Cisco True Forward
A smarter, more predictable way to manage growth. Only with the Cisco Enterprise Agreement and Cisco Service Provider Network Agreement.

Most license agreements require a “true up” once a year.

That can mean unexpected fees
Extra time and management
And new budget headaches

It’s time for more predictable software budget management, with no surprises.

True Forward adjusts your consumption at the beginning of the next annual billing cycle.

No retroactive true up fees
No changes to license pricing over the agreement
No surprises

Your Cisco software portfolio has never been so flexible and easy to manage.

Saving you time and money

Here’s how it works

For a company with 2000 Cisco DNA for Wireless Access Point (AP) Licenses under a three-year Cisco Agreement:

1. Company grows and uses an extra 100 APs.
   True Forward adjusts the agreement to 2100 AP licenses for the next two years. No retroactive billing.

2. Company grows more and uses an extra 200 APs.
   True Forward adjusts the agreement to 2300 AP licenses for the next year. No retroactive billing.

3. Cisco Agreement ends, no change for incremental usage.
   The next agreement will be based on the company’s most current license count.

True Forward. The smarter, more predictable way to manage your licenses.

Learn more about True Forward, available only with Cisco.

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