



# Cisco Solution Support for Application Centric Infrastructure Price Change Review

Mark Schietinger

Services Product Manager, Cisco Technical Service Product Management

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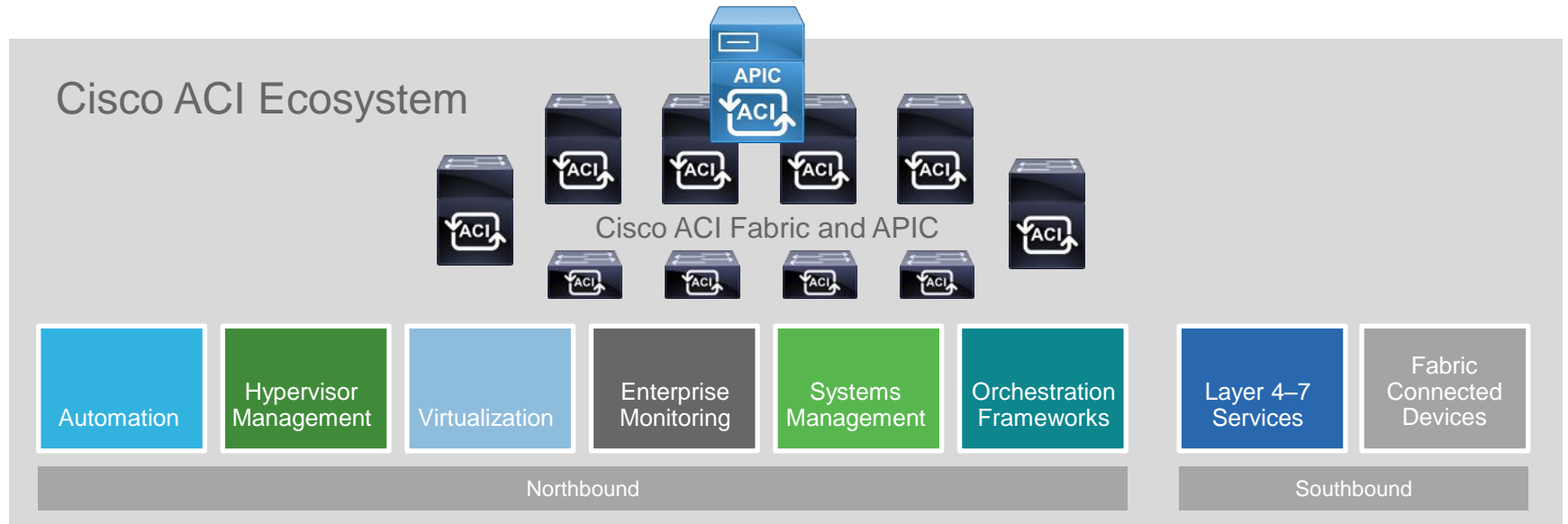
# Today We'll Cover.....

- Cisco Application Centric Infrastructure Overview
- What Has Changed
- Revised Pricing Summary
- Key Dates

# Cisco Application Centric Infrastructure

Cisco Application Centric Infrastructure (ACI) provides rapid deployment of business applications onto networks with scale, security, and full visibility.

Cisco Solution Support for ACI promotes adoption and implementation.



# What Has Changed

- Cisco's go-to-market strategy focuses on Cisco ACI Starter Bundles to facilitate and promote adoption of Cisco ACI in customer data centers.
- Cisco Solution Support for ACI pricing on Cisco Application Policy Infrastructure Controller (APIC) has been significantly reduced to facilitate and promote adoption of Cisco ACI.
- Pricing
  - Now optimized for Cisco ACI Starter Bundles
  - Initially, pricing for APIC was optimized for production scale deployments
- The new pricing implementation date is targeted for April 13, 2015.

# Solution Support for ACI Pricing Summary

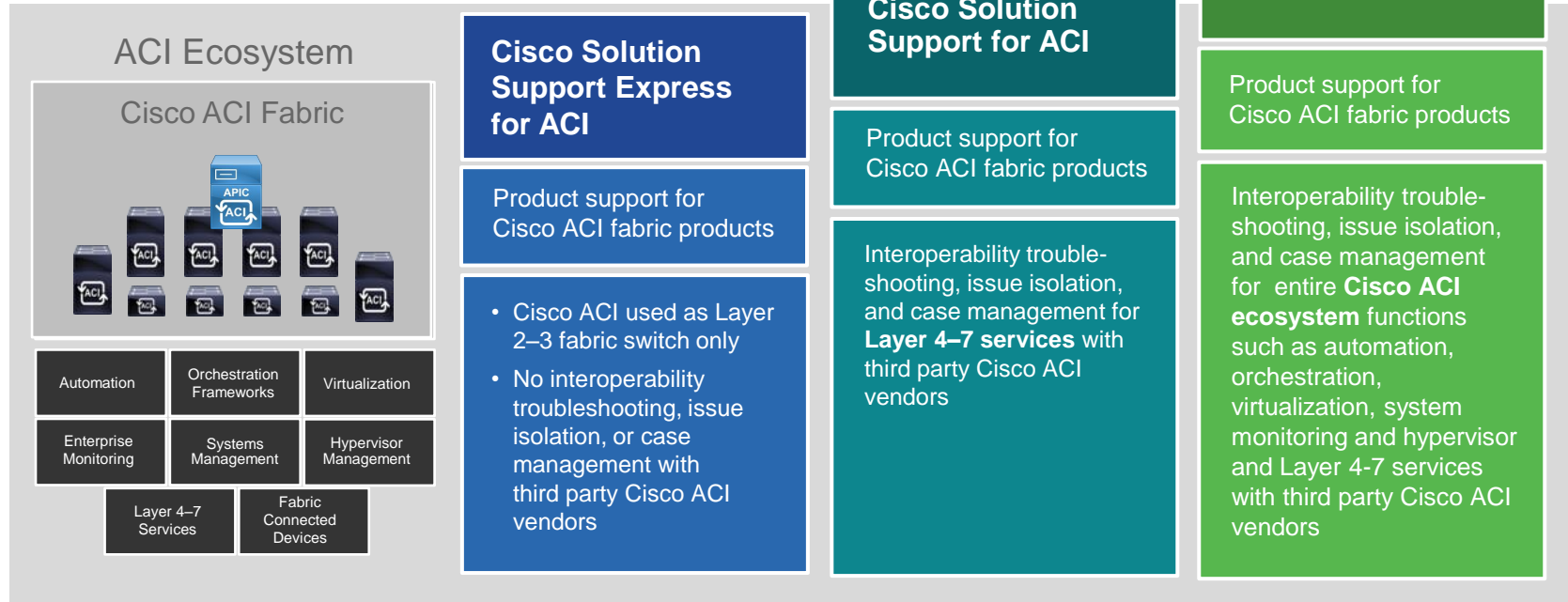
## Pricing

- Solution Support for ACI pricing is now optimized for ACI starter bundles:
  - APICs
  - ACI software licenses
- Cisco Nexus 9000 Series Switches will continue to be priced the same as Cisco SMARTnet service.

## Premium

- A Solution Support premium can be applied only to the Cisco APIC.
- No premium can be applied to Nexus 9000 Series Switches.
- SMARTnet and Solution Support for ACI pricing is equivalent to pricing for Cisco Nexus 9000 Series Switches.

# Cisco Solution Support for ACI Overview



# Solution Support for ACI Price Change for the APIC

| Solution Support for ACI Services      | APIC            | Original USD List Price (NBD) | New Lower USD List Price (NBD) | Percent Decrease (%) |
|--|-----------------|-------------------------------|--------------------------------|----------------------|
| Solution Support Express for ACI       | APIC-CLUSTER-M1 | \$5,914                       | \$1,992                        | 66%                  |
|  | APIC-CLUSTER-L1 | \$18,536                      | \$3,999                        | 78%                  |
| Solution Support for ACI (Layer 4 – 7) | APIC-CLUSTER-M1 | \$10,449                      | \$4,248                        | 59%                  |
|  | APIC-CLUSTER-L1 | \$32,747                      | \$8,529                        | 74%                  |
| Solution Support Plus for ACI          | APIC-CLUSTER-M1 | \$13,307                      | \$5,049                        | 62%                  |
|  | APIC-CLUSTER-L1 | \$41,706                      | \$10,138                       | 76%                  |

# Typical Solution Support for ACI Pricing Comparisons

| Cisco ACI Configurations                               | Comparison Categories                                   | Solution Support for ACI (L4-L7) | Solution Support Plus for ACI | Solution Support Express for ACI |
|--|---|----------------------------------|-------------------------------|----------------------------------|
| Typical Cisco ACI starter bundle with 192 ports        | % of total configuration list                           | 4.7%                             | 4.9%                          | 3.9%                             |
|  | % difference over Solution Support Express <sup>1</sup> | 20%                              | 26%                           | NA                               |
| Cisco APIC medium cluster configuration with 384 ports | % of total configuration list                           | 4.1%                             | 4.3%                          | 3.6%                             |
|  | % difference over Solution Support Express <sup>1</sup> | 14%                              | 19%                           | NA                               |
| Cisco APIC large configuration with 720 ports          | % of total configuration list                           | 4.4%                             | 4.5%                          | 3.9%                             |
|  | % difference over Solution Support Express <sup>1</sup> | 12%                              | 16%                           | NA                               |

**Note:** Solution Support Express for ACI is an equivalent for SMARTnet for Cisco ACI as a Layer 2 fabric switch. SMARTnet is not available for the APIC.



# Important Dates



**Effective February 1, 2015**

New Solution Support  
Plus and Express  
launched for  
the Cisco APIC



**Effective March 1, 2015**

SMARTnet no longer  
available for the Cisco  
APIC, only Solution  
Support for ACI



**Effective April 13, 2015**

Price reduction for  
Solution Support  
for ACI for the  
Cisco APIC

# Call to Action

- Attach the appropriate Solution Support for ACI service to the APIC
  - Solution Support for ACI for Layer 4-7 support
  - Solution Support Plus for ACI for entire ACI ecosystem support
  - Solution Support Express for ACI for ACI fabric as Layer 2 fabric switch only
- Ensure Solution Support for ACI is attached to all Cisco Nexus 9000 Series Switches
  - Initial POS for greenfield
  - Conversion of NX-OS standalone to Cisco ACI fabric
  - New Cisco Nexus 9300 leafs switches-added to the Cisco ACI fabric
- Contact your local Cisco partner services development manager for more information

# Additional Information on Solution Support for ACI

# Target Customers for Solution Support for ACI

This Service

Is for Customers Who:

**Cisco Solution Support Plus for ACI (SSPT Plus for ACI)**

- Are virtualizing their entire infrastructure
- Want to leverage the full functionality of the API control across their entire Cisco ACI ecosystem
- Use Cisco APIC capabilities to manage devices and interface with all third party Cisco ACI vendor products using northbound and southbound APIs and Cisco OpFlex™

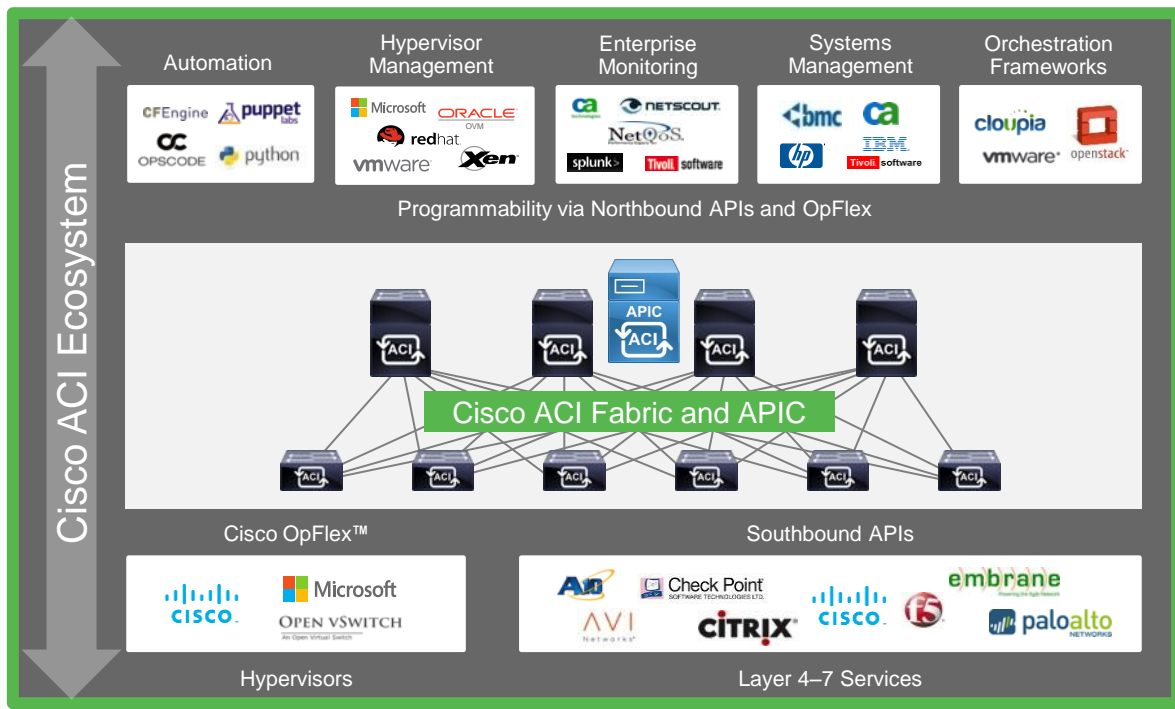
**Cisco Solution Support for ACI (SSPT for ACI )**

- Are virtualizing their network and manage the layer 4–7 services through the Cisco APIC

**Cisco Solution Express for ACI (SSPT Express for ACI)**

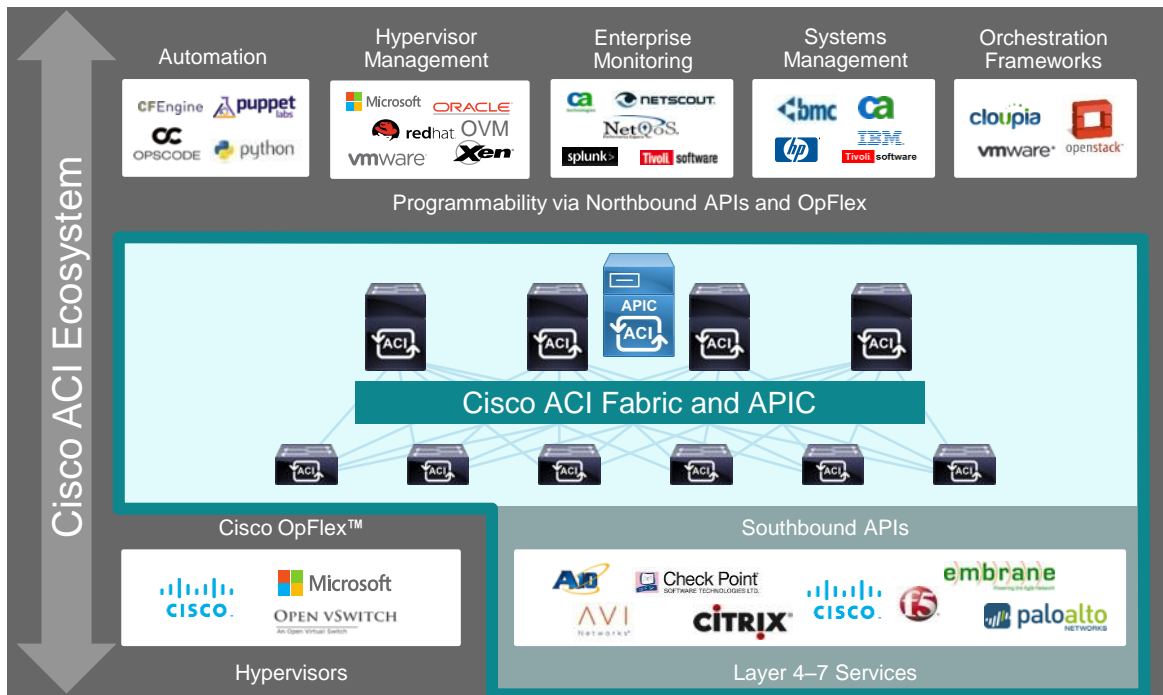
- Manage Cisco Nexus® 9000 leaves and spines as layer 2–3 fabric switches with limited functionality from the Cisco APIC
- Will continue using traditional, legacy networking devices (e.g., load balancers, firewalls, security) which will not be recognized by the Cisco APIC for Cisco ACI

# Solution Support Plus for ACI – NEW



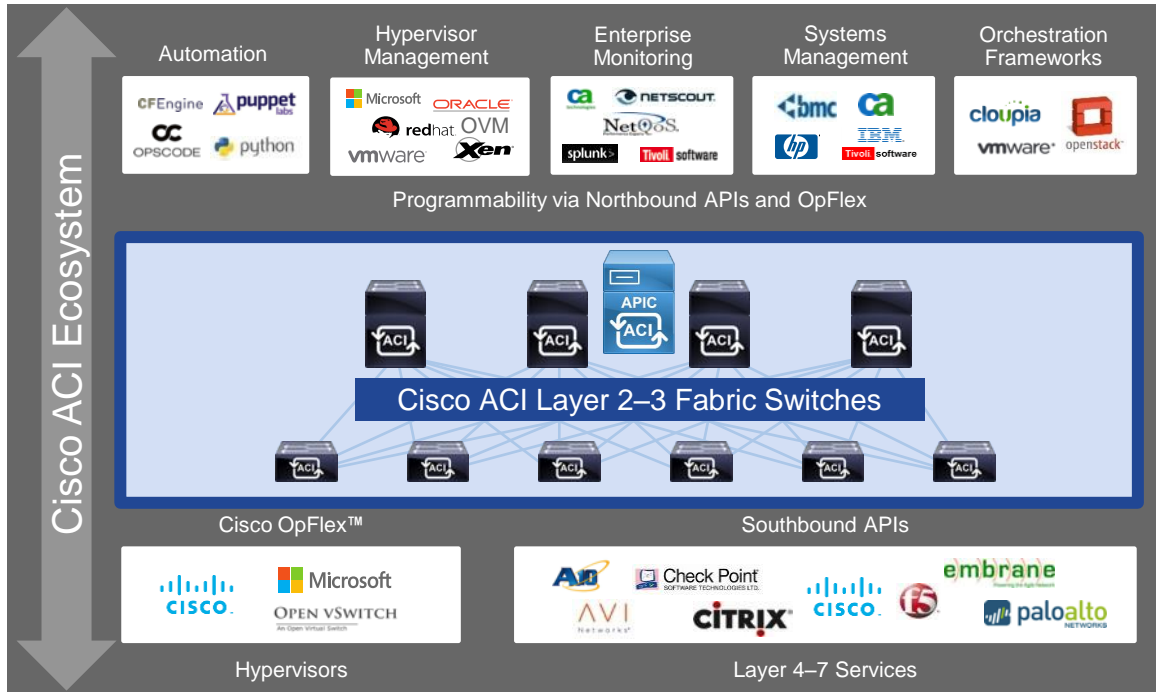
- Interoperability troubleshooting of **entire Cisco ACI ecosystem** with Cisco ACI third party vendors
- Issue isolation and case management **with all Cisco ACI third party vendors**
- Product support in a single contract with SMARTnet-equivalent deliverables for Cisco ACI Fabric products
- “Required” (former “Mandatory”) for the Cisco APIC
- **Does not** include Cisco ACI third party vendor product support

# Solution Support for ACI – EXISTING



- Interoperability troubleshooting of **Layer 4–7 services** with Cisco ACI third party vendors
- Issue isolation and case management **with Layer 4–7 Cisco ACI third party vendors**
- Product support in a single contract with SMARTnet equivalent deliverables for Cisco ACI fabric products
- “Required” (formerly “Mandatory”) for the Cisco APIC
- **Does not include** Cisco ACI third party vendor product support

# Solution Support Express for ACI – NEW



- Product support for the Cisco APIC, ACI software licenses, Cisco Nexus® 9300 (leaf) and 9500 (spine) switches used as layer 2–3 fabric switches in traditional networks only
- Provides SMARTnet-equivalent deliverables
- For issues with third party vendor products, a warm hand-off to other Cisco TAC Teams; third party Cisco ACI vendor **without follow up or case management**
- No Registered Device Packages in the APIC
  - Layer 4–7 devices treated as IP address



**CISCO**

*TOMORROW starts here.*