

Cisco True Forward

A smarter, more predictable way to manage growth. Only with the Cisco Enterprise Agreement.



You depend on your **software** to power your business. But businesses change, and it's not always easy to predict how you'll be using it.

Most enterprise 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. Only with the Cisco Enterprise Agreement.

True Forward adjusts Enterprise Agreement 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 Enterprise Agreement:



Year **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.

Company grows more and uses an extra 200 APs.

Year **2**

True Forward adjusts the agreement to 2300 AP licenses for the next year. No retroactive billing.



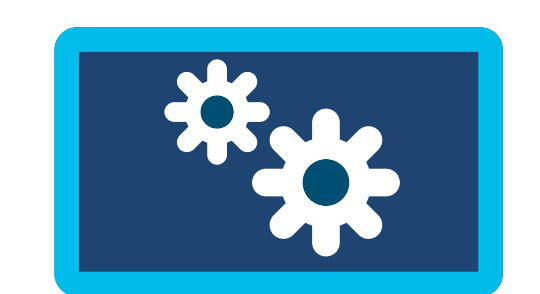
Year **3**

Cisco Enterprise Agreement ends, no change for incremental usage.

The next Enterprise 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 the Cisco Enterprise Agreement.

Visit cisco.com/go/ea