

# Cisco Enterprise Agreement



## Benefits

- **Condenses** complex software SKUs into customized simple solution subscriptions
- **Simplifies** licensing management with one agreement for your entire worldwide organization
- **Scales** to meet changing business needs with licenses that allow organic growth and provide updates and upgrades
- **Includes a** “True-Forward” option, which allows for growth above the allocated 20% with no retroactive charge
- **Controls** costs with volume pricing, budget predictability, and investment protection for existing licenses and services

## Simplify Processes with a Single Licensing Agreement

Technology needs are constantly shifting. Organizations have to adopt quickly to stay competitive. They also cannot afford to be bogged down by complicated procedures when their skills can be much more productive when applied to other areas. Simplifying and standardizing the software buying process is now essential.

## A New Cisco Buying Program

Cisco EA is a 3 to 5 year agreement that provides customers with enterprisewide coverage of predefined software suites with simplicity, flexibility, and value.

- **Simplicity:** Choose from single agreement, term, and workspace licenses
- **Flexibility:** Take advantage of various payment arrangements

- **Value:** Enjoy a 20 percent growth allowance and an industry-first true forward (no retroactive billing)

Cisco EA currently includes purchasable suites for Cisco ONE Software, collaboration, and security.

## Is Cisco EA Right for You?

Reference this checklist to help determine if Cisco EA fits your needs:

- ✓ Cross-architecture standardization
- ✓ 100 percent organization coverage
- ✓ Centralized license management
- ✓ Predictable budget and pricing
- ✓ A strategic, multiyear vendor relationship
- ✓ The best value for your money

## Software Suites

Reference this page for Cisco EA software suite details organized by architecture:

- Cisco ONE Software (network, storage, computing)
- Collaboration
- Security

## Why Buy an EA from Cisco

- Architecture-specific access
- 3 to 5 year fixed price (best unit price)
- Defined suites of software and services
- Blanket enterprisewide service coverage and co-terminated service coverage
- Ability to scale as needed with 20 percent growth allowance included
- Cisco® exclusive True-Forward rather than industry-standard true up

Cisco EA includes multiple software suites for multiple architectures (see Table 1) and is available in more than 40 countries.

**Table 1.** Cisco EA Architectures and Software Suites

Cisco ONE Software Suites	Core Cisco Components
<b>Foundation for Wireless</b> (Essentials)	<ul style="list-style-type: none"> <li>▪ Wireless LAN Controller access points</li> <li>▪ Connected Mobile Experiences Base</li> <li>▪ Identity Services Engine (ISE) Base</li> <li>▪ Cisco Stealthwatch (coming soon)</li> <li>▪ PI Lifecycle/Assurance</li> </ul>
<b>Advanced Mobility Services</b> (Advantage Applications)	<ul style="list-style-type: none"> <li>▪ Connected Mobile Experiences</li> <li>▪ Wireless Intrusion Prevention System</li> </ul>
<b>Foundation for Switching</b> (Essentials)	<ul style="list-style-type: none"> <li>▪ IP Base</li> <li>▪ Cisco TrustSec®, Medianet, Stub Routing, converged access, Flexible NetFlow (FNF), Wireshark, virtual switching system, In-Service Software Upgrade (ISSU)</li> <li>▪ ISE Base</li> <li>▪ Cisco Stealthwatch (coming soon)</li> </ul>
<b>Campus Fabric</b> (Advantage Applications)	<ul style="list-style-type: none"> <li>▪ IP services</li> <li>▪ Full Layer 3 Routing, virtualization (Virtual Routing and Forwarding, Easy Virtual Network), Intermediate System-to-Intermediate System (IS-IS), Web Cache Communication Protocol (WCCP), multicast</li> </ul>
<b>Foundation for WAN</b> (Essentials)	<ul style="list-style-type: none"> <li>▪ SEC license</li> <li>▪ Cisco TrustSec, MACsec, Cisco IOS® VPN, Cisco IOS IPS, Cisco IOS Zone-Based Firewall (ZBFW), Cloud Web Security Connector, SSL VPN</li> <li>▪ APP license</li> <li>▪ Application Visibility and Control, MPLS, Wide Area Application Services (WAAS), FNF, etc.</li> </ul>

Cisco ONE Software Suites	Core Cisco Components	Cisco ONE Software Suites	Core Cisco Components
	<ul style="list-style-type: none"> <li>Akamai Connect (coming soon)</li> <li>WAAS Central Manager</li> <li>Intelligent WAN - application</li> <li>Umbrella Branch (coming soon)</li> <li>PI Lifecycle/Assurance</li> </ul>	<b>Data Center Fabric</b> (Advantage Applications)	<ul style="list-style-type: none"> <li>SAN Enterprise</li> <li>Cisco Prime DCNM-SAN</li> <li>VDC</li> <li>MPLS</li> <li>FCoE</li> </ul>
<b>WAN Collaboration</b> (Advantage Applications)	<ul style="list-style-type: none"> <li>TDM Gateway</li> <li>Cisco Unified Border Element (CUBE)</li> <li>Cisco Unified Communications applications (Call Manager Express/Survivable Remote Site Telephony)</li> </ul>	<b>Cisco ONE Enterprise Cloud Suite (ECS)-Infrastructure Automation</b> (Essentials)	<ul style="list-style-type: none"> <li>Cisco UCS® Director</li> <li>Cisco UCS Performance Manager</li> <li>Cisco UCS Central</li> <li>Integrated Management Controller Supervisor</li> <li>Virtual Application Cloud Segmentation (3 application containers)</li> </ul>
<b>Foundation for Networking</b> (Essentials)	<ul style="list-style-type: none"> <li>FabricPath</li> <li>Virtual device context (VDC)</li> <li>Fibre Channel over Ethernet Overlay Transport Virtualization/LIS (FCoE OTV/LIS)</li> <li>LAN Enterprise</li> <li>Cisco Prime® Data Center Network Manager (DCNM)-LAN Application Centric Infrastructure Fabric</li> <li>Remote Integrated Services Engine (RISE)</li> <li>Intelligent Traffic Director</li> <li>Cisco Nexus® Data Broker</li> <li>Cisco Nexus Fabric Manager</li> </ul>	<b>ECS-Big Data Management</b>	<ul style="list-style-type: none"> <li>Cisco UCS Director Express for Big Data</li> </ul>
		<b>Tetration Analytics</b> (Advantage Applications)	
		<b>ECS-Cloud Management</b> (Essentials)	<ul style="list-style-type: none"> <li>CloudCenter Manager</li> <li>CloudCenter Orchestrator (2)</li> <li>CloudCenter VMs (100)</li> </ul>

Collaboration Suites	Core Suite Capabilities*	Collaboration Suites	Core Suite Capabilities*
<b>Cisco Spark™ Flex Plan EC Suite</b>	<ul style="list-style-type: none"> <li>▪ Cisco Business Messaging</li> <li>▪ Cisco Basic Meetings</li> <li>▪ Cisco Advanced Meetings (either Cloud or Prem.)</li> <li>▪ Cloud (either Cloud, Partner Hosted, or Prem.)</li> <li>▪ Audio options: VoIP included, Toll Named User (TNU), CCA-SP (Cloud Connected Audio – Service Provider)</li> <li>▪ SWSS 2.0 service options: basic included; enhanced or premium service optional</li> </ul>	<b>Cisco Multiparty Suite</b>	<ul style="list-style-type: none"> <li>▪ Cisco TelePresence® Server (Multiparty video conferencing)</li> <li>▪ Cisco TelePresence Conductor (conference bridging resource management and administration)</li> <li>▪ Cisco TelePresence Management Suite</li> <li>▪ Cisco TelePresence Video Communication Server – Control and Expressway</li> <li>▪ Cisco Multiparty licensing</li> </ul>
<b>Unified Communications Suite</b>	<ul style="list-style-type: none"> <li>▪ Cisco Unified Communications Manager including Session Manager</li> <li>▪ Cisco Expressway Series (Expressway C and Expressway E) firewall traversal for mobile and remote access, including Microsoft integration</li> <li>▪ Cisco Unity Connection Unified/Voice Messaging</li> <li>▪ Attendant Console Standard/Advanced</li> <li>▪ Presence and Instant Messaging (IM)</li> <li>▪ Soft clients and mobile clients (Cisco Jabber® and IP Communicator)</li> <li>▪ Emergency responder (E911)</li> <li>▪ Cisco Call Manager Express</li> <li>▪ Cisco Unity Express</li> <li>▪ Cisco Survivable Remote Site Telephony (SRST)</li> </ul>		<ul style="list-style-type: none"> <li>▪ Cisco TelePresence ISDN Gateway licenses</li> <li>▪ Cisco TelePresence Serial Gateway licenses</li> <li>▪ Cisco Meeting Server and Cisco Meeting App (including single branding)</li> </ul>
		<b>Cisco Meeting Server Add-On Suite</b> Optional add-on to the former Cisco TelePresence Multiparty Suite	<ul style="list-style-type: none"> <li>▪ Cisco Meeting Server and Cisco Meeting App, optional add-on to the Cisco TelePresence Multiparty Suite</li> </ul>
		<b>Cisco WebEx® On-Premises Suite</b>	<ul style="list-style-type: none"> <li>▪ General-purpose web conferencing</li> </ul>

\* The last day this suite and combined services or PSS will be available to order is July 29, 2017 (the end of Q4 FY17).

Collaboration Suites	Core Suite Capabilities*	Security Suites	Core Suite Capabilities*
<b>Cisco Prime Collaboration Suite</b>	<ul style="list-style-type: none"> <li>Provisioning: Policy creation, MACD, and service activation</li> <li>Assurance: Real-time monitoring, troubleshooting, and testing</li> <li>Analytics: Historic quality, performance, technology consumption, and encvd-user trending</li> </ul>	<b>Email Security Suite</b>	<ul style="list-style-type: none"> <li>Cisco Email Security Appliance (ESA) Premium software bundle (AS, AV, OF, DLP, ENC) License</li> <li>Cisco ESA Advanced Malware Protection License</li> <li>Cisco ESA Graymail Safe-Unsubscribe License</li> </ul>
<b>Cisco Prime Collaboration Suite – Contact Center Assurance Option</b>	<ul style="list-style-type: none"> <li>Topology</li> <li>Event correlation/reduction tailored to the Cisco Unified Contact Center Enterprise deployment</li> <li>Performance dashboard</li> <li>Call trace and analysis</li> </ul>	<b>Email Security Suite</b>	<ul style="list-style-type: none"> <li>Cisco Security Management Appliance Centralized Email Management Reporting License</li> <li>Cisco Cloud Email Security (CES) Premium License</li> <li>Cisco Cloud Email Security AMP Add-on</li> <li>Cisco CES Graymail Safe-unsubscribe License</li> <li>Cisco AMP Threat Grid Daily Submissions License</li> <li>Cisco AMP Threat Grid Private Tagging License</li> <li>Cisco AMP Threat Grid File Packs</li> <li>Cisco AMP Threat Grid Threat Feeds License</li> <li>Cisco AMP virtual Private Cloud Service Subscription</li> </ul>
<b>HCS-Large Enterprise (LE) Management Suite*</b>	<ul style="list-style-type: none"> <li>Zero-touch provisioning</li> <li>Subscriber management</li> <li>Assurance: Real-time monitoring, troubleshooting, and testing</li> </ul>		
<b>Customer Collaboration Suite</b>	<ul style="list-style-type: none"> <li>Enterprise Contact Center platform and applications</li> <li>Inbound and outbound call handling, real-time and historical call reporting</li> <li>Social media monitoring, queuing, and workflow</li> <li>IP-based self-service and call-routing platform including reporting</li> <li>Voice, email, and web media</li> </ul>		

\* The last day this suite and combined services or PSS will be available to order is July 29, 2017 (the end of Q4 FY17).

Security Suites	Core Suite Capabilities*
<b>Cloud &amp; Web Security Suite</b>	<ul style="list-style-type: none"> <li>▪ Cisco Web Premium Software Bundle (WREP+WUC+AMAL) Licenses</li> <li>▪ Cisco Web Security Appliance Advanced Malware Protection License</li> <li>▪ Cisco SMA Centralized Web Management Reporting License</li> <li>▪ Cisco Web Anti-Virus McAfee License Key</li> <li>▪ Cisco Web Security Advanced Reporting License</li> <li>▪ Cisco Umbrella Insights with Gold Support</li> <li>▪ Cisco Umbrella Platform with Gold Support</li> <li>▪ Cisco Umbrella Platinum Support</li> <li>▪ Cisco Cloudlock 1 -7 Apps License for Commercial Customers</li> <li>▪ Cisco Cloudlock 1-7 Apps License for Federal Customers</li> <li>▪ Cisco Cloudlock Add-ons for Commercial Customers</li> <li>▪ Cisco Cloudlock Add-ons for Federal Customers</li> <li>▪ Cisco AMP Threat Grid Daily Submissions License</li> <li>▪ Cisco AMP Threat Grid Private Tagging License</li> <li>▪ Cisco AMP Threat Grid File Packs</li> <li>▪ Cisco AMP Threat Grid Threat Feeds License</li> <li>▪ Cisco AMP virtual Private Cloud Service Subscription</li> <li>▪ Cisco Defense Orchestrator for Umbrella</li> <li>▪ Cisco Cloud Web Security Premium Bundle (Base, CTA, AMP)</li> </ul>

Security Suites	Core Suite Capabilities*
<b>Policy &amp; Visibility Suite</b>	<ul style="list-style-type: none"> <li>▪ Cisco Stealthwatch Flow Rate License</li> <li>▪ Cisco Stealthwatch Cloud License</li> <li>▪ Cisco Stealthwatch Endpoint License</li> <li>▪ Cisco Stealthwatch Learning Network License</li> <li>▪ Cisco Identity Services Engine Base License</li> <li>▪ Cisco Identity Services Engine Plus License</li> <li>▪ Cisco Identity Services Engine Apex License</li> <li>▪ Cisco ISE Device Administration License</li> </ul>
<b>Security Essentials Suite</b>	<ul style="list-style-type: none"> <li>▪ Cisco NGIPSv IPS, Apps, AMP and URL Services License for Next Generation Firewall devices</li> <li>▪ Cisco NGIPSv IPS, Apps, AMP and URL Services License for Next Generation IPS devices</li> <li>▪ Cisco NGIPSv IPS, Apps, AMP and URL Services License for Integrated Services Routers</li> <li>▪ Cisco AnyConnect Apex License</li> <li>▪ Cisco Advanced Malware Protection Service for Endpoints License</li> <li>▪ Cisco AMP Threat Grid Daily Submissions License</li> <li>▪ Cisco AMP Threat Grid Private Tagging License</li> </ul>

Security Suites	Core Suite Capabilities*
	<ul style="list-style-type: none"> <li>• Cisco AMP Threat Grid File Packs</li> <li>• Cisco AMP Threat Grid Threat Feeds License</li> <li>• Cisco ESA Advanced Malware Protection License</li> <li>• Cisco WSA Advanced Malware Protection License</li> <li>• Cisco CES Advanced Malware Protection License</li> <li>• Cisco AMP virtual Private Cloud Service Subscription</li> <li>• Cisco Defense Orchestrator for Next-Generation Firewall and Next-Generation IPS</li> </ul>

### Service Notes:

Cisco Software Support Service (SWSS) provides complete coverage for your software applications to help protect your investment and maintain business continuity for your Cisco software products. We want every customer who buys Cisco software to get great software support services.

SWSS includes 24x365 TAC support, major, minor, and maintenance software release updates, license portability, ongoing innovation, and access to online resources (with Cisco ONE Software purchases), and online resources.

SWSS support will be entitled at the product family level for each suite the customer is entitled to within the Cisco EA.

### Next Steps

To learn more about Cisco EA, please contact your regional territory manager.

Search for eligible partners by Cisco Enterprise Agreement suites with the [Partner Locator Tool](#). Click on Advanced Search Criteria > Additional Partner Programs > Check the box of the EA suite(s) you require.

