sup> of October, have been completely removed from this document. This is version 21.
Updated	24 <sup>th</sup> January 2009 – SMS3 Maintenance Package Part numbers and quantities have been replaced by the generic ones that Distributors are used to work with along the PO Process. Total prices of bundles remain the same as in version 21. This is version 22.
Updated	24 <sup>th</sup> April 2009 – New CCNA-Security Bundles added to this promotion. This is version 23.
Updated	9 <sup>th</sup> July 2009 – Replaced AIR-LAP1232AG-E-K9 in CCNP Premium POD, CCNP Wireless Bundle 1 and CCNP Wireless Bundle 2 with AIR-LAP1242AG-E-K9. Services of these bundles have been updated. This is version 24.
Updated	27 <sup>th</sup> July 2009 – SMS3 Maintenance Package Part numbers and quantities have been reverted to the specific ones. Total prices of bundles remain the same as in version 24. Promotion end date extended until 31 <sup>st</sup> October 2009. This is version 25
Updated	24 <sup>th</sup> August 2009 – Replaced S184AISK9-12420T in CCNA Security Memory & IOS Upgrade - CISCO1841 Router with S184AISK9-12424T and 184-SW-SPARECD added. – Replaced S280AISK9-12420T in CCNA Security Memory & IOS Upgrade –

	CISCO2801 Router with S280AISK9-12409T and 280-SW-SPARECD added. Replaced S28NAISK9-12420T in CCNA Security Memory & IOS Upgrade – CISCO2811 Router with S28NAISK9-12409T and 28N-SW-SPARECD added. This is version 26
Updated	16th October 2009 – Replaced S280AISK9-12409T in CCNA Security Memory & IOS Upgrade – CISCO2801 Router with S280AISK9-12424T. Replaced S28NAISK9-12409T in CCNA Security Memory & IOS Upgrade – CISCO2811 Router with S28NAISK9-12424T. This is version 27
Updated	29th October 2009 – WIC-2A/S has been replaced by HWIC-2A/S in all bundles containing WIC-2A/S. WIC-2T has been replaced by HWIC-2T in all bundles containing WIC-2T. This is version 28.
Updated	5 <sup>th</sup> November 2009 – Fixed error in the Total amount of the CCNA Security Starter Bundle, CCNA Security Standard Bundle and CCNA Security Premium Bundle. This is version 29.
Updated	29 <sup>th</sup> January 2010 – New CCNP Bundles for Russia only have been added. This is version 30.
Updated	17th February 2010 – Product Part VIC2-2FXS= has been replaced by VIC3-2FXS/DID= in IPT Standard Bundle E1. This is version 31.
Updated	25th March 2010 – All CCNP v5 Bundles have been discontinued. New CCNP v6 Bundles have been added (CCNP Standard POD – Complete, CCNP Premium POD – Complete, CCNP Premium POD – Switch, CCNP Extreme POD – Switch, CCNP Extreme POD – Router, CCNP Standard POD - Complete - RUSSIA ONLY, CCNP Premium POD - Complete - RUSSIA ONLY and CCNP Extreme POD - Router - RUSSIA ONLY). This is version 32.
Updated	11th April 2010 – Fixed error in table of the CCNP Premium POD – Switch. This is version 33.
Updated	26 <sup>th</sup> July 2010 – Promotion extended until 31 <sup>st</sup> July 2011. This is version 34.
Updated	10th September 2010 – Replaced WS-C3560-24P-S in IPT Standard Bundle E1 by WS-C3560V2-24PS-S. New rules for CCNA Security bundles purchases. This is version 35.
Updated	28th October 2010 – Replaced SW-IPCOMM-E1-CH in IPT Standard Bundle E1 and IPT 7965 Phone Upgrade by IPCOMM-7-CH=. This is version 36.
Updated	10th March 2011 – Replaced AIM-CUE in IPT Voicemail Upgrade by AIM2-CUE-K9=. Total price of the bundle has changed. This is version 37.
Updated	4th April 2011 – Replaced HWIC-2A/S= in CCNA WIC Replacement Bundle and CCNP Extreme POD – Router by HWIC-2T=. New CCNA Discovery Starter POD - CISCO 1941, CCNA Discovery & CCNA Exploration Standard POD - CISCO 2901, CCNA Discovery & CCNA Exploration Premium Pod - CISCO 2911, CCNA Security Starter Bundle - CISCO 1941, CCNA Security Standard Bundle - CISCO 2901, CCNA Security Premium Bundle - CISCO 2911, CCNP Standard POD - CISCO 1941, CCNP Premium POD - CISCO 2911, CCNP Extreme POD - Router - CISCO 2911, Netlab Control Set Bundle - CISCO 2911, Netlab Basic Router Bundle - CISCO 2901 and Netlab Basic Switch Bundle - CISCO 2901. CAB-OCTAL-ASYNC added in Netlab Control Set Bundle. IPT bundles have been discontinued. This is version 38.
Updated	15th June 2011 – Added Security IOS Upgrade for 19XX and 29XX router series. Promotion has been extended until 31 <sup>st</sup> July 2012. This is version 39.
Updated	1st September 2011 – Old 1 Tier & 2 Tier promos documents for EU and EM have been consolidated into one single document for both tiers in EMEA. This is version 40.
Updated	10 <sup>th</sup> November 2011 – Removed all bundles that included CISCO 1841, 2801, & 2811 ISR G1 routers as these devices are now EOS. This is version 41.
Updated	23 <sup>rd</sup> February 2012 – Added ASA5505-BUN-K9 and Smartnet (for 2 tier only) CON-SMBS-AS5BUNK9 to CCNA Security Starter Bundle - CISCO 1941, CCNA Security Standard Bundle - CISCO 2901 and CCNA Security Premium Bundle - CISCO 2911. 2 New CCNA Security bundles added : CCNA Security ASA5505 Upgrade Bundle and CCNA Security ASA5510 Upgrade Bundle. Removed all IOS only bundles: CISCO 1900 - Security IOS Upgrade (Paper PAK), CISCO 1900 - Security IOS Upgrade (E-Delivery), CISCO 2900 - Security IOS Upgrade (Paper PAK) and CISCO 2900 - Security IOS Upgrade (E-Delivery), those are now EOS. This is version 42.
Updated	1st August 2012 - Promotion end date extended until 27 <sup>th</sup> July 2013. This is version 43.
Updated	8th September 2012 - Replaced end-of-life product "HWIC-4ESW" with "EHWIC-4ESG" (in CCNA Discovery Starter POD - CISCO 1941).
Updated	10 <sup>th</sup> December 2012 – Added CCNA SECURITY BUNDLES FOR RUSSIA ONLY due to an issue with the level of IOS security permitted on the ASA devices when shipping into Russia.
	Added console cables (CAB-CONSOLE-RJ45=) to the following bundles:
	CCNA Discovery & CCNA Exploration Premium POD - CISCO 2911 (201212); CCNA Discovery & CCNA Exploration Standard POD - CISCO 2901 (201212); CCNA Discovery Starter POD - CISCO 1941 (201212); CCNA Switch Upgrade Bundle (201212); CCNA Security ASA5505 Upgrade Bundle (201212); CCNA Security ASA5510 Upgrade Bundle (201212); CCNA Security Premium Bundle - CISCO 2911 (201212); CCNA Security Standard Bundle - CISCO 2901 (201212); CCNA Security Starter Bundle - CISCO 1941 (201212); CCNP Extreme POD - Router - CISCO 2911 (201212); CCNP Extreme POD - Switch (201212); CCNP Premium POD - CISCO 2911 (201212); CCNP Premium POD - Switch (201212); CCNP Standard POD - CISCO 1941 (201212); Netlab Basic Router Bundle - CISCO 2901 (201212); Netlab Basic Switch Bundle - CISCO 2901 (201212); Netlab Control Set Bundle - CISCO 2911 (201212)
	This is version 44


To: Cisco Systems Integrators in the European, Middle East, and Africa Area

From: Cisco Systems

Term of validity: **From 8<sup>th</sup> August 2012 to July 27<sup>th</sup> 2013**

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**IMPORTANT NOTICE: BY PARTICIPATING IN THIS PROMOTION, YOUR COMPANY HAS ACKNOWLEDGED, UNDERSTOOD AND ACCEPTED ANY AND ALL TERMS AND CONDITIONS, AS STATED IN THIS DOCUMENT (AS MAY BE UPDATED FROM TIME TO TIME BY CISCO). FOR THE REMAINDER, YOUR CISCO AGREEMENT REMAINS IN FULL FORCE AND EFFECT AND APPLICABLE TO YOUR PARTICIPATION IN THIS PROMOTION. IF THERE IS A CONFLICT BETWEEN THESE TERMS AND CONDITIONS AND YOUR CISCO AGREEMENT, THESE TERMS AND CONDITIONS SHALL TAKE PRECEDENCE WITH RESPECT TO THIS PROMOTION.**



#### Promotion Codes by Territory

1. EEA, Switzerland and Israel PROMO CODE: EUP-341 (for 1-Tier) and EUP2-341 (for 2-Tier)
2. Europe (excluding EEA and Switzerland), Middle East & Africa PROMO CODE: EUP-341 (for 1-Tier) and EUP2-341 (for 2-Tier)
3. Russian Federation PROMO CODE: EUP-341 (for 1-Tier) and EUP2-341 (for 2-Tier)

#### Introduction and overview

The Networking Academy Program is a public private partnership between Cisco Systems and teaching institutions around the world created to teach students how to design, implement and maintain computer networks.

#### Details and scope of the promotion

For Cisco, governments and private industry, this program is a meaningful step toward developing sorely needed IT skills in the next generation of workers. For the students, Networking Academies provides highly relevant preparation for the increasingly technology-dependant economy into which they will emerge. Cisco has developed a web-based curriculum that could be integrated as a new course on the principles and practice of designing, building and maintaining networks capable of supporting national and global organizations. Cisco provides the course work for a complete range of basic through to advanced networking concepts – from pulling cable through to complex concepts as subnet masking rules and strategies.

This Cisco Networking Academy Promotion is merely a *fulfillment* promotion to our end users e.g. Cisco Networking Academies. Partners or resellers are not expected to go out and sell this promotion to 'win' Networking Academy business.

The prices referred to in this document are indicated prices, for the most up to date pricing please check the Global List Price in USD as per your purchasing eligibility, visible at: <http://www.cisco.com/cgi-bin/front.x/pricing>

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**For 2 Tier – Distributors**

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**For both 1 & 2 Tier partners**

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## Eligible Products for 1-Tier DIRECT PARTNERS

### CCNA

Please note that only CCNA activated academies within Academy Connection are eligible to order this equipment.

#### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

#### CCNA Discovery Starter POD - CISCO 1941 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO1941/K9	\$1,595.00	\$350.90	\$4,785.00	\$1,052.70	\$1,196.25
3	CAB-SS-V35MT=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$90.00	\$19.80	\$22.50
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
3	EHWIC-4ESG=	\$475.00	\$104.50	\$1,425.00	\$313.50	\$356.25
Sub Total				\$9,000.00	\$1,980.00	\$2,250.00
<b>Grand Total</b>				<b>\$9,000.00</b>	<b>\$1,980.00</b>	<b>\$2,250.00</b>

#### CCNA Discovery & CCNA Exploration Standard POD - CISCO 2901 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO2901/K9	\$1,995.00	\$438.90	\$5,985.00	\$1,316.70	\$1,496.25
3	CAB-SS-V35MT=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
6	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$180.00	\$39.60	\$45.00
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
Sub Total				\$8,865.00	\$1,950.30	\$2,216.25
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$3,885.00	\$854.70	\$971.25
Sub Total				\$3,885.00	\$854.70	\$971.25
<b>Grand Total</b>				<b>\$12,750.00</b>	<b>\$2,805.00</b>	<b>\$3,187.50</b>

#### CCNA Discovery & CCNA Exploration Premium Pod - CISCO 2911 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO2911/K9	\$2,695.00	\$592.90	\$8,085.00	\$1,778.70	\$2,021.25
3	CAB-SS-V35MT=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
6	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$180.00	\$39.60	\$45.00
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
Sub Total				\$10,965.00	\$2,412.30	\$2,741.25
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$3,885.00	\$854.70	\$971.25
Sub Total				\$3,885.00	\$854.70	\$971.25

<b>Grand Total</b>	<b>\$14,850.00</b>	<b>\$3,267.00</b>	<b>\$3,712.50</b>
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### CCNA Switch Upgrade Bundle (201212)

Upgrade any CCNA 3.0 Switch Bundle to CCNA Discovery or CCNA Exploration.

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$3,885.00	\$854.70	\$971.25
3	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$90.00	\$19.80	\$22.50
<b>Sub Total</b>				<b>\$3,885.00</b>	<b>\$854.70</b>	<b>\$993.75</b>
<b>Grand Total</b>				<b>\$3,885.00</b>	<b>\$854.70</b>	<b>\$993.75</b>

### CCNA WIC Replacement Bundle

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
<b>Sub Total</b>				<b>\$2,100.00</b>	<b>\$462.00</b>	<b>\$525.00</b>
<b>Grand Total</b>				<b>\$2,100.00</b>	<b>\$462.00</b>	<b>\$525.00</b>

## CCNA Security

### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

**Please note that any academy wishing to purchase a CCNA Security bundle can have either any standard CCNA curricula active and/or the CCNA Security curricula**

### CCNA Security Starter Bundle - CISCO 1941 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO1941/K9	\$1,595.00	\$350.90	\$1,595.00	\$350.90	\$398.75
2	CISCO1941-SEC/K9	\$2,495.00	\$548.90	\$4,990.00	\$1,097.80	\$1,247.50
3	CAB-SS-V35MT=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$210.00	\$46.20	\$52.50
1	ASA5505-BUN-K9	\$595.00	\$130.90	\$595.00	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
<b>Sub Total</b>			<b>\$1,235.30</b>	<b>\$10,090.00</b>	<b>\$2,219.80</b>	<b>\$2,522.50</b>
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$3,885.00	\$854.70	\$971.25
<b>Sub Total</b>			<b>\$284.90</b>	<b>\$3,885.00</b>	<b>\$854.70</b>	<b>\$971.25</b>
<b>Grand Total</b>			<b>\$1,520.20</b>	<b>\$13,975.00</b>	<b>\$3,074.50</b>	<b>\$3,493.75</b>

**CCNA Security Standard Bundle - CISCO 2901 (201212)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2901/K9	\$1,995.00	\$438.90	\$1,995.00	\$438.90	\$498.75
2	CISCO2901-SEC/K9	\$2,895.00	\$636.90	\$5,790.00	\$1,273.80	\$1,447.50
3	CAB-SS-V35MT=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$210.00	\$46.20	\$52.50
1	ASA5505-BUN-K9	\$595.00	\$130.90	\$595.00	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
<b>Sub Total</b>			<b>\$1,411.30</b>	<b>\$11,290.00</b>	<b>\$2,483.80</b>	<b>\$2,822.50</b>
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$3,885.00	\$854.70	\$971.25
<b>Sub Total</b>			<b>\$284.90</b>	<b>\$3,885.00</b>	<b>\$854.70</b>	<b>\$971.25</b>
<b>Grand Total</b>			<b>\$1,696.20</b>	<b>\$15,175.00</b>	<b>\$3,338.50</b>	<b>\$3,793.75</b>

**CCNA Security Premium Bundle - CISCO 2911 (201212)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2911/K9	\$2,695.00	\$592.90	\$2,695.00	\$592.90	\$673.75
2	CISCO2911-SEC/K9	\$3,595.00	\$790.90	\$7,190.00	\$1,581.80	\$1,797.50
3	CAB-SS-V35MT=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$210.00	\$46.20	\$52.50
1	ASA5505-BUN-K9	\$595.00	\$130.90	\$595.00	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
<b>Sub Total</b>			<b>\$1,719.30</b>	<b>\$13,390.00</b>	<b>\$2,945.80</b>	<b>\$3,347.50</b>
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$3,885.00	\$854.70	\$971.25
<b>Sub Total</b>			<b>\$284.90</b>	<b>\$3,885.00</b>	<b>\$854.70</b>	<b>\$971.25</b>
<b>Grand Total</b>			<b>\$2,004.20</b>	<b>\$17,275.00</b>	<b>\$3,800.50</b>	<b>\$4,318.75</b>

**CCNA Security ASA5505 Upgrade Bundle (201212)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5505-BUN-K9	\$595.00	\$130.90	\$595.00	\$130.90	\$148.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$30.00	\$6.60	\$7.50
<b>Sub Total</b>			<b>\$130.90</b>	<b>\$595.00</b>	<b>\$130.90</b>	<b>\$156.25</b>
<b>Grand Total</b>			<b>\$130.90</b>	<b>\$595.00</b>	<b>\$130.90</b>	<b>\$156.25</b>

**CCNA Security ASA5510 Upgrade Bundle (201212)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5510-BUN-K9	\$3,495.00	\$768.90	\$3,495.00	\$768.90	\$873.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$30.00	\$6.60	\$7.50
<b>Sub Total</b>			<b>\$768.90</b>	<b>\$3,495.00</b>	<b>\$768.90</b>	<b>\$881.25</b>
<b>Grand Total</b>			<b>\$768.90</b>	<b>\$3,495.00</b>	<b>\$768.90</b>	<b>\$881.25</b>



### CCNA Security Memory & IOS Upgrade - CISCO1841 Router

The CCNA Security Memory & IOS Upgrade - CISCO1841 Router bundle is recommended to existing CCNA Academies who wish to upgrade their existing CISCO1841 routing devices in order to offer CCNA Security.

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Switches</b>						
2	MEM1841-64D=	\$500,00	\$110,00	\$1.000,00	\$220,00	\$250,00
2	MEM1800-64CF=	\$400,00	\$88,00	\$800,00	\$176,00	\$200,00
2	S184AISK9-12424T	\$1.400,00	\$308,00	\$2.800,00	\$616,00	\$700,00
2	184-SW-SPARECD	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
<b>Sub Total</b>			<b>\$506,00</b>	<b>\$4.600,00</b>	<b>\$1.012,00</b>	<b>\$1.150,00</b>
<b>Grand Total</b>			<b>\$506,00</b>	<b>\$4.600,00</b>	<b>\$1.012,00</b>	<b>\$1.150,00</b>

**Note:** Software cannot be purchased standalone

### CCNA Security Memory & IOS Upgrade - CISCO2801 Router

The CCNA Security Memory & IOS Upgrade – CISCO2801 Router bundle is recommended to existing CCNA Academies who wish to upgrade their existing CISCO2801 routing devices in order to offer CCNA Security.

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Switches</b>						
2	MEM2801-64D=	\$500,00	\$110,00	\$1.000,00	\$220,00	\$250,00
2	MEM2800-64CF=	\$400,00	\$88,00	\$800,00	\$176,00	\$200,00
2	S280AISK9-12424T	\$1.700,00	\$374,00	\$3.400,00	\$748,00	\$850,00
2	280-SW-SPARECD	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
<b>Sub Total</b>			<b>\$572,00</b>	<b>\$5.200,00</b>	<b>\$1.144,00</b>	<b>\$1.300,00</b>
<b>Grand Total</b>			<b>\$572,00</b>	<b>\$5.200,00</b>	<b>\$1.144,00</b>	<b>\$1.300,00</b>

**Note:** Software cannot be purchased standalone

### CNA Security Memory & IOS Upgrade - CISCO2811 Router

The CCNA Security Memory & IOS Upgrade – CISCO2811 Router bundle is recommended to existing CCNA Academies who wish to upgrade their existing CISCO2811 routing devices in order to offer CCNA Security.

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
2	MEM2800-256CF=	\$900,00	\$198,00	\$1.800,00	\$396,00	\$450,00
2	S28NAISK9-12424T	\$1.700,00	\$374,00	\$3.400,00	\$748,00	\$850,00
2	28N-SW-SPARECD	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
<b>Sub Total</b>			<b>\$572,00</b>	<b>\$5.200,00</b>	<b>\$1.144,00</b>	<b>\$1.300,00</b>
<b>Grand Total</b>			<b>\$572,00</b>	<b>\$5.200,00</b>	<b>\$1.144,00</b>	<b>\$1.300,00</b>

**Note:** Software cannot be purchased standalone

**CCNA Security Starter Bundle - CISCO 1941 (RUSSIA ONLY)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO1941/K9	\$1,595.00	\$350.90	\$4,785.00	\$1,052.70	\$1,196.25
3	CAB-SS-V35MT=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$210.00	\$46.20	\$52.50
1	ASA5505-K8	\$595.00	\$130.90	\$595.00	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
<b>Sub Total</b>			<b>\$686.40</b>	<b>\$8,290.00</b>	<b>\$1,823.80</b>	<b>\$2,072.50</b>
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$3,885.00	\$854.70	\$971.25
<b>Sub Total</b>			<b>\$284.90</b>	<b>\$3,885.00</b>	<b>\$854.70</b>	<b>\$971.25</b>
<b>Grand Total</b>			<b>\$971.30</b>	<b>\$12,175.00</b>	<b>\$2,678.50</b>	<b>\$3,043.75</b>

Note: This bundle is a complete CCNA Security bundle for Russia shipment; however, x2 CISCO1941 routers will need a SEC IOS Upgrade to be CCNA Security compliant.

**CCNA Security ASA5505 Upgrade Bundle (RUSSIA ONLY)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5505-K8	\$595.00	\$130.90	\$595.00	\$130.90	\$148.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$30.00	\$6.60	\$7.50
<b>Sub Total</b>			<b>\$130.90</b>	<b>\$595.00</b>	<b>\$130.90</b>	<b>\$156.25</b>
<b>Grand Total</b>			<b>\$130.90</b>	<b>\$595.00</b>	<b>\$130.90</b>	<b>\$156.25</b>

**CCNA Security ASA5510 Upgrade Bundle (RUSSIA ONLY)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5510-K8	\$3,495.00	\$768.90	\$3,495.00	\$768.90	\$873.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$30.00	\$6.60	\$7.50
<b>Sub Total</b>			<b>\$768.90</b>	<b>\$3,495.00</b>	<b>\$768.90</b>	<b>\$881.25</b>
<b>Grand Total</b>			<b>\$768.90</b>	<b>\$3,495.00</b>	<b>\$768.90</b>	<b>\$881.25</b>

## CCNP

Please note that only CCNP activated academies within Academy Connection are eligible to order CCNP equipment.

### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

#### CCNP Standard POD - CISCO 1941 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
4	CISCO1941-SEC/K9	\$2,495.00	\$548.90	\$9,980.00	\$2,195.60	\$2,495.00
5	HWIC-2T=	\$700.00	\$154.00	\$3,500.00	\$770.00	\$875.00
8	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$240.00	\$52.80	\$60.00
5	CAB-SS-V35MT=	\$100.00	\$22.00	\$500.00	\$110.00	\$125.00
5	CAB-SS-V35FC=	\$100.00	\$22.00	\$500.00	\$110.00	\$125.00
<b>Sub Total</b>				<b>\$14,720.00</b>	<b>\$3,238.40</b>	<b>\$3,680.00</b>
<b>Switches</b>						
2	WS-C3560V2-24PS-E	\$5,790.00	\$1,273.80	\$11,580.00	\$2,547.60	\$2,895.00
2	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$2,590.00	\$569.80	\$647.50
<b>Sub Total</b>				<b>\$14,170.00</b>	<b>\$3,117.40</b>	<b>\$3,542.50</b>
<b>Grand Total</b>				<b>\$28,890.00</b>	<b>\$6,355.80</b>	<b>\$7,222.50</b>

#### CCNP Premium POD - CISCO 2911 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
4	CISCO2911-SEC/K9	\$3,595.00	\$790.90	\$14,380.00	\$3,163.60	\$3,595.00
5	HWIC-2T=	\$700.00	\$154.00	\$3,500.00	\$770.00	\$875.00
8	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$240.00	\$52.80	\$60.00
5	CAB-SS-V35MT=	\$100.00	\$22.00	\$500.00	\$110.00	\$125.00
5	CAB-SS-V35FC=	\$100.00	\$22.00	\$500.00	\$110.00	\$125.00
<b>Sub Total</b>				<b>\$19,120.00</b>	<b>\$4,206.40</b>	<b>\$4,780.00</b>
<b>Switches</b>						
2	WS-C3560V2-24PS-E	\$5,790.00	\$1,273.80	\$11,580.00	\$2,547.60	\$2,895.00
2	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$2,590.00	\$569.80	\$647.50
<b>Sub Total</b>				<b>\$14,170.00</b>	<b>\$3,117.40</b>	<b>\$3,542.50</b>
<b>Grand Total</b>				<b>\$33,290.00</b>	<b>\$7,323.80</b>	<b>\$8,322.50</b>

**CCNP Extreme POD - Router - CISCO 2911 (201212)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
4	CISCO2911-SEC/K9	\$3,595.00	\$790.90	\$14,380.00	\$3,163.60	\$3,595.00
5	HWIC-2T=	\$700.00	\$154.00	\$3,500.00	\$770.00	\$875.00
4	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$120.00	\$26.40	\$30.00
5	CAB-SS-V35MT=	\$100.00	\$22.00	\$500.00	\$110.00	\$125.00
5	CAB-SS-V35FC=	\$100.00	\$22.00	\$500.00	\$110.00	\$125.00
<b>Sub Total</b>				<b>\$19,000.00</b>	<b>\$4,180.00</b>	<b>\$4,750.00</b>
<b>Grand Total</b>				<b>\$19,000.00</b>	<b>\$4,180.00</b>	<b>\$4,750.00</b>

**CCNP Premium POD – Switch (201212)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Switches</b>						
2	WS-C3560V2-24PS-E	\$5,790.00	\$1,273.80	\$11,580.00	\$2,547.60	\$2,895.00
2	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$2,590.00	\$569.80	\$647.50
4	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$120.00	\$26.40	\$30.00
<b>Sub Total</b>				<b>\$14,170.00</b>	<b>\$3,117.40</b>	<b>\$3,572.50</b>
<b>Grand Total</b>				<b>\$14,170.00</b>	<b>\$3,117.40</b>	<b>\$3,572.50</b>

**CCNP Extreme POD – Switch (201212)**

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Switches</b>						
4	WS-C3560V2-24PS-E	\$5,790.00	\$1,273.80	\$23,160.00	\$5,095.20	\$5,790.00
4	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$120.00	\$26.40	\$30.00
<b>Sub Total</b>				<b>\$23,160.00</b>	<b>\$5,095.20</b>	<b>\$5,820.00</b>
<b>Grand Total</b>				<b>\$23,160.00</b>	<b>\$5,095.20</b>	<b>\$5,820.00</b>

## NETLAB

### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

#### Netlab Control Set Bundle - CISCO 2911 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2911/K9	\$2,695.00	\$592.90	\$2,695.00	\$592.90	\$673.75
2	HWIC-16A	\$2,300.00	\$506.00	\$4,600.00	\$1,012.00	\$1,150.00
3	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$90.00	\$19.80	\$22.50
4	CAB-HD8-ASYNC	\$150.00	\$33.00	\$600.00	\$132.00	\$150.00
<b>Sub Total</b>				<b>\$7,985.00</b>	<b>\$1,756.70</b>	<b>\$1,996.25</b>
<b>Switches</b>						
2	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$2,590.00	\$569.80	\$647.50
<b>Sub Total</b>				<b>\$2,590.00</b>	<b>\$569.80</b>	<b>\$647.50</b>
<b>Grand Total</b>				<b>\$10,575.00</b>	<b>\$2,326.50</b>	<b>\$2,643.75</b>

#### Netlab Basic Router Bundle - CISCO 2901 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO2901/K9	\$1,995.00	\$438.90	\$5,985.00	\$1,316.70	\$1,496.25
3	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$90.00	\$19.80	\$22.50
3	HWIC-2T	\$700.00	\$154.00	\$2,100.00	\$462.00	\$525.00
<b>Sub Total</b>				<b>\$8,175.00</b>	<b>\$1,798.50</b>	<b>\$2,043.75</b>
<b>Grand Total</b>				<b>\$8,175.00</b>	<b>\$1,798.50</b>	<b>\$2,043.75</b>

#### Netlab Basic Switch Bundle - CISCO 2901 (201212)

Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2901/K9	\$1,995.00	\$438.90	\$1,995.00	\$438.90	\$498.75
3	CAB-CONSOLE-RJ45=	\$30.00	\$6.60	\$90.00	\$19.80	\$22.50
<b>Sub Total</b>				<b>\$1,995.00</b>	<b>\$438.90</b>	<b>\$521.25</b>
<b>Switches</b>						
2	WS-C2960-24TT-L	\$1,295.00	\$284.90	\$2,590.00	\$569.80	\$647.50
<b>Sub Total</b>				<b>\$2,590.00</b>	<b>\$569.80</b>	<b>\$647.50</b>
<b>Grand Total</b>				<b>\$4,585.00</b>	<b>\$1,008.70</b>	<b>\$1,168.75</b>

(\*) This is only recommended approximate discounts for the theater that does not reflect regional logistics and taxation particularities.

## Eligible Products for 2-Tier DISTRIBUTORS

### CCNA

#### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

**Please note that only CCNA activated academies within Academy Connection are eligible to order this equipment.**

#### 2-Tier (EUP2-341)

##### CCNA Discovery Starter POD - CISCO 1941 (201212)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO1941/K9	\$1,595.00	\$4,785.00	\$909.15	\$1,052.70	\$1,196.25
3	CAB-SS-V35MT=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-CONSOLE-RJ45=	\$30.00	\$90.00	\$17.10	\$19.80	\$22.50
3	HWIC-2T=	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
3	EHWIC-4ESG=	\$475.00	\$1,425.00	\$270.75	\$313.50	\$356.25
Sub Total			\$9,000.00	\$1,710.00	\$1,980.00	\$2,250.00
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
3	CON-SNT-1941	\$167.00	\$501.00	\$150.30	\$162.83	\$200.40
Sub Total			\$501.00	\$150.30	\$162.83	\$200.40
<b>Grand Total</b>			<b>\$9,501.00</b>	<b>\$1,860.30</b>	<b>\$2,142.83</b>	<b>\$2,450.40</b>

#### 2-Tier (EUP2-341)

##### CCNA Discovery & CCNA Exploration Standard POD - CISCO 2901 (201212)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO2901/K9	\$1,995.00	\$5,985.00	\$1,137.15	\$1,316.70	\$1,496.25
3	CAB-SS-V35MT=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
6	CAB-CONSOLE-RJ45=	\$30.00	\$180.00	\$34.20	\$39.60	\$45.00
3	HWIC-2T=	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
Sub Total			\$8,865.00	\$1,684.35	\$1,950.30	\$2,216.25
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$3,885.00	\$738.15	\$854.70	\$971.25
Sub Total			\$3,885.00	\$738.15	\$854.70	\$971.25
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
3	CON-SNT-2901	\$351.00	\$1,053.00	\$315.90	\$342.23	\$421.20
3	CON-SMBS-C29602TT	\$47.00	\$141.00	\$42.30	\$45.83	\$56.40
Sub Total			\$1,194.00	\$358.20	\$388.05	\$477.60
<b>Grand Total</b>			<b>\$13,944.00</b>	<b>\$2,780.70</b>	<b>\$3,193.05</b>	<b>\$3,665.10</b>

**2-Tier (EUP2-341)**  
**CCNA Discovery & CCNA Exploration Premium POD - CISCO 2911 (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO2911/K9	\$2,695.00	\$8,085.00	\$1,536.15	\$1,778.70	\$2,021.25
3	CAB-SS-V35MT=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
6	CAB-CONSOLE-RJ45=	\$30.00	\$180.00	\$34.20	\$39.60	\$45.00
3	HWIC-2T=	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
<b>Sub Total</b>			<b>\$10,965.00</b>	<b>\$2,083.35</b>	<b>\$2,412.30</b>	<b>\$2,741.25</b>
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$3,885.00	\$738.15	\$854.70	\$971.25
<b>Sub Total</b>			<b>\$3,885.00</b>	<b>\$738.15</b>	<b>\$854.70</b>	<b>\$971.25</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
3	CON-SNT-2911	\$506.00	\$1,518.00	\$455.40	\$493.35	\$607.20
3	CON-SMBS-C29602TT	\$47.00	\$141.00	\$42.30	\$45.83	\$56.40
<b>Sub Total</b>			<b>\$1,659.00</b>	<b>\$497.70</b>	<b>\$539.18</b>	<b>\$663.60</b>
<b>Grand Total</b>			<b>\$16,509.00</b>	<b>\$3,319.20</b>	<b>\$3,806.18</b>	<b>\$4,376.10</b>

**2-Tier (EUP2-341)**  
**CCNA Switch Upgrade Bundle (201212)**  
*Upgrade any CCNA 3.0 Switch Bundle to CCNA Discovery or CCNA Exploration.*

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$3,885.00	\$738.15	\$854.70	\$971.25
3	CAB-CONSOLE-RJ45=	\$30.00	\$90.00	\$17.10	\$19.80	\$22.50
<b>Sub Total</b>			<b>\$3,885.00</b>	<b>\$738.15</b>	<b>\$854.70</b>	<b>\$993.75</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
3	CON-SMBS-C29602TT	\$47.00	\$141.00	\$42.30	\$45.83	\$56.40
<b>Sub Total</b>			<b>\$141.00</b>	<b>\$42.30</b>	<b>\$45.83</b>	<b>\$56.40</b>
<b>Grand Total</b>			<b>\$4,026.00</b>	<b>\$780.45</b>	<b>\$900.53</b>	<b>\$1,050.15</b>

## 2-Tier (EUP2-341) CCNA WIC Replacement Bundle

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	HWIC-2T=	\$700,00	\$2.100,00	\$399,00	\$462,00	\$525,00
Sub Total			\$2.100,00	\$399,00	\$462,00	\$525,00
<b>Grand Total</b>			<b>\$2.100,00</b>	<b>\$399,00</b>	<b>\$462,00</b>	<b>\$525,00</b>

## CCNA Security

### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

**Please note that any academy wishing to purchase a CCNA Security bundle can have either any standard CCNA curricula active and/or the CCNA Security curricula.**

## 2-Tier (EUP2-341) CCNA Security Starter Bundle - CISCO1941 (201212)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO1941/K9	\$1,595.00	\$1,595.00	\$303.05	\$350.90	\$398.75
2	CISCO1941-SEC/K9	\$2,495.00	\$4,990.00	\$948.10	\$1,097.80	\$1,247.50
3	CAB-SS-V35MT=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$210.00	\$39.90	\$46.20	\$52.50
1	ASA5505-BUN-K9	\$595.00	\$595.00	\$113.05	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
Sub Total			\$10,090.00	\$1,917.10	\$2,219.80	\$2,522.50
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$3,885.00	\$738.15	\$854.70	\$971.25
Sub Total			\$3,885.00	\$738.15	\$854.70	\$971.25
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SNT-1941	\$167.00	\$167.00	\$50.10	\$54.28	\$66.80
2	CON-SNT-1941SEC	\$167.00	\$334.00	\$100.20	\$108.55	\$133.60
3	CON-SMBS-C29602TT	\$47.00	\$141.00	\$42.30	\$45.83	\$56.40
1	CON-SMBS-AS5BUNK9	\$45.00	\$45.00	\$13.50	\$14.63	\$18.00
Sub Total			\$687.00	\$206.10	\$223.28	\$274.80
<b>Grand Total</b>			<b>\$14,662.00</b>	<b>\$2,861.35</b>	<b>\$3,297.78</b>	<b>\$3,768.55</b>



**2-Tier (EUP2-341)  
CCNA Security Standard Bundle - CISCO 2901 (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2901/K9	\$1,995.00	\$1,995.00	\$379.05	\$438.90	\$498.75
2	CISCO2901-SEC/K9	\$2,895.00	\$5,790.00	\$1,100.10	\$1,273.80	\$1,447.50
3	CAB-SS-V35MT=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$210.00	\$39.90	\$46.20	\$52.50
1	ASA5505-BUN-K9	\$595.00	\$595.00	\$113.05	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
<b>Sub Total</b>			<b>\$11,290.00</b>	<b>\$2,145.10</b>	<b>\$2,483.80</b>	<b>\$2,822.50</b>
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$3,885.00	\$738.15	\$854.70	\$971.25
<b>Sub Total</b>			<b>\$3,885.00</b>	<b>\$738.15</b>	<b>\$854.70</b>	<b>\$971.25</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SNT-2901	\$351.00	\$351.00	\$105.30	\$114.08	\$140.40
2	CON-SNT-2901SEC	\$351.00	\$702.00	\$210.60	\$228.15	\$280.80
3	CON-SMBS-C29602TT	\$47.00	\$141.00	\$42.30	\$45.83	\$56.40
1	CON-SMBS-AS5BUNK9	\$45.00	\$45.00	\$13.50	\$14.63	\$18.00
<b>Sub Total</b>			<b>\$1,239.00</b>	<b>\$371.70</b>	<b>\$402.68</b>	<b>\$495.60</b>
<b>Grand Total</b>			<b>\$16,414.00</b>	<b>\$3,254.95</b>	<b>\$3,741.18</b>	<b>\$4,289.35</b>

**2-Tier (EUP2-341)  
CCNA Security Premium Bundle - CISCO 2911 (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2911/K9	\$2,695.00	\$2,695.00	\$512.05	\$592.90	\$673.75
2	CISCO2911-SEC/K9	\$3,595.00	\$7,190.00	\$1,366.10	\$1,581.80	\$1,797.50
3	CAB-SS-V35MT=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$210.00	\$39.90	\$46.20	\$52.50
1	ASA5505-BUN-K9	\$595.00	\$595.00	\$113.05	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
<b>Sub Total</b>			<b>\$13,390.00</b>	<b>\$2,544.10</b>	<b>\$2,945.80</b>	<b>\$3,347.50</b>
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$3,885.00	\$738.15	\$854.70	\$971.25
<b>Sub Total</b>			<b>\$3,885.00</b>	<b>\$738.15</b>	<b>\$854.70</b>	<b>\$971.25</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SNT-2911	\$506.00	\$506.00	\$151.80	\$164.45	\$202.40
2	CON-SNT-2911SEC	\$506.00	\$1,012.00	\$303.60	\$328.90	\$404.80
3	CON-SMBS-C29602TT	\$47.00	\$141.00	\$42.30	\$45.83	\$56.40
1	CON-SMBS-AS5BUNK9	\$45.00	\$45.00	\$13.50	\$14.63	\$18.00
<b>Sub Total</b>			<b>\$1,704.00</b>	<b>\$511.20</b>	<b>\$553.80</b>	<b>\$681.60</b>
<b>Grand Total</b>			<b>\$18,979.00</b>	<b>\$3,793.45</b>	<b>\$4,354.30</b>	<b>\$5,000.35</b>

**2-Tier (EUP2-341)  
CCNA Security ASA5505 Upgrade Bundle (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5505-BUN-K9	\$595.00	\$595.00	\$113.05	\$130.90	\$148.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$30.00	\$5.70	\$6.60	\$7.50
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SMBS-AS5BUNK9	\$45.00	\$45.00	\$13.50	\$14.63	\$18.00
<b>Sub Total</b>			<b>\$45.00</b>	<b>\$13.50</b>	<b>\$14.63</b>	<b>\$18.00</b>
<b>Grand Total</b>			<b>\$640.00</b>	<b>\$126.55</b>	<b>\$145.53</b>	<b>\$174.25</b>

## 2-Tier (EUP2-341) CCNA Security ASA5510 Upgrade Bundle (201212)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5510-BUN-K9	\$3,495.00	\$3,495.00	\$664.05	\$768.90	\$873.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$30.00	\$5.70	\$6.60	\$7.50
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SMBS-AS1BUNK9	\$177.00	\$177.00	\$53.10	\$57.53	\$70.80
<b>Sub Total</b>			<b>\$177.00</b>	<b>\$53.10</b>	<b>\$57.53</b>	<b>\$70.80</b>
<b>Grand Total</b>			<b>\$3,672.00</b>	<b>\$717.15</b>	<b>\$826.43</b>	<b>\$952.05</b>

## 2-Tier (EUP2-341) CCNA Security Memory & IOS Upgrade - CISCO1841 Router

The CCNA Security Memory & IOS Upgrade - CISCO1841 Router bundle is recommended to existing CCNA Academies who wish to upgrade their existing CISCO1841 routing devices in order to offer CCNA Security.

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
2	MEM1841-64D=	\$500,00	\$1,000,00	\$190,00	\$220,00	\$250,00
2	MEM1800-64CF=	\$400,00	\$800,00	\$152,00	\$176,00	\$200,00
2	S184AISK9-12424T	\$1,400,00	\$2,800,00	\$532,00	\$616,00	\$700,00
2	184-SW-SPARECD	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
<b>Sub Total</b>			<b>\$4,600,00</b>	<b>\$874,00</b>	<b>\$1,012,00</b>	<b>\$1,150,00</b>
<b>Grand Total</b>			<b>\$4,600,00</b>	<b>\$874,00</b>	<b>\$1,012,00</b>	<b>\$1,150,00</b>

**Note:** Software cannot be purchased standalone

## 2-Tier (EUP2-341) CCNA Security Memory & IOS Upgrade - CISCO2801 Router

The CCNA Security Memory & IOS Upgrade – CISCO2801 Router bundle is recommended to existing CCNA Academies who wish to upgrade their existing CISCO2801 routing devices in order to offer CCNA Security.

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
2	MEM2801-64D=	\$500,00	\$1.000,00	\$190,00	\$220,00	\$250,00
2	MEM2800-64CF=	\$400,00	\$800,00	\$152,00	\$176,00	\$200,00
2	S280AISK9-12424T	\$1.700,00	\$3.400,00	\$646,00	\$748,00	\$850,00
2	280-SW-SPARECD	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
Sub Total			\$5.200,00	\$988,00	\$1.144,00	\$1.300,00
Grand Total			\$5.200,00	\$988,00	\$1.144,00	\$1.300,00

**Note:** Software cannot be purchased standalone

## 2-Tier (EUP2-341) CCNA Security Memory & IOS Upgrade - CISCO2811 Router

The CCNA Security Memory & IOS Upgrade – CISCO2811 Router bundle is recommended to existing CCNA Academies who wish to upgrade their existing CISCO2811 routing devices in order to offer CCNA Security.

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
2	MEM2800-256CF=	\$900,00	\$1.800,00	\$342,00	\$396,00	\$450,00
2	S28NAISK9-12424T	\$1.700,00	\$3.400,00	\$646,00	\$748,00	\$850,00
2	28N-SW-SPARECD	\$0,00	\$0,00	\$0,00	\$0,00	\$0,00
Sub Total			\$5.200,00	\$988,00	\$1.144,00	\$1.300,00
Grand Total			\$5.200,00	\$988,00	\$1.144,00	\$1.300,00

**Note:** Software cannot be purchased standalone

## 2-Tier (EUP2-341) CCNA Security Starter Bundle - CISCO1941 (RUSSIA ONLY)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO1941/K9	\$1,595.00	\$4,785.00	\$909.15	\$1,052.70	\$1,196.25
3	CAB-SS-V35MT=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$300.00	\$57.00	\$66.00	\$75.00
7	CAB-CONSOLE-RJ45=	\$30.00	\$210.00	\$39.90	\$46.20	\$52.50
1	ASA5505-K8	\$595.00	\$595.00	\$113.05	\$130.90	\$148.75
3	HWIC-2T=	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
Sub Total			\$8,290.00	\$1,575.10	\$1,823.80	\$2,072.50
<b>Switches</b>						
3	WS-C2960-24TT-L	\$1,295.00	\$3,885.00	\$738.15	\$854.70	\$971.25
Sub Total			\$3,885.00	\$738.15	\$854.70	\$971.25
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
3	CON-SNT-1941	\$167.00	\$501.00	\$150.30	\$162.83	\$200.40
3	CON-SMBS-C29602TT	\$47.00	\$141.00	\$42.30	\$45.83	\$56.40
1	CON-SMBS-AS5K8	\$45.00	\$45.00	\$13.50	\$14.63	\$18.00
Sub Total			\$687.00	\$206.10	\$223.28	\$274.80
Grand Total			\$12,862.00	\$2,519.35	\$2,901.78	\$3,318.55

Note: This bundle is a complete CCNA Security bundle for Russia shipment; however, x2 CISCO1941 routers will need a SEC IOS Upgrade to be CCNA Security compliant.

**2-Tier (EUP2-341)**  
**CCNA Security ASA5505 Upgrade Bundle (RUSSIA ONLY)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5505-K8	\$595.00	\$595.00	\$113.05	\$130.90	\$148.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$30.00	\$5.70	\$6.60	\$7.50
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SMBS-AS5K8	\$45.00	\$45.00	\$13.50	\$14.63	\$18.00
<b>Sub Total</b>			<b>\$45.00</b>	<b>\$13.50</b>	<b>\$14.63</b>	<b>\$18.00</b>
<b>Grand Total</b>			<b>\$640.00</b>	<b>\$126.55</b>	<b>\$145.53</b>	<b>\$174.25</b>

**2-Tier (EUP2-341)**  
**CCNA Security ASA5510 Upgrade Bundle (RUSSIA ONLY)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	ASA5510-K8	\$3,495.00	\$3,495.00	\$664.05	\$768.90	\$873.75
1	CAB-CONSOLE-RJ45=	\$30.00	\$30.00	\$5.70	\$6.60	\$7.50
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SMBS-AS1K8	\$265.00	\$265.00	\$79.50	\$86.13	\$106.00
<b>Sub Total</b>			<b>\$265.00</b>	<b>\$79.50</b>	<b>\$86.13</b>	<b>\$106.00</b>
<b>Grand Total</b>			<b>\$3,760.00</b>	<b>\$743.55</b>	<b>\$855.03</b>	<b>\$987.25</b>

## CCNP

### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

**Please note that only CCNP activated academies within Academy Connection are eligible to order this equipment.**

**2-Tier (EUP2-341)**  
**CCNP Standard POD - CISCO 1941 (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
4	CISCO1941-SEC/K9	\$2,495.00	\$9,980.00	\$1,896.20	\$2,195.60	\$2,495.00
5	HWIC-2T=	\$700.00	\$3,500.00	\$665.00	\$770.00	\$875.00
8	CAB-CONSOLE-RJ45=	\$30.00	\$240.00	\$45.60	\$52.80	\$60.00
5	CAB-SS-V35MT=	\$100.00	\$500.00	\$95.00	\$110.00	\$125.00
5	CAB-SS-V35FC=	\$100.00	\$500.00	\$95.00	\$110.00	\$125.00
<b>Sub Total</b>			<b>\$14,720.00</b>	<b>\$2,796.80</b>	<b>\$3,238.40</b>	<b>\$3,680.00</b>
<b>Switches</b>						
2	WS-C3560V2-24PS-E	\$5,790.00	\$11,580.00	\$2,200.20	\$2,547.60	\$2,895.00
2	WS-C2960-24TT-L	\$1,295.00	\$2,590.00	\$492.10	\$569.80	\$647.50
<b>Sub Total</b>			<b>\$14,170.00</b>	<b>\$2,692.30</b>	<b>\$3,117.40</b>	<b>\$3,542.50</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
4	CON-SNT-1941SEC	\$167.00	\$668.00	\$200.40	\$217.10	\$267.20
2	CON-SMBS-V224PSE	\$240.00	\$480.00	\$144.00	\$156.00	\$192.00
2	CON-SMBS-C29602TT	\$47.00	\$94.00	\$28.20	\$30.55	\$37.60
<b>Sub Total</b>			<b>\$1,242.00</b>	<b>\$372.60</b>	<b>\$403.65</b>	<b>\$496.80</b>
<b>Grand Total</b>			<b>\$30,132.00</b>	<b>\$5,861.70</b>	<b>\$6,759.45</b>	<b>\$7,719.30</b>

**2-Tier (EUP2-341)**  
**CCNP Premium POD - CISCO 2911 (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
4	CISCO2911-SEC/K9	\$3,595.00	\$14,380.00	\$2,732.20	\$3,163.60	\$3,595.00
5	HWIC-2T=	\$700.00	\$3,500.00	\$665.00	\$770.00	\$875.00
8	CAB-CONSOLE-RJ45=	\$30.00	\$240.00	\$45.60	\$52.80	\$60.00
5	CAB-SS-V35MT=	\$100.00	\$500.00	\$95.00	\$110.00	\$125.00
5	CAB-SS-V35FC=	\$100.00	\$500.00	\$95.00	\$110.00	\$125.00
<b>Sub Total</b>			<b>\$19,120.00</b>	<b>\$3,632.80</b>	<b>\$4,206.40</b>	<b>\$4,780.00</b>
<b>Switches</b>						
2	WS-C3560V2-24PS-E	\$5,790.00	\$11,580.00	\$2,200.20	\$2,547.60	\$2,895.00
2	WS-C2960-24TT-L	\$1,295.00	\$2,590.00	\$492.10	\$569.80	\$647.50
<b>Sub Total</b>			<b>\$14,170.00</b>	<b>\$2,692.30</b>	<b>\$3,117.40</b>	<b>\$3,542.50</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
4	CON-SNT-2911SEC	\$506.00	\$2,024.00	\$607.20	\$657.80	\$809.60
2	CON-SMBS-V224PSE	\$240.00	\$480.00	\$144.00	\$156.00	\$192.00
2	CON-SMBS-C29602TT	\$47.00	\$94.00	\$28.20	\$30.55	\$37.60
<b>Sub Total</b>			<b>\$2,598.00</b>	<b>\$779.40</b>	<b>\$844.35</b>	<b>\$1,039.20</b>
<b>Grand Total</b>			<b>\$35,888.00</b>	<b>\$7,104.50</b>	<b>\$8,168.15</b>	<b>\$9,361.70</b>

**2-Tier (EUP2-341)**  
**CCNP Extreme POD - Router - CISCO 2911 (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
4	CISCO2911-SEC/K9	\$3,595.00	\$14,380.00	\$2,732.20	\$3,163.60	\$3,595.00
5	HWIC-2T=	\$700.00	\$3,500.00	\$665.00	\$770.00	\$875.00
4	CAB-CONSOLE-RJ45=	\$30.00	\$120.00	\$22.80	\$26.40	\$30.00
5	CAB-SS-V35MT=	\$100.00	\$500.00	\$95.00	\$110.00	\$125.00
5	CAB-SS-V35FC=	\$100.00	\$500.00	\$95.00	\$110.00	\$125.00
<b>Sub Total</b>			<b>\$19,000.00</b>	<b>\$3,610.00</b>	<b>\$4,180.00</b>	<b>\$4,750.00</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
4	CON-SNT-2911SEC	\$506.00	\$2,024.00	\$607.20	\$657.80	\$809.60
<b>Sub Total</b>			<b>\$2,024.00</b>	<b>\$607.20</b>	<b>\$657.80</b>	<b>\$809.60</b>
<b>Grand Total</b>			<b>\$21,024.00</b>	<b>\$4,217.20</b>	<b>\$4,837.80</b>	<b>\$5,559.60</b>

**2-Tier (EUP2-341)**  
**CCNP Premium POD – Switch (201212)**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Switches</b>						
2	WS-C3560V2-24PS-E	\$5,790.00	\$11,580.00	\$2,200.20	\$2,547.60	\$2,895.00
2	WS-C2960-24TT-L	\$1,295.00	\$2,590.00	\$492.10	\$569.80	\$647.50
4	CAB-CONSOLE-RJ45=	\$30.00	\$120.00	\$22.80	\$26.40	\$30.00
<b>Sub Total</b>			<b>\$14,170.00</b>	<b>\$2,692.30</b>	<b>\$3,117.40</b>	<b>\$3,572.50</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
2	CON-SMBS-V224PSE	\$240.00	\$480.00	\$144.00	\$156.00	\$192.00
2	CON-SMBS-C29602TT	\$47.00	\$94.00	\$28.20	\$30.55	\$37.60
<b>Sub Total</b>			<b>\$574.00</b>	<b>\$172.20</b>	<b>\$186.55</b>	<b>\$229.60</b>
<b>Grand Total</b>			<b>\$14,744.00</b>	<b>\$2,864.50</b>	<b>\$3,303.95</b>	<b>\$3,802.10</b>

## 2-Tier (EUP2-341) CCNP Extreme POD – Switch (201212)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Switches</b>						
4	WS-C3560V2-24PS-E	\$5,790.00	\$23,160.00	\$4,400.40	\$5,095.20	\$5,790.00
4	CAB-CONSOLE-RJ45=	\$30.00	\$120.00	\$22.80	\$26.40	\$30.00
Sub Total			\$23,160.00	\$4,400.40	\$5,095.20	\$5,820.00
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
4	CON-SMBS-V224PSE	\$240.00	\$960.00	\$288.00	\$312.00	\$384.00
Sub Total			\$960.00	\$288.00	\$312.00	\$384.00
<b>Grand Total</b>			<b>\$24,120.00</b>	<b>\$4,688.40</b>	<b>\$5,407.20</b>	<b>\$6,204.00</b>

## NETLAB

### Details

Equipment for this promotion must be purchased as per the table below. Each product within the bundle must be ordered. No single product can be omitted or changed to be eligible for the promotional price.

## 2-Tier (EUP2-341) Netlab Control Set Bundle - CISCO 2911 (201212)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2911/K9	\$2,695.00	\$2,695.00	\$512.05	\$592.90	\$673.75
2	HWIC-16A	\$2,300.00	\$4,600.00	\$874.00	\$1,012.00	\$1,150.00
3	CAB-CONSOLE-RJ45=	\$30.00	\$90.00	\$17.10	\$19.80	\$22.50
4	CAB-HD8-ASYNC	\$150.00	\$600.00	\$114.00	\$132.00	\$150.00
Sub Total			\$7,985.00	\$1,517.15	\$1,756.70	\$1,996.25
<b>Sub Total</b>						
2	WS-C2960-24TT-L	\$1,295.00	\$2,590.00	\$492.10	\$569.80	\$647.50
Sub Total			\$2,590.00	\$492.10	\$569.80	\$647.50
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SNT-2911	\$506.00	\$506.00	\$151.80	\$164.45	\$202.40
2	CON-SMBS-C29602TT	\$47.00	\$94.00	\$28.20	\$30.55	\$37.60
Sub Total			\$600.00	\$180.00	\$195.00	\$240.00
<b>Grand Total</b>			<b>\$11,175.00</b>	<b>\$2,189.25</b>	<b>\$2,521.50</b>	<b>\$2,883.75</b>

## 2-Tier (EUP2-341) Netlab Basic Router Bundle - CISCO 2901 (201212)

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
3	CISCO2901/K9	\$1,995.00	\$5,985.00	\$1,137.15	\$1,316.70	\$1,496.25
3	CAB-CONSOLE-RJ45=	\$30.00	\$90.00	\$17.10	\$19.80	\$22.50
3	HWIC-2T	\$700.00	\$2,100.00	\$399.00	\$462.00	\$525.00
Sub Total			\$8,175.00	\$1,553.25	\$1,798.50	\$2,043.75
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
3	CON-SNT-2901	\$351.00	\$1,053.00	\$315.90	\$342.23	\$421.20
Sub Total			\$1,053.00	\$315.90	\$342.23	\$421.20
<b>Grand Total</b>			<b>\$9,228.00</b>	<b>\$1,869.15</b>	<b>\$2,140.73</b>	<b>\$2,464.95</b>

**2-Tier (EUP2-341)**  
**Netlab Basic Switch Bundle - CISCO 2901**

Quantity	Product No	GPL	EXT GPL	Distributor Rebate (81% off GPL)	Recommended Reseller Buy Price (78% off GPL)	Recommended Reseller Sale price (75% off GPL)
<b>Routers, Cables and Cards</b>						
1	CISCO2901/K9	\$1,995.00	\$1,995.00	\$379.05	\$438.90	\$498.75
3	CAB-CONSOLE-RJ45=	\$30.00	\$90.00	\$17.10	\$19.80	\$22.50
<b>Sub Total</b>			<b>\$1,995.00</b>	<b>\$379.05</b>	<b>\$438.90</b>	<b>\$521.25</b>
<b>Switches</b>						
2	WS-C2960-24TT-L	\$1,295.00	\$2,590.00	\$492.10	\$569.80	\$647.50
<b>Sub Total</b>			<b>\$2,590.00</b>	<b>\$492.10</b>	<b>\$569.80</b>	<b>\$647.50</b>
<b>SMS3 Maintenance Package</b>				<b>70% off GPL</b>	<b>67.5% off GPL</b>	<b>60% off GPL</b>
1	CON-SNT-2901	\$351.00	\$351.00	\$105.30	\$114.08	\$140.40
2	CON-SMBS-C29602TT	\$47.00	\$94.00	\$28.20	\$30.55	\$37.60
<b>Sub Total</b>			<b>\$445.00</b>	<b>\$133.50</b>	<b>\$144.63</b>	<b>\$178.00</b>
<b>Grand Total</b>			<b>\$5,030.00</b>	<b>\$1,004.65</b>	<b>\$1,153.33</b>	<b>\$1,346.75</b>

(\*) This is only recommended approximate discounts for the theater that does not reflect regional logistics and taxation particularities.

## Partner order submission

### How to Order

This promotion is for approved Cisco Academies only. Authorization of order from the Cisco Networking Academy Team must be obtained prior to placement of order via email [eem-academyapproval@cisco.com](mailto:eem-academyapproval@cisco.com)

The request for authorization must state:

Academy ID (the academy will know this)  
Academy name and Regional Academy, if Local  
Academy town  
Academy country  
Promo number  
Distributor Name (only if this is a 2-Tier request)  
Distributor Registered country (only if this is a 2-Tier request)  
Partner Name  
Partner Registered country  
Bundle(s) name(s) and quantity(ies) the academy wishes to order.

A member of the Cisco Networking Academy Team will provide the Cisco Academic Partners with an approval number to confirm the authorization of order.

Please note: All approval numbers will be given as soon as possible however a maximum turnaround time of 72 hours is acceptable.

Once you receive the Approval#, if 1-Tier please place a DSA thru the Purchase Ordering Tool and fullfill the Promotion Code field with the Approval#, if 2-Tier you can proceed to submit the DART and fullfill the Justification field of the DART with this Approval# unless if the Distributor is based in one of the countries with NO access to the DART (in this case the partner will proceed as if 1-Tier process).

Services must be shipped within 7 working days of the Product shipping.

For technical questions and concerns related to this promotion, please contact Jaskaran Kalsi ([jkalsi@cisco.com](mailto:jkalsi@cisco.com))

### Applicable Partners

Cisco Approved Partners only. All partners that would like to use this promotion (both Distributor and Reseller) will need to be Registered Partners and set up with a Network Academy Authorization in the Cisco Partner Database. If the partner is not already an Academy Network Partner –**ANP**– please send an email requesting it to [eem-academyapproval@cisco.com](mailto:eem-academyapproval@cisco.com) in order to proceed.

Only Cisco Academies from a category below are allowed to take advantage of the Cisco Networking Academy Promotion:

- Universities
- Colleges
- Schools (private & government)
- Non-profit research institutions working in an area connected with education
- Other Cisco Academies as approved from time to time by the Cisco Networking Academy Team.



## Excluded End Users

All customers who are not qualified Cisco Academies and who do not fit into one or more of the above categories are excluded from the Cisco Networking Academy Promotion. To be clear, the following customers are specifically excluded:

- Research institutions not directly connected with education
- For-profit network provision companies or organizations
- Health care (except teaching hospitals)
- For-profit training companies (except private schools)

## Misuse of the Program

Partners or resellers misusing the promotion, for example, using the program for non-academic customers or not selling at the correct end user discount price as specified will be liable for the following penalties:

- Exclusion from all future use of the program.
- Repayment to Cisco of the difference between the partner's normal product purchase price and the promotion price, plus interest at 10% per year (part years will be prorated) -- calculated from the date of original shipment until the date Cisco receives the full repayment.
- No more than 8 units for CCNA bundles and all POD's and 4 units for the rest of the bundles (CCNP, IPT, NetLab) of each type per Academy per Quarter are permitted

## Use with Other Cisco Promotions

This promotion cannot be combined with any other promotions or programs currently available.

## Bundles must be purchase with all its product/service parts.

NO CHANGES are allowed in any of the Networking Academy Bundles Parts or quantities. If the partner needs to purchase a different products parts or quantities than the ones listed in the Networking Academy Promo Documents then the purchase must be done thru the Channel Team with the standard conditions. As it is mentioned in the Terms & Conditions of this document, the special discounts will only apply to the bundles the way they have been designed by our technical team.

## For 1-Tier DIRECT PARTNERS

Purchases direct from Cisco via Cisco's [Networking Products Marketplace \(NPM\)](#), [CCO login required](#)

### How to order for Standard Promotional Orders

1. Select Order Type as "Standard", enter the relevant discount in the "Product Discount" field and fill in basic order info, then click "Continue".
2. Select "Header Details" tab and navigate to the "Payment and Taxes" field.
3. Enter **Approval#** in the "Promotion Code" field.
4. Enter Zero in the "Credit Amount" field and Click Save Order
5. If you have several approval numbers, place in the "Order Processing notes" field all those that did not fit in the "Promotion Code".
6. Click "Main Order Form" and then enter "Product", "Quantity" per the program document details.
7. Click "Save Order" and then continue to enter per standard ordering procedures, in accordance with your Cisco EMEA Systems Integrator Agreement.

## For 2-Tier DISTRIBUTORS

### Additional special terms and conditions

**Please read the following additional special terms and conditions carefully before submitting your claim as these are specific to this promotion.**

1. Any POS with a transaction date not within the validity period mentioned above is not eligible to be claimed against this promotion.
2. When submitting claims for this promotion through CCO-DCA you must quote '**(unique DART ID/ PP reference claim number)**' in the PROMO NUMBER column and 'Promo category (eg. **Composite/OIP etc)**' in the PROMO TYPE column and **EUP2-341** in the comments column.
3. Authorized Channel and End user details must be quoted on POS for ALL claims submitted. Reseller name and address will not be accepted as a valid end user address. The end user details must be the company and location of where the products are being shipped to. If the end user details are not correct Cisco reserves the right to reject any rebates associated with such claim and take any other action Cisco deems necessary without any liability to Cisco.
4. In order to qualify for rebates under this program, all POS reports must also include serial numbers associated with the (serialized) Products purchased.
5. Services must be shipped within 7 working days of the Product shipping.

**Please note: any claims not complying with ANY conditions of this document may not be accepted or in case of acceptance by Cisco, without prejudice of any other rights that might be available to Cisco in contract or law, the latter may refuse at any time to comply with any of its obligations arising hereunder.**

## Customer Service Order Validation

For orders that reference to a EUP-341 or EM-005 NedAcad Promotions the CSR should use several documents posted in a Livelink folder to validate the order. These documents include for example, the EUP-341 or EUP-005 promotion Approval numbers (e.g. EM-005 LB6809), related Bundles (incl Product SKUs), Quantity, and Discounts.

**Step 1:** Click on click on the following Livelink URL to start the validation process:

<https://ework.cisco.com/Livelink/livelink.exe?func=ll&objId=16847705&objId>

**Step 2:** Click on the link entitled “EUP-341 & EM-005 Lab Bundle Approvals for CS”.

Type	Name +
	<a href="#">1-Tier Cheat Sheet</a>
	<a href="#">CEI EUP-375 and EM-022 Lab Bundle Approvals for CS</a>
	<a href="#">Deal Maker 1 Tier Discount Request Template</a>
	<a href="#">Deal Maker Internal 1 Tier Promotion v.7</a>
	<a href="#">EUP-341 &amp; EM-005 Lab Bundle Approvals for CS</a>
	<a href="#">EUP-341 Bundle Description</a>
	<a href="#">EUP-341 Cisco Networking Academy Program Bundles v.27</a>
	<a href="#">EUP-341 Pricing Current Offer</a>
	<a href="#">EUP-341 Table of Promo</a>

**Step 3:** Open the Excel file, and validate if the Approval number provided in the SO# in ERP matches the Approval Number in column F.

- If this number is not referenced on the SO#, contact the Partner (and cc [eem-academyapproval@cisco.com](mailto:eem-academyapproval@cisco.com)) and request them to provide the Approval number authorized by the Cisco Networking Academy Team.
- Reminder:** The Approval number (e.g. EUP-341 LB8166) is different than the general EUP-341 or EM-005 Promotion Code.

	A	B	C	D	E	F	G	H	I	J	
1	ID	F	Q	Mc	Date	Approval Nr	DART II	Promc	TIE	Bundle Fami	
1378	1377	2010	3	3	23-mar-10	EUP-341 LB8165		341	2	CCNA	EI
1379	1378	2010	3	3	23-mar-10	EUP-341 LB8166		341	2	CCNA	EI
1380	1379	2010	3	3	23-mar-10	EUP-341 LB8167		341	2	CCNA	EI
1381	1380	2010	3	3	23-mar-10	EUP-341 LB8168		341	2	CCNA	EI
1382	1381	2010	3	3	23-mar-10	EUP-341 LB8169		341	2	CCNA	EI
1383	1382	2010	3	3	23-mar-10	EUP-341 LB8170		341	2	CCNA	EI
1384	1383	2010	3	3	23-mar-10	EUP-341 LB8171		341	2	CCNA	EI
1385	1384	2010	3	3	23-mar-10	EUP-341 LB8172		341	2	CCNA	EI
1386	1385	2010	3	3	23-mar-10	EUP-341 LB8173		341	2	CCNA	EI
1387	1386	2010	3	3	23-mar-10	EUP-341 LB8174		341	2	CCNA	EI

- Scroll to the right, and validate that the Academy Name (column M) matches the End User on the Partner SO# (needs to be an exact match) and that the Direct Partner (column W) matches the Bill To customer on the SO#
- If all above criteria match, go back to the Livelink folder and click on e.g. the “EUP-341 Pricing Current Offer” (list of specific Products, Quantities and Discounts for the EUP-341)

Type	Name +
	<a href="#">1-Tier Cheat Sheet</a>
	<a href="#">CEI EUP-375 and EM-022 Lab Bundle Approvals for CS</a>
	<a href="#">Deal Maker 1 Tier Discount Request Template</a>
	<a href="#">Deal Maker Internal 1 Tier Promotion v.7</a>
	<a href="#">EUP-341 &amp; EM-005 Lab Bundle Approvals for CS</a>
	<a href="#">EUP-341 Bundle Description</a>
	<a href="#">EUP-341 Cisco Networking Academy Program Bundles v.27</a>
	<a href="#">EUP-341 Pricing Current Offer</a>
	<a href="#">EUP-341 Table of Promo</a>

**Step 4:** Click on the program specific tab, e.g. EUP-CCNA, EUP-CCNP, EUP-Netlab, etc. Scroll to find the specific bundle for the SKUs, Qty, and refer to the “EXT Direct Partner Buy Price (78% off GPL)” column (F) for the applicable discount.

**Step 5:** Validate that the Quantity of products on order must match quantity of products of the bundles

- Notes:** Services are not included within the EUP-341, but they are included in the EM-005 Promotion, but at different discount (67.5%).
- Only Brazil 2 TIER partners are allowed to submit bundles without service, since they order these via CSCC.

CCNA Discovery Starter POD					EUP-341	
Quantity	Product No	GPL	Direct Partner Buy Price (78% off GPL)	EXT GPL	EXT Direct Partner Buy Price (78% off GPL)	Recommended Direct Partner Sale price (75% off GPL)
Routers, Cables and Cards						
3	CISCO1841	\$1,95.00	\$306.90	\$4,185.00	\$920.70	\$1,046.25
2	CAB-SS-V35MT=	\$00.00	\$22.00	\$300.00	\$66.00	\$75.00
3	CAB-SS-V35FC=	\$100.00	\$22.00	\$300.00	\$66.00	\$75.00
3	HWIC-2A/S=	\$500.00	\$110.00	\$1,500.00	\$330.00	\$375.00
3	HWIC-4ESW	\$425.00	\$93.50	\$1,275.00	\$280.50	\$318.75
Sub Total				\$7,560.00	\$1,663.20	\$1,890.00
Grand Total				\$7,560.00	\$1,663.20	\$1,890.00

**Step 6:** Go back to the order in ERP/Cisco 11i and enter the Approval Number (e.g. EM-005 LB6809) and not the general promotion code (e.g. EM-005) in the Promotion Code Field.

**Notes:** Partners are allowed to place several Approval Numbers against 1 order. In such scenarios, enter as many Approval Numbers as possible in the Promotion Code field and reference the remaining Approval Numbers in the Order Processing Notes (OPN) field in ERP/Cisco 11i.

Changes are **not** allowed to Product or Services Parts and quantities

**Step 7:** If all details are correct the order can be booked.

**Step 8:** If details are not matching then an email should be sent back to the partner copying [eem-academyapproval@cisco.com](mailto:eem-academyapproval@cisco.com) explaining that the details are incorrect and that the order needs to be adjusted.

**Notes:**

All promotion details, including Cisco listed Emerging Market countries, can be viewed in the Promotions Registry tool:

<http://wwwin-tools.cisco.com/esales/epromo/index.html> or refer to the “EUP-341 Cisco Networking Academy Program Bundles vXX” or identical EM-005 Word document on Livelink:  
<https://ework.cisco.com/Livelink/livelink.exe?func=ll&objId=16847705&objId>

## Glossary

For the purposes of this promotion document, the terms listed below shall have the following meaning, whether capitalized or not:

**“Cisco Distribution Partner or CDP”** means a distributor authorized by Cisco to distribute Products and Services within EMEA in accordance with the direct non-exclusive Cisco Distribution Partner agreement between Cisco and such CDP;

**“Cisco Distributor”** means a CDP or, currently in EMEA (as specified by Cisco only), a distributor authorized by Cisco to distribute Products and Services within EMEA in accordance with the direct CDP or, as the case may be, non-exclusive distribution agreement between Cisco and such CDP or Distributor;

**“Cisco Authorized Distributor or CAD”** means a distributor (“Cisco Authorized Distributor” or “CAD”) authorized by a Cisco to distribute the Products and Services within EMEA (or the territories indicated in the Cisco Authorized Distributor Agreement) in accordance with the terms of the Cisco Distribution Partner or Distributor’s agreement with Cisco (including, without limitation, Cisco’s then current guidelines relating to the appointment of and agreement with any such Cisco Authorized Channel), as well as the Cisco Authorized Distributor Agreement between Cisco and such CAD;

**“Cisco Reseller”** means a reseller authorized to sell, support and install the Products and Services within EMEA in accordance with the terms of the Indirect Channel Partner Agreement and/or the Cisco Distribution Partner or Distributor’s agreement with Cisco (including, without limitation, Cisco’s then current guidelines relating to the appointment of and agreement with any such Cisco Authorized Channel);

**“Registered Partner”** means a Cisco Reseller authorized to sell, support and install the Products and Services within EMEA, which has signed the Indirect Channel Partner Agreement;

**“Cisco Systems Integrator and/or 1tier partner”** means a systems integrator authorized by Cisco to sell, support and install Products and Services within EMEA in accordance with the terms of a direct purchase agreement between Cisco and such systems integrator.

**“Cisco Authorized Channel”** means, as further listed in the Distributor Locator as posted and updated from time to time on [http://tools.cisco.com/WWChannels/LOCATR/jsp/distributor\\_locator.jsp](http://tools.cisco.com/WWChannels/LOCATR/jsp/distributor_locator.jsp), any of the above mentioned Cisco authorized channels distributing and/or reselling Cisco products and technology.

**“Cisco”** shall refer to Cisco Systems International BV, which is the promoter of this offer, Gebouw Building, Haarlerbergweg 13-19, 1101 CH Amsterdam, Nederland part of the Cisco Systems group of companies.

**“End User”** is the final purchaser or licensee that (i) has acquired Product and/or Cisco Services for its own Internal Use and not for resale, remarketing or distribution, and (ii) is identified as such purchaser or licensee by Cisco Authorized Channel in the POS reporting.

**The “European Economic Area or EEA”** means the then current member states of the European Union and the European Free Trade Area.



## Standard terms and conditions for all CISCO EMEA 2-tier Rebate claims:

In order for a claim to be valid under any current and/or future promotional offer or program, it must be submitted in strict accordance with any, and all of the following conditions. Any claim not respecting these conditions shall be automatically invalid and thus refused and no rebate shall be due by Cisco. All capitalized terms shall have the meaning set forth in your current Agreement

### 1. **Claim Submission**

The Distributor must claim the promotional value as a back-end weekly rebate.

1.1 All rebate claims must be submitted through the DCA tool <http://tools.cisco.com/WWSF/dca/Home>

#### 1.2 **Claims may be submitted using the following templates;**

1.2.1 Option 1, (POS template including rebate) as part of your **weekly** POS submission. If you are using option 1 those claims must be submitted before each Monday, 13:00 CET, following the week during which they became due

1.2.2 Option 2, (POS extraction and then claim submission). If you are using option 2 you must submit your claims on a **weekly** basis.

1.2.3 Option 3, (Universal template) manual claim submission. Option 3 claims can only be accepted for pre approved volume rebate claims and trade in claims or as may be otherwise specified explicitly by your 2-tier rebates contact on a case-by-case basis.

1.2.4 Please note that, in order to be valid, any and all claims must be submitted at the latest before the 10<sup>th</sup> of each month following the month of sale of the products and services.

1.3.1 **Claim submission** - End user details must be quoted on POS for ALL claims submitted unless otherwise specified in the promotion document. It is the Distributor's responsibility to retain relevant End User details to support the validity of any claim if required by Cisco for validation purposes.

1.3.2 **WEB Voucher** - All claims submitted for WEB Voucher promotions must be status '**invoiced**' on WEB Voucher at the time of submission in order to be accepted as a valid claim. DCA will automatically reject any claims not invoiced at the time of submission. The unique WEB Voucher number must be used in the 'Promo code column' and the promotion name e.g. EMEA-XXX must be entered in the comments column for validation purposes.

1.3.3 **Price protection**- Price protection claims must be submitted via Inventory extract. Any products in transit at the time of a price decrease, as well as any exceptional claims for price protection must be submitted via Option 3, (Universal template) manual claim submission. These claims must be pre approved by your 2-tier rebates contact and the purchase order number must be quoted in the comments column of the claim.

1.3.4 **Volume rebate**- All claims submitted as a volume rebate via Option 3 (Universal template) must be split into service and product for each claim, submitted. In the column requesting the MFG part number, service must be listed as '**SERVICE**' and product must be listed as '**OTHER**'. Where applicable, all manual claims must also be split by reseller and country code.

1.4 Promotions containing '**bundle**' components are to be claimed as follows:

1.4.1 Option 1 (POS template including rebate claim), if all bundle components are on the same POS and claim. If a promotion contains several different bundles with different names or codes, the particular bundle being claimed must be clearly stated in the comments column.

1.4.2 Option 2 (via POS extract), once all products have appeared on POS. If a promotion contains several different bundles with different names or references, the particular bundle being claimed must be clearly stated in the comments column.

1.4.3 Using Option 1 or 2 and submitting a claim in two parts if there is a delay in shipping some product(s) within a bundle. The first claim must be recognized as a part bundle by entering 'part shipment' in the comments column and the second claim containing the remaining product(s) must be submitted using the same Distributor reference as the first claim and must be recognized as a part bundle by entering 'part shipment' and the 'Distributor reference' of the first claim in the comments column to create a complete bundle claim. If a promotion contains several different bundles with different names or codes, the particular bundle being claimed must be clearly stated in the comments column.

1.5 **It is the Distributor's responsibility to realize the risk of placing orders for products to be covered by a specific promotion towards the end of promotion period. The shipment and delivery of these products is governed by the standard Cisco terms and conditions as stated in Cisco Distribution Agreement. Cisco will honor these claims as long as the Reseller PO was placed within the promotion period and the distributor must fulfill the order within 4 weeks following the promotion's end.**

1.6 Any POS with a transaction date not within the validity period mentioned above is not eligible to be claimed against this promotion.

1.7.1 When submitting claims for this promotion through CCO-DCA you must quote '**(unique DART ID/ PP promotion code)**' in the PROMO CODE column and '**Promo category (e.g. Composite/ OIP etc)**' in the PROMO TYPE column and promotion name, e.g. **EMEA-XXX** in the comments column.

1.7.2 **Each claim must be submitted using the PROMO CODE available to the specific territory:**

1. **EEA, Switzerland and Israel** - Ireland, United Kingdom, Belgium, Spain, Portugal, Greenland, Finland, Faroe Islands, Denmark, Norway, Netherlands, Luxembourg, Iceland, Gibraltar, British Indian Ocean Territory, Switzerland, Sweden, Austria, French Southern Territories, Monaco, France, French Guiana, San Marino, Andorra, Germany, Italy, Israel, Malta, Cyprus, Greece, Liechtenstein, Lithuania, Poland, Hungary, Latvia, Czech Republic, Estonia, Bulgaria, Slovenia, Slovakia, Romania
  2. **Europe (excluding EEA and Switzerland), Middle East & Africa** - Cape Verde, Central African Republic, Burundi, Cameroon, The Democratic Republic Of The Congo, Chad, Comoros, Eritrea, Gabon, Djibouti, Equatorial Guinea, Ghana, Guinea, Gambia, Seychelles, Madagascar, Liberia, Lesotho, Guinea-Bissau, Mauritius, Mauritania, Mali, Malawi, Reunion, Niger, Namibia, Mozambique, Sierra Leone, Senegal, Sao Tome And Principe, Rwanda, Tunisia, Benin, Burkina Faso, Botswana, Jordan, Saint Helena, Iraq, Mayotte, Egypt, Cote d'Ivoire, Angola, Algeria, United Republic Of Tanzania, South Africa, Swaziland, Occupied Palestinian Territory, Nigeria, Somalia, Morocco, Zimbabwe, Libyan Arab Jamahiriya, Zambia, Lebanon, Uganda, Togo, Kenya, Afghanistan, Albania, Armenia, Azerbaijan, Bahrain, Belarus, Bosnia And Herzegovina, Croatia, Ethiopia, Georgia, Kazakhstan, Kuwait, Kyrgyzstan, The Former Yugoslav Republic Of Macedonia, Oman, Qatar, Pakistan, Serbia, Montenegro, Saudi Arabia, Turkey, Tajikistan, Ukraine, Turkmenistan, Uzbekistan, United Arab Emirates, Yemen, Republic Of Moldova
  3. **Russian Federation** - Russia
- 1.8** Authorized Channel and End user details must be quoted on POS for ALL claims submitted. Otherwise rebates will not be paid.
- 1.9** In order to qualify for rebates under this programme, all POS reports must also include serial numbers associated with the (serialised) Products purchased.
- 2. Claim Rejections**  
The Distributors will be able to download rejection files on a daily basis. Therefore the following rejection timelines now apply;
- 2.1** Claims that have been rejected by CCO-DCA with the correction action 'Correction required', means it is the responsibility of the Distributor to correct the claim. Corrected claims must be resubmitted within five (5) working days of rejection by CCO-DCA, using the correction file attached to the Distributor Reported Claim Feedback reports. This enhancement will ensure minimal disruption to the validation and payment terms as outlined below.
- 2.2** End User details will be able to be updated by the Distributor during claim submission within the timeframes outlined above.
- 2.3** Claims that have been rejected by CCO-DCA with the correction action 'Entitlement error', means no action is required, as the claim has been rejected for a reason that cannot be corrected. However, if a Distributor wishes to dispute a claim that has been rejected due to an entitlement error this must be addressed to their 2-tier rebates contact within 5 working days of rejection by CCO-DCA in order to be admissible. The final decision of entitlement will be decided by Cisco only. If agreed by Cisco, a resubmission will be accepted for validation by the 2-tier rebates team.
- 2.4** A Distributor may not request – and will not be granted – to cancel a claim with the purpose of using another promotion for POS lines already claimed and paid.
- 3. Closure Documents**
- 3.1 Monthly Closure**  
To ensure the terms and conditions outlined above are strictly adhered to, a monthly closure will be agreed upon between Cisco and the Distributor based on the Cisco fiscal month and completed no later than the 15<sup>th</sup> (fifteenth) of the 3<sup>rd</sup> (third) month following the month of the original transaction (sales out from Distributor to Authorized Channel) date. The format for such monthly closure is made available by Cisco.

The timeline for closures will be as follows:

Calendar Month 1 - sales submitted via POS with any eligible claims.

Calendar Month 2 - by 10<sup>th</sup> day of month 2, all claims must have been submitted for the previous month's sales. Any claims submitted after this date must be pre approved by your 2 tier rebates analyst for late submission.

By the end of Calendar Month 2, closure will begin. All rejected claims with correction required will have been resubmitted within 5 (five) working days of rejection. Any claims that have been rejected due to entitlement error but have been disputed by a Distributor following their own investigation will have been addressed to the appropriate 2-tier rebates contact. A final decision will also have been made by Cisco.

Calendar Month 3 - On the last working day of the month an email will be sent to the Distributor for agreement to closure and returned to Cisco by the 15<sup>th</sup> of Calendar Month 4. In case no reply is received by Cisco within such period, Distributor will be deemed to have finally accepted the closure of the claims, as



covered by such email, including its attachment. If, for whatever reason, an email is not sent by Cisco on the first of the month as specified above, Distributor has 14 (fourteen) days from the date the document is sent to return such document to Cisco.

For example, any claims submitted to Cisco for date of sale in January based on the Cisco fiscal month will be closed by the 15<sup>th</sup> of Calendar Month March.

### 3.2 Quarterly Closure

Upon receipt of email closure for the last month of each quarter, a quarterly closure letter will be sent to the Distributor for signing and returned to Cisco within 15 (fifteen) working days. A return address will be advised by your 2 tier rebates contact. In case no reply is received by Cisco within such period, Distributor will be deemed to have finally accepted the closure of the claims, as covered by such letter. Cisco reserves the right to review payment of credit memos for outstanding current claims if a signed closure letter is not received within 30 (thirty) days from the date the document was sent to the Distributor.

## 4. Validation guidelines

Validation guidelines for 2-tier back-end rebates are as follows

- 4.1 **Product Promotion** – all valid, 100% error free submitted claims, to be validated within 10 (ten) days from the Monday following the date of submission.
- 4.2 **Other promotion types** – all valid, 100% error free submitted claims, to be validated within 20 (twenty) days from the Monday following the date of submission
- 4.3 **Resubmitted rejection file** - all valid, 100% error free resubmitted claims, to be validated according to the terms above.
- 4.4 The validation date does not equal payment date; however, Cisco will endeavor, on a commercially reasonable efforts basis, to ensure a credit is issued to your account within 10 (ten) business days from the validation dates.
- 4.5 The validation and payment terms above are non-binding estimated guidelines only. Cisco reserves the right to unilaterally extend the validation terms where it is deemed necessary to obtain further clarification on the validity of certain claims following submission.

## General Terms and Conditions for all Cisco EMEA Promotional Offers and Programs

1. In order for a purchase order claiming the promotional discount to be valid under any current and/or future promotional offer or program, it must be submitted in strict accordance with any, and all of the following conditions. Any claim not respecting these conditions shall be automatically invalid and thus rejected. In such case, no additional discount shall be due by Cisco and the purchase order will not be accepted until made compliant by the Systems Integrator. Cisco shall cancel the said purchase order in its ordering system if not made compliant within 2 (two) business days following the initial purchase order issued. The date of acceptance of the purchase order by Cisco is the reference date for the applicability of the promotion document version.
2. Any promotion and/or special pricing ONLY apply to Cisco Registered Partners, CADs, CDPs, or Cisco Systems Integrators, as applicable (“Channel Partner”). Also, the Cisco products eligible for the promotion or special pricing must be new Cisco products sourced either directly from Cisco or through a Cisco authorized channel in the EMEA which, in turn, has sourced the product directly from Cisco or indirectly through another Cisco authorized channel in the EMEA.
3. The \$ (USD) rebate value or promotional discount is only valid when used in conjunction with the then current EMEA USD Wholesale Price List (WPL) or Global Price List (GPL), as applicable, shown in any promotion. Any changes to the WPL or GPL, as applicable, will render this promotion invalid. All products with the promotional discount must be ordered separately from other non-promotional items. Any purchase order claiming under this promotion document must reference the program number reference on this document. Any purchase order lacking this reference will be subject to standard contractual, non-promotional terms and conditions and, in addition, will be cancelled by Cisco in the ordering system if no reference number is provided within 2 (two) business days following the initial purchase order issued.
4. Any offer and/or promotion and/or special pricing and/or other program will not affect the purchase price indicated by Cisco on purchase orders or inventory valuation. Purchase orders benefiting from special pricing programs, rebates or promotions are non-cancellable and the products are non-returnable.
5. The SMARTnet or any Cisco maintenance/service for product(s) purchased related to products on any promotion will be based on the standard price value off the Wholesale Price List (WPL) of the hardware product, not on the special promotional price.
6. This promotion is subject to product availability. This promotion cannot be retroactively applied to purchase orders already submitted, nor can the special pricing be applied to future orders, outside the scope of this promotion.

7. All applications will be deemed by Cisco to be submitted by an authorized representative of the Cisco Channel Partner and with the full approval of the owner/manager of the Cisco Channel Partner.
8. Cisco Channel Partner should note that by choosing to apply for this promotion it is deemed to have read, understood and agreed to the terms of Cisco's data protection notice which can be found at <http://www.cisco.com/web/siteassets/legal/privacy.html>.
9. Cisco reserves the right to amend these terms and conditions at any time to comply with applicable local laws or for any other reason.
10. If Cisco products, which are supplied to you with rebates or special discounts as referred to herein, are found to have been sold by Cisco Channel Partner to parties and for projects or purposes in breach of the these promotion terms and conditions, then Cisco may, in addition to all its other rights and remedies all of which are reserved, undertake one or more or all of the following actions:
  - (a) Invoice Cisco Channel Partner for the difference between such special discount and the then-current resale discount in the applicable sale and purchase agreement between Cisco and Cisco Channel Partner;
  - (b) Audit Cisco Channel Partner's purchases and invoice Cisco Channel Partner for all reasonable costs incurred by Cisco in its performance of the audit;
  - (c) Suspend Cisco Channel Partner access to WEB VOUCHER and other Cisco sales and marketing programs;
  - (d) Suspend shipments to Cisco Channel Partner and;
  - (e) Terminate Cisco Channel Partner's applicable sale and purchase agreement with Cisco for cause.
11. For the avoidance of doubt, the special discount shall also be subject to all the terms and conditions set forth in the applicable sale and purchase agreement between Cisco and Cisco Channel Partner. By submitting orders/claims based on the above special discount or rebate, Cisco Channel Partner is deemed to have accepted all of these terms and conditions.
12. Cisco reserves the right to request Cisco Channel Partner to submit complete and sufficient evidence of the delivery of the products to the appropriate End User for which Cisco Channel Partner is claiming a rebate or special pricing. Cisco Channel Partner will submit such evidence no later than 10 (ten) days as of Cisco's request. Unless prohibited by applicable laws, Cisco reserves the right to contact the End User and/or Authorized Channel directly in order to verify the existence of a purchase order. Cisco Channel Partner agrees that Cisco may conduct audits in order to verify compliance of these guidelines, subject to the direct distribution agreement with Cisco, to the extent applicable. Cisco Channel Partner represents and warrants that before claiming any discount, rebate or special price it will have a valid purchase order from an End User
13. All matters relating to this promotion or the interpretation or application of these terms and conditions, or disputes regarding eligibility for the promotion must be submitted in writing to Cisco at the address specified above within 3 (three) months of the claim, transaction or matter in question. Any such disputes shall be resolved by Cisco at its sole discretion and its decision shall be final. This promotion and these terms and conditions will be governed by and construed in accordance with English law and the parties hereby submit to the exclusive jurisdiction of the English courts.
14. Any claims not complying with ANY conditions of this document may not be accepted or in case of acceptance by Cisco, without prejudice of any other rights that might be available to Cisco in contract or law, the latter may refuse at any time to comply with any of its obligations arising hereunder.
15. Cisco reserves the right to add, modify, change, improve, suspend or discontinue any product or promotion at any time without prior notice nor liability or costs.
16. These standard terms and conditions are subject to review by Cisco and any changes made will immediately be effective at the date specified by Cisco. Cisco Channel Partner will be notified via email [emea-claims@cisco.com](mailto:emea-claims@cisco.com) and hereby acknowledge that such email notification will be sufficient for the updated standard terms and conditions to enter into force.
17. If Cisco re-instates a promotion, which has previously expired, those sales reported between the promotion end date and the re-instated date will not be eligible for a special price or rebate claim against such promotion.
18. It is the Distributor's responsibility to realise the risk of placing orders for products to be covered by a specific promotion towards the end of a promotional period. The shipment and delivery of those products is governed by the standard Cisco terms and conditions as stated in the Cisco Distribution Partner ("CDP") or Distributor

Agreement. Therefore, claims can only be accepted on products that have a POS date prior to the expiration date of the promotional period.

**Combinations rules/ Additional special terms and conditions**

This promotion cannot be combined with any other promotional program and/or special pricing currently available, except for EUP2-341.

These combination rules are correct as of the day this promotion document was written.

**These combination rules are correct as of the day this promotion document was written.**

**Please read the following additional special terms and conditions carefully before submitting your claim as these are specific to this promotion.**

No more than 8 units for CCNA bundles and all POD's and 4 units for the rest of the CCNP and NetLab bundles of each type per Academy per Quarter are permitted. Only in the case that the academy would need to exceed this quantity due to special purchasing conditions, a special approval from the AAM (Area Academy Manager) and/or the Regional Manager will be requested by the Lab Coordinator.

**Please note: any claims not complying with ANY conditions of this document may not be accepted or in case of acceptance by Cisco, without prejudice of any other rights that might be available to Cisco in contract or law, the latter may refuse at any time to comply with any of its obligations arising hereunder.**

**These combination rules are correct as of the day this promotion document was written.**

**Please read the following additional special terms and conditions carefully before submitting your claim as these are specific to this promotion.**