

Authorized Technology Provider Program

Cisco TelePresence Video Master Multinational ATP Program Requirements

This Cisco TelePresence® Video Master Multinational ATP Program Requirements Document (PRD) sets forth the requirements for a Cisco partner's participation in the Cisco TelePresence Video Master Multinational Authorized Technology Provider (ATP) Program. The program requirements consist of (a) the **Indirect Channel Partner Agreement (ICPA) and/or Systems Integrator Agreement**, as amended, (either is referred to as the "Resale Agreement") executed by and between Cisco and ATP Partner, the terms and conditions of which are incorporated herein by this reference, and (b) the requirements set forth below, together with the appendixes attached hereto. If there is a conflict between the **Program Requirements Document** and the **Resale Agreement**, the terms of the **Program Requirements Document** shall take precedence. Capitalized terms not otherwise defined in the Cisco TelePresence Video Master Multinational ATP PRD shall have the meanings specified in the **Resale Agreement**.

Please Note: All partners invited to participate in the Cisco TelePresence Video Master Multinational ATP Program will have exactly 180 days from the issuance of the invitation to complete the program requirements outlined below. After 180 days all ATP Program invitations will expire and partners will have to be reinvited into the program to complete all program requirements.

Part 1. Program Overview

1.1 Program Goals

The goal of the Cisco® ATP Program is to develop the global market opportunity for advanced and emerging technology solutions through qualified Cisco channel partners. The TelePresence Video Master Multinational ATP Program is focused on enabling Cisco TelePresence Video Master ATP Partners with a regional presence to leverage their investment to more easily and more cost-effectively do business in certain geography. Qualified Cisco TelePresence Video Master Multinational ATP Partners are recognized on the Cisco Partner Locator, allowing the partners to differentiate themselves from competitors and providing them the opportunity to enter into new markets.

The specific goals of the Cisco TelePresence Video Master Multinational ATP Program are to:

- Allow Cisco TelePresence Video Master ATP Partners to expand their country-based authorizations to an entire Cisco defined geography, enabling these partners to market, sell, and deploy the TelePresence Video Master products and solutions across an entire Cisco geography.
- Ensure excellence in customer satisfaction with the Cisco TelePresence Video Master solution.

1.2 Cisco Region Definitions

For the Cisco TelePresence Video Master Multinational ATP Program, qualifying partners will be awarded Cisco TelePresence Video Master Multinational ATP Partner status in every country included in a specific region as defined at http://www.cisco.com/web/partners/pr11/pr8/pr51/partners_program_country_grouping_list.html.

If a partner receives ATP Partner status in a country group that includes a country within the European Economic Area (“EEA”), the ATP Partner is authorized to provide Cisco TelePresence Video Master Multinational and services in an EEA country (“Destination Country”) where it is not qualified to participate in the program, provided it has either: (a) subcontracted the services function required under this program to another partner qualified in the Destination Country as set forth herein; or (b) made other arrangements to Cisco’s reasonable satisfaction, such approval not to be unreasonably withheld or delayed, to provide the services function required under this program in the Destination Country of a quality equivalent to the services provided by a partner qualified in that country to provide such services.

Cisco geographies are:

- APJC (Asia Pacific, Japan, and Greater China)
- EMEAR (Europe, the Middle East, Africa, and Russia)
- Americas (United States, Canada, and Latin America)

1.3 ATP Products

The products associated with the Cisco TelePresence Video Master Multinational ATP Program include the Cisco TelePresence Video desktop, personal, and multipurpose room systems. They include endpoint solutions such as Movi and C Series codec-based, purpose-built vertical systems. They also include infrastructure solutions such as gateways, scalable multipoint conferencing, full-featured Cisco TelePresence Video Communication Server (VCS) solutions, and advanced application services such as the Cisco TelePresence Advanced Media Gateway Series. The Cisco TelePresence Video Master Multinational ATP Program also grants access to the immersive TelePresence Video endpoints.

The products listed above are referred to collectively in this document as the “Cisco TelePresence Video Master Solution.” This Cisco TelePresence Video Master Multinational ATP PRD is specific to these products. A full list of these products can be found at <http://www.cisco.com/web/partners/pr11/atp/index.html#~2>.

Part 2. Program Requirements

2.1 Business Requirements

ATP Partner must complete (and thereafter maintain) all requirements set forth herein within one hundred eighty (180) calendar days of the date of ATP Partner’s invitation to the Cisco TelePresence Video Master Multinational ATP Program. **Partners are not fully qualified and will not be recognized as ATP partners on the Partner Locator until all ATP program requirements have been met.** Once all ATP program requirements have been met, the partner will be fully qualified as a Cisco TelePresence Video Master Multinational ATP Partner on the Partner Locator.

The business requirements for participation in the Cisco TelePresence Video Master Multinational ATP Program are:

- 2.1.1 For the duration of ATP Partner’s participation in the Cisco TelePresence Video Master Multinational ATP Program, ATP Partner must continue to be an authorized Cisco channel partner with a valid Resale Agreement.
- 2.1.2 As part of the underlying Master Host requirement, **ATP Partner must be an Approved Express Collaboration Specialized Partner or Advanced Collaboration Architecture Specialization Partner.** Partner must maintain a defined level of approved TelePresence Video Master ATP authorized

entities distributed in one (1) Cisco region, including Cisco TelePresence Video Master ATP Hosts and Cisco TelePresence Video Master ATP Satellite locations as indicated below.

TelePresence Video Master Multinational ATP Qualification in Americas

Partner must have two (2) Cisco TelePresence Video Master Host ATP authorized locations and two (2) Cisco TelePresence Video Master Satellite ATP authorized locations.

- One (1) of the Host ATP authorized locations must be in the United States.

TelePresence Video Master Multinational ATP Qualification in EMEAR

Partner must have two (2) Cisco TelePresence Video Master Host ATP authorized locations and two (2) Cisco TelePresence Video Master Satellite ATP authorized locations.

- Two (2) of the Host ATP authorized locations must be in the European Economic Area (EEA)

TelePresence Video Master Multinational ATP Qualification in APJC

Partner must have two (2) Cisco TelePresence Video Master Host ATP authorized locations and two (2) Cisco TelePresence Video Master Satellite ATP authorized locations.

- Three (3) authorized locations from the five (5) locations listed must be in Japan, India, ASEAN (Association of Southeast Asian Nations), Greater China (China, Taiwan or Hong Kong), or Australia/New Zealand (ANZ). The authorized entities can be either Host or Satellite ATP authorized locations.

Note: Master Satellite location requirements can be met with a Master Host investment. See Appendix A.

- 2.1.3** Partner must adhere to and comply with all requirements and program components of the Cisco TelePresence Video Master Multinational ATP PRD.
- 2.1.4** Partner will be able to use partnering programs, such as Global Partner Network (GPN) and the deal order exception process, when working with other Cisco TelePresence Video ATP Partners to procure products.
- 2.1.5** ATP Partner must have the capability to offer Cisco Support Services via a valid services contract or through a Cisco Authorized Distributor. For more information on the services available, go to <http://www.cisco.com/go/servicedescriptions>.
- 2.1.6** ATP Partner must offer each of the following services capabilities for Cisco TelePresence Video solutions: prepare, plan, design, and implement (PPDI). Partner must provide each of these services through internal capabilities. Partner may offer Cisco delivered services for Cisco TelePresence optimization (see Section 2.1.6).
- 2.1.7** ATP Partner must follow the underlying TelePresence Video ATP Master Host and Satellite ATP Program Partner Mentored Installation requirements to include Cisco Advanced Services (AS) Mentoring for the first installation of each specific immersive unit, regardless of the size or complexity of the deployment. At a minimum, the partner must have met the Partner Mentored Installation requirement in one (1) geography.

Note: Master ATP Partners that have completed a T3 implementation will not need mentoring for the T3, but they will need mentoring for the 3000 Series if they have not implemented it before. The converse is also true for a Master ATP Partner that has completed a 3000 Series implementation.

Demonstration equipment purchases can be used to meet the mentored installation requirement, as referenced in the Cisco TelePresence Video Master ATP [Program Requirements Document](#).

- 2.1.8** Partner is responsible for delivering TelePresence Video Master solution into the country of installation, including importation, duties, taxes, Cisco order assurance, and local installation.
- 2.1.9** ATP Partner must agree to submit to an annual review to verify documentation of its procedures and validate its adherence to the ATP program requirements set out in Sections 2.1.1 through 2.1.9 above.

2.2 Personnel Role Descriptions and Requirements

This section describes the personnel roles, including functional responsibilities and desired skills that Cisco requires for the successful sale, design, implementation, and operation of Cisco TelePresence Video Master Multinational ATP products. **The roles described below will be considered the Cisco TelePresence Video Master Multinational ATP subject matter experts (SMEs) within the partner's company.** These roles should be the first stop for all Cisco TelePresence Video questions internally.

The personnel requirements identified in the following sections are minimum requirements to qualify for the Cisco TelePresence Video Master Multinational ATP Program.

The persons that fulfill the Global TelePresence Program Expert (GTPE) role may fulfill another GTPE role in any other Cisco TelePresence Video Master Multinational ATP Program.

ATP Partner does not need to hire additional personnel for these roles.

Please note: If ATP Partner should lose one of the persons fulfilling the roles below, the ATP Partner will have 30 days to notify Cisco of the noncompliant contact for said role. Partner should open a case with Customer Service Central at: <http://www.cisco.com/go/cs> to report the role requirement status change. Failure to do so can result in disqualification as an ATP partner. Upon notification, Cisco will allow the partner 90 days to train and assign a new person to fulfill the ATP role.

The Cisco TelePresence Video Master Multinational ATP Program requires one personnel role. The role is:

Global TelePresence Video Program Expert (GTPE): One GTPE is required. This senior Executive sponsor resource in the partner organization does not require additional training; however they should be empowered to make decisions for all underlying Master Host and Master Satellite authorized locations.

2.3 Personnel Role Training

There are no additional role training requirements for TelePresence Video Master Multinational ATP Partners. However, the TelePresence Video Master Multinational ATP Partner must maintain all highly recommended training and mandatory exam requirements as part of the underlying TelePresence Video Master ATP Host and Satellite designations.

2.4 Demonstration Requirement

ATP Partners must be able to demonstrate endpoint and AV integration with Cisco TelePresence Video solutions. After building out infrastructure capabilities in two Master Host ATP locations, additional Master Host ATP locations for the same partner may use the central infrastructure at the two other locations, as long as they can demonstrate the features and capabilities of the demonstration products required. Cisco TelePresence Video Master Multinational ATP demo equipment may be purchased using the following guidelines:

Master demonstration requirements in all locations as defined in associated TelePresence Video Master ATP Host and Satellite authorized locations.

Americas, EMEAR and APJC – Master Multinational Standalone Demonstration Equipment

Partners must acquire the demonstration equipment listed in Table 1 as part of the Cisco TelePresence Video Master host requirement. Equipment must be in two locations, as indicated in the Cisco TelePresence Video Master Multinational Program Requirements Document (PRD).

ATP partners must acquire the demonstration equipment listed in Table 2 as part of the Cisco TelePresence Video Master satellite requirement. Equipment must be in two locations, as indicated in the Cisco TelePresence Video Master Multinational PRD.

Table 1 –Master Multinational Standalone - Cisco TelePresence Video Master Host Demonstration Equipment Requirements

Endpoints			Infrastructure	
Personal 10-Unique Jabber Licenses			Call Control (Choose One) VCS Control + FindMe Virtual VCS Control VCS as part of Business Edition 8000 Expressway C*	Choose One TelePresence Content Server
Immersive (Choose One)* MX700 with Speaker Track or MX800 with Speaker Track or IX5000			Call Control (Choose One) VCS Expressway Virtual VCS Expressway Expressway E*	TelePresence Server/Interop Multipoint (Choose One) Multiparty Media (MPM) 310 or 320 or 400v or 410v MSE 8000 (with 8710 Blade) or Virtual TP Sever (vTPS)*
Choose two from two different categories			Choose One Business Edition 6000 or Cisco Unified Communications Manager ¹	Management Cisco TelePresence Management Suite Application
Multipurpose	Personal	Solution		Conferencing Conductor*
MX200/G2	EX90	SX10		
MX300/G2	DX650	SX20		
MX700	DX70	SX80		
MX800	DX80			

¹ Minimum 8.6.2 version is required for this product

* Demo, Lab, Training (DLT) will cover these software bundle

- All TelePresence Video Master ATP partners are required to lease or purchase demo equipment. Partners must be able to demonstrate in country endpoint.
- The demo equipment is to be used by the ATP Partner solely for TelePresence Video sales demonstrations, end user training, customer proof-of-concept, and other similar internal activities.
- TX9000, TX1310- only qualifies for renewing Master ATP partners

Table 2 –Master Multinational Standalone - Cisco TelePresence Video Master Satellite Demonstration Equipment Requirements

Endpoints		
Personal		
10-Unique Jabber Licenses		
Immersive (Choose One)		
MX700 with Speaker Track or MX800 with Speaker Track or IX5000		
Choose two from two different categories		
Multipurpose	Personal	Solution
MX200/G2	EX90	SX10
MX300/G2	DX650	SX20
MX700	DX70	SX80
MX800	DX80	

- TX9000, TX1310- only qualifies for renewing Master ATP partners
- All TelePresence Video Master ATP partners are required to lease or purchase demo equipment. Partners must be able to demonstrate in country endpoint.
- The demo equipment is to be used by the ATP Partner solely for TelePresence Video sales demonstrations, end user training, customer proof-of-concept, and other similar internal activities

2.5 Medical Device Requirements for Cisco TelePresence Healthcare Endpoints

This section describes the obligations of the ATP Partner with respect to sales and support of Cisco TelePresence Video products that are registered with the U.S. FDA as Class I Medical Device Data Systems. These products include the VX Clinical Assistant (VXCA), Clinical Presence System (CPS), and Intern MXP and will be referred to in this document as the 'Cisco TelePresence Healthcare Endpoints' or 'Healthcare Endpoints.'

2.5.1 Limitations on Use: ATP Partner acknowledges and agrees that the intended use of the Cisco TelePresence Mobile Healthcare Endpoints is limited to the use(s) expressly set forth in the respective User Guides for each product. ATP Partner further acknowledges and agrees to ensure the End User is aware that the Healthcare Endpoints are not appropriate for use in emergency situations, active or on-line patient monitoring, or other instances where immediate in-person intervention by a health care professional is medically required.

2.5.2 Limitations on Promotion: ATP Partner shall not promote, market, or otherwise make any statements or other communications related to the Cisco TelePresence Healthcare Endpoints or End User's use of the Cisco TelePresence Healthcare Endpoints that are inconsistent with the limitations set forth in Section 2.6.1 hereunder, the User Guide for each product, or otherwise not in compliance with all applicable laws, rules, regulations, and standards.

2.5.3 Product Traceability: ATP Partner shall keep records for each Cisco TelePresence Healthcare Endpoint sold to its End Users to facilitate traceability to the point of installation as required by applicable laws and regulations and to ensure patient safety. Such records shall include the following: company name, address, and contact information of each End User (company name, address, and contact person). Such records shall be kept

for a period of at least ten years following delivery to the End User and made available for inspection when reasonably requested by Cisco. ATP Partner shall not provide Cisco with any confidential patient information.

2.5.4 Communications and Inspections: Cisco shall be solely responsible for all contacts and communications with the FDA and other Governmental Authorities with respect to all matters relating to the Cisco TelePresence Healthcare Endpoints, except with respect to the sales activities performed by ATP Partner. ATP Partner shall notify Cisco and, if applicable, provide Cisco with copies of any notices or communications of any FDA or other Governmental Authority inspection, investigation or other inquiry or other material governmental notice or communication, relating to the Healthcare Endpoints within three business days after ATP Partner becomes aware of such inspection, investigation, inquiry, notice, or communication. In the event that an inspection, or any portion of an inspection, relates specifically to the Cisco TelePresence Healthcare Endpoints, ATP Partner will permit representatives of Cisco to be present during the portion of the inspection directly related to the Cisco TelePresence Healthcare Endpoints. ATP Partner shall provide Cisco with copies of any inspectional findings or observations relating to the Healthcare Endpoints within three business days of receipt by ATP Partner or the time period specified under the applicable laws, whichever is earlier. ATP Partner shall provide Cisco with a copy of and opportunity to comment on ATP Partner's response(s) to any inspectional findings or observations or any other Governmental Authority inquiry, notice or communication prior to ATP Partner's submission of such response(s).

2.5.5 Product Complaints and Adverse Event Reports: In the event that ATP Partner becomes aware of a Complaint Requiring Notice to Cisco (i.e. any complaint in which the Cisco TelePresence Healthcare Endpoint may have caused or contributed to a death or serious injury or a malfunction of Cisco TelePresence Healthcare Endpoint, which, if it recurred, would be likely to cause or contribute to death or serious injury), ATP Partner shall provide written notification to Cisco immediately, but no later than twenty-four hours using the keyword "Healthcare" to Cisco's Technical Assistance Center. ATP Partner will notify customer to shut down Healthcare Endpoint until complaint is resolved. A malfunction which is or can be corrected during routine service or device maintenance must still be reported to Cisco if the recurrence of the malfunction is likely to cause or contribute to a death or serious injury if the malfunction were to recur. Cisco will be responsible for all determinations and actions related to any required communications or reports to be submitted to the relevant Governmental Authorities in accordance with the applicable laws. ATP Partner shall provide such information and assistance as may be requested by Cisco so that Cisco may meet its regulatory obligations. Regardless of Territory, ATP Partner shall provide such information and assistance as may be requested by Cisco so that Cisco may meet its regulatory obligations, including, without limitation, the medical device reporting requirements at 21 C.F.R. Part 803. For the purposes of this Section, the written notification to Cisco by ATP Partner of a Complaint Requiring Notice to Cisco shall include, without limitation, the following: name of the product, device identification and control number, date on which the complaint was received, the name of the person who received the complaint, nature of the complaint, whether the complaint involves a malfunction of the Cisco TelePresence Healthcare Endpoint, any corrective action that was taken by the ATP Partner, and any reply that was provided to the End User. ATP Partner can submit the required complaint information to Cisco using the form found here:

<https://www.ciscofeedback.vovici.com/se.ashx?s=6A5348A701F92473>

2.5.6 Product Recalls: Cisco shall be solely responsible for conducting and shall have the final decision for any Cisco TelePresence Healthcare Endpoint recall, product withdrawal, field correction, or other related action as may be further described by 21 C.F.R. 7, 21 C.F.R. 806, and 21 C.F.R. 810, or other applicable law or regulation (collectively, a "Recall"). Cisco will decide the nature and urgency of any Cisco TelePresence Healthcare Endpoint recall. If necessary, Cisco will contact ATP Partner to coordinate recall activities. The parties shall cooperate in giving effect to any necessary recall. As requested by Cisco, ATP Partner will take all steps necessary to control all potentially affected Cisco TelePresence Healthcare Endpoints and materials under ATP Partner control and will clearly identify, segregate, and securely store Healthcare Endpoints while awaiting a decision concerning a potential recall. ATP Partner will supply all data, information, and support Cisco may request to complete its recall determination, and post-recall actions, if any. Cisco is solely responsible for any notifications or other communications with third parties concerning any Healthcare Endpoint product recall, including communications and reports to Governmental Authorities, and for responding to any inquiries concerning a Healthcare Endpoint product recall. ATP Partner shall notify Cisco of any inquiries received by ATP Partner concerning a Cisco TelePresence Healthcare Endpoint product recall within one business day.

Part 3. Customer Satisfaction

The satisfaction of customers served by Cisco channel partners is a measure of both the presales and postsales/deployment support that an end user experiences while purchasing products, services, and solutions through these partners. The benefits of receiving and acting on feedback from customers are numerous. It will provide a foundation for building long-term relationships with customers and Cisco and provide the ATP Partner with an opportunity to improve business practices relative to how the ATP Partner sells and supports products, services, and solutions. It will also generate key indicators of future directions and market changes.

The ATP Partner acknowledges that Cisco may require random surveys of installations. The global customer satisfaction tool will be used to determine a customer satisfaction rating. The ATP Partner must achieve at least a 4.2 (out of 5.0) average for every five surveys received, when this is asked for.

Part 4. Verification of ATP Requirements

Verification that the partner meets ATP program requirements will be evidenced in a Program Requirements Checklist given to the partner at the time of ATP program invitation. **Partners are not fully qualified or approved and will not be recognized on the Partner Locator until they have met all ATP program requirements.** Thereafter, Cisco will reverify the ATP Partner's qualifications at least once per year prior to or at the anniversary of the ATP Partner's qualification/approval date. Through the reinvasion process, Cisco will assess whether the ATP Partner continues to meet all requirements stated in the then-current PRD. For the Cisco TelePresence Video Master Multinational ATP Program, verification of the ATP requirements and approval will result in an applicable program discount. The discount details for Cisco TelePresence Video Master Multinational ATP Program can be found at the [Cisco TelePresence Video ATP Program Discount](#) webpage. Cisco reserves the right to change this discount. Any such change will be communicated to the ATP Partner in writing, including by electronic posting.

Part 5. Changes to the Cisco TelePresence Video Master Multinational ATP Program

Cisco reserves the right to change the requirements for ATP Partner's continued participation in the Cisco TelePresence Video Master Multinational ATP Program. Any such change will be communicated to ATP Partner in writing, including by electronic posting. ATP Partner will have a minimum of ninety (90) days following the date of Cisco's written notice to comply with the new requirements.

Part 6. Term and Termination of the Cisco TelePresence Video Master Multinational ATP Program

ATP Partner's participation in the Cisco TelePresence Video Master Multinational ATP Program will begin on the date ATP Partner's submitted Program Requirements Checklist is approved by Cisco (the "Effective Date").

ATP Partner status shall commence on the Effective Date and continue thereafter for a period of one (1) year, unless sooner terminated sooner as set forth below. ATP Partner's participation will continue until the earliest of: (a) the termination or expiration of the Resale Agreement or like document with Cisco; (b) termination by either party for any reason upon at least thirty (30) days' prior written notice to the other; (c) Cisco's termination of the Cisco TelePresence Video Master Multinational ATP Program specifically or the overall ATP Program, which termination Cisco will communicate to ATP Partner in writing; or (d) determination by Cisco that ATP Partner no longer meets the program requirements, which termination Cisco will communicate to ATP Partner in writing.

Part 7. Ownership and Software Licensing

7.1 Ownership

Except for rights expressly licensed in writing by either party to the other, each party shall retain all right, title, and interest in and to the technology and Confidential Information provided/made available by each party hereunder. Cisco shall retain all right, title, and interest in and to the ATP Program's name, Cisco logos, trademarks, and trade names. ATP Partner shall retain all right, title and interest in and to its logos, trademarks, and trade names.

7.2 Software License

Cisco grants to ATP Partner a nonexclusive and nontransferable license to use the Cisco software specified in the Program Requirements in object code form and related documents (such as technical specifications and manuals) (the "Cisco Software") solely for internal demonstration and evaluation purposes for the term of the Program Requirements. Except as may be provided in the Resale Agreement, any Cisco Software received with or for specified products (including any upgrade or updates) may not be distributed/licensed further. EXCEPT AS EXPRESSLY AUTHORIZED UNDER THESE PROGRAM REQUIREMENTS, THE ATP PROGRAM, OR ANY RELATED SUPPORT PROGRAM, ATP PARTNER SHALL NOT (AND SHALL NOT PERMIT A THIRD PARTY TO): COPY, IN WHOLE OR IN PART, CISCO SOFTWARE OR RELATED DOCUMENTS; USE THE CISCO SOFTWARE ON UNAUTHORIZED CISCO EQUIPMENT; MAKE ERROR CORRECTIONS OR OTHERWISE MODIFY THE CISCO SOFTWARE OR DOCUMENTS; DECOMPILE, DECRYPT, REVERSE ENGINEER, DISASSEMBLE, OR OTHERWISE REDUCE ALL OR ANY PORTION OF THE CISCO SOFTWARE TO HUMAN-READABLE FORM; OR TRANSFER, SUBLICENSE, RENT, LEASE, DISTRIBUTE, SELL, OR CREATE DERIVATIVE WORKS OF THE CISCO SOFTWARE OR DOCUMENTS.

Appendix A: Cisco TelePresence Video Master Multinational ATP Program Location Requirement Summary

Cisco TelePresence Video Master Multinational ATP Partners have a regional presence and use their investment to more easily and more cost-effectively conduct business within a geographic region. The location criteria for participation in the Cisco TelePresence Video Master Multinational ATP Program are as shown in Tables 7 through 9:

Table 6: Americas TelePresence Video Master Multinational ATP

	Americas Requirement	Location Coverage	Notes
Program Level	TelePresence Video Master ATP		
	Hosts in Americas	2 Hosts	One host must be in the United States.
	Satellites in Americas	2 Satellites*	Satellites can be located anywhere in the Americas region.
Total	Americas Master Multinational Requirements	2 Hosts, 2 Satellites	
* Master Satellite location requirements can be met with a Master Host investment.			

Table 7: APJC TelePresence Video Master Multinational ATP

	Requirement	Location Coverage	Notes
Program Level	TelePresence Video Master ATP		
	Hosts in APJC	2 Hosts	3 Entities are required from 5 locations listed including Japan, India, ASEAN (Association of Southeast Asian Nations), Greater China (China, Hong Kong or Taiwan), or Australia/New Zealand (ANZ) as either Host or Satellite.
	Satellites in APJC	2 Satellites*	
Total	APJC Master Multinational Requirements	2 Hosts, 2 Satellites	
* Master Satellite location requirements can be met with a Master Host investment.			

Table 8: EMEAR TelePresence Video Master Multinational ATP

	Requirement	Location Coverage	Notes
Program Level	TelePresence Video Master ATP		
	Hosts in EMEAR	2 Hosts	Two Hosts must be in the European Economic Area (EEA). Includes North, South, West and UK & Ireland Cisco theaters.
	Satellites in EMEAR	2 Satellites*	Satellites can be located anywhere in the EMEAR region.
Total	EMEAR Master Multinational ATP Requirements	2 Hosts, 2 Satellites	
* Master Satellite location requirements can be met with a Master Host investment.			



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