

# Cisco Enterprise Agreement 2.0 End of Sale FAQ



#### Q: What does End of Sale (EOS) mean?

A: Cisco is transitioning to <u>EA 3.0</u> as the lead offer for Enterprise Agreements. After January 27, 2024, EA 2.0 will go End of Sale (EOS) and be unavailable for new purchase. The following enrollments in EA 2.0 will go end of sale:

- Cisco DNA Enrollment
- Data Center Enrollment
- Security Choice Enrollment
- CX (Services) Enrollment
- Meraki Enrollment

Collaboration FLEX-EA is not included in End of Sale and will continue to be available as part of the overall FLEX structure.

# Q: What if I have an existing EA 2.0 contract, will I be supported?

A: If you have an active EA 2.0 contract, it will continue to be supported through the end of your term, including the ability to:

- expand existing suites
- add new eligible EA 2.0 suites within your existing EA
- add additional EA 2.0 enrollments to your existing contract, provided they co-term to the original term

#### Q: Why is EA 2.0 going EOS?

A: We have streamlined and simplified our buying programs under a single contract with the Cisco Enterprise Agreement 3.0. EA 3.0 includes five portfolios:

- Networking Infrastructure
- Applications Infrastructure
- Collaboration
- Security
- Services

#### Q: How can I migrate from 2.0 to 3.0?

A: Please contact your Cisco representative for more details.

### Q: Are there benefits to migrate from EA 2.0 to EA 3.0?

A: EA 3.0 offers features not available in EA 2.0, including partial commit suites, cross-suite value shift for certain suites and access to Cisco's entire software and services portfolio for as little as \$100K TCV (total contract value), all coterming under one contract. Learn more in the EA 3.0 FAQ.

# Q: Will Cisco continue to add/update releases for products?

A: New products will be released on EA 3.0 only. Maintenance of existing products will continue.

### Q: Can I have an EA 2.0 for one technology and an EA 3.0 for others?

A: Yes, but you would have to meet the minimum TCV requirements for both programs and won't have access to certain capabilities offered only in EA 3.0. So, while not recommended, it is possible.