



# Digital transformation, simpler than ever.

Unleash the power of Cisco and Microsoft to drive AI transformation, strengthen security, advance networking, and shape the future of hybrid work.

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# Bring cloud and AI journeys to life.

Power digital transformation across distributed, hybrid environments with Cisco and Microsoft.

By aligning Microsoft cloud and AI solutions with security, networking, and observability from Cisco, you can help customers simply add control, accelerate growth—and establish a foundation to do even more.

Together, we provide a platform that's open and interoperable—built for integration and consolidation. Give your customers' IT and security teams the visibility and flexibility they need to take action... faster than ever.

# Cisco and Microsoft. Where innovation meets insight.

## AI-ready

- Prepare for future innovation with AI-ready infrastructure and capabilities for modernization without business disruption.
- Support the scale and performance requirements of AI in data center and cloud environments.

## Future proof

- Create frictionless experiences through secure networking, immersive collaboration, and smart building technology.
- Help customers modernize and connect them to immersive workplace experiences anytime, anywhere.
- Embed advanced, zero-trust security and quantum-safe technologies to ensure resilient, secure access and protection across all modern workplace environments.

## Digital resilience

- Recover from cyber and performance issues faster across owned and unowned environments with assurance for application delivery.
- Facilitate secure networking and gain comprehensive threat prevention, detection, and investigation through real-time performance data, smart recommendations, and closed-loop automation.
- Maintain compliance across distributed applications and infrastructure through enhanced visibility and control.

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# Why Cisco and Microsoft?

As the most reliable, top tier partners in the industry, we make it easy to evolve any network. A comprehensive portfolio of multi-cloud solutions and services take customers and their organizations exactly where they want to go.

## The Cisco advantage

Cisco uniquely integrates networking, security, observability, and collaboration into a single platform—enhanced by Splunk’s unified data analytics—to deliver unmatched performance and insights.



## Fueled by Azure Marketplace

- Customers are choosing digital marketplaces for quicker, more streamlined procurement.
- By 2025, 80% of B2B sales will be digital, led by marketplaces.
- Buyers want proven, secure SaaS solutions and prefer to buy, not build, with straightforward contracts and predictable budgets.

83%

faster  
deployments

10x

network  
performance

70%

lower  
energy use

75%

faster  
detection

# Grow with Azure Marketplace's global scale.

Cisco partners can leverage Microsoft Azure Marketplace using Multiparty Private Offers (MPO) and Reseller Enables Offer (REO) programs. These programs simplify cloud procurement, expand reach, and unlock new revenue opportunities for partners selling Cisco and Splunk solutions.

Continue leveraging your expertise and existing tools while growing your portfolio and meeting customers where they want to buy. Sales still flow through CCW, the process you know and trust—add only one step to route transactions through Azure Marketplace.

## Multiparty Private Offers (MPO)

## Reseller Enables Offer (REO)

### Overview

Partner collaborates with Cisco to create private offers, which are published in Azure Marketplace. Customers purchase directly through Azure, using pre-committed budgets (MACC).

Partners manage marketplace listings and transactions directly, with the ability to use pre-committed budgets (MACC).

### Benefits

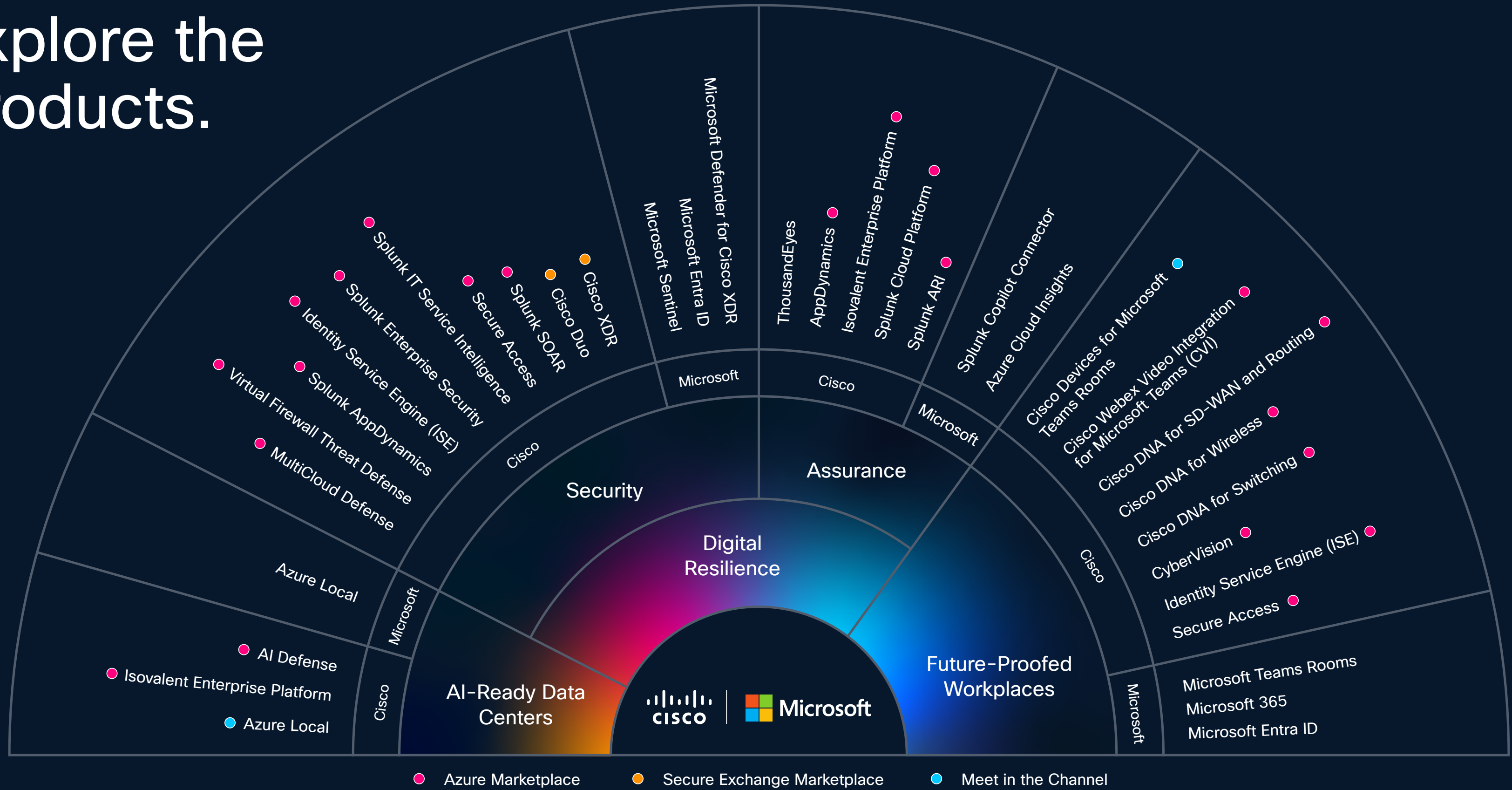
- Counts toward MACC and incentive-applicable
- Faster, streamlined sales cycles
- Microsoft co-sell support
- Listing fees covered by Cisco

- Same as MPO
- Ideal for complex/enterprise agreements (Cisco EAs/WPAs)
- Global reach and flexibility

Available in the U.S., U.K., and Canada.

Available globally. Countries excluded: India, China, Mexico, Singapore, Brazil, New Zealand, Russia, Belarus, South Korea.

# Explore the products.



# Our partnership doesn't end in Azure Marketplace.

Cisco and Microsoft deliver a seamless experience across collaboration solutions with Cisco Devices for Microsoft Teams Rooms.

[Read more](#)



Room Navigator



Desk Pro



Board Pro 55/75



Room Kit EQX



Room Bar



Room Bar Pro



Room Kit EQ



Room Kit Pro



Desk Camera  
4K



Headset 320  
Series



Headset 720  
Series



Bang & Olufsen  
Cisco 950

# Splunk is enterprise ready.

Give your customers the best unified security and observability from market leaders in cloud and AI for unmatched resilience across their entire digital footprint.

Customers can easily leverage their MACC to purchase Splunk in the Azure Marketplace quickly and economically. There is a 1:1 decrement of MACC against any Splunk investment, including customized private offers for their specific solution and implementation requirements.

## Easy as 1, 2, 3

1

Splunk (and partner) defines solution and investment details for the private offer

2

The private offer is published in Azure Marketplace portal for review and acceptance

3

Customer subscribes to complete the purchase and activate Splunk deployment

splunk>

30%

improved time savings for payments and finance purchasing teams

50%

reduced employee effort required for each procurement and engagement

**#1 analyst-validated leader**  
Only vendor rated a leader in security and observability

**Azure Marketplace and MACC-eligible**  
Friction-free, private offer procurement

**99% faster TDIR<sup>1</sup>**  
With 90% less alerts

<sup>1</sup>Splunk, Soriana Customer Success Story

# Meet current and future needs with a strong partnership.

Cisco and Microsoft's robust partner channel ecosystem and vast experience gives customers access to the best solutions for their network.

We deliver an integrated application infrastructure solution set. It's the perfect combination of network, security, observability, and collaboration architectures and services from Cisco, and application, software, and cloud-first tools from Microsoft, covering everything from on-prem to the cloud. Using a strong line of business relationships—tapping into 350,000 businesses actively using Azure—you can sell Cisco and Microsoft better, together.

