



Perform Plus Appendix: Incentive Rules

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This document is updated periodically by Cisco, and partners are alerted of changes through notices provided at the Perform Plus website (“Website”). Always refer to the English version found online at <http://www.cisco.com/go/performplus> for the most current version. In the event of a discrepancy between a translated version and the English version of the document located on the Website, the English version, which is part of the agreement between Cisco and its partners, shall prevail.

Note: All modifications to Perform Plus are noted in the Revision History section at the end of this document.

Overview

Perform Plus is a global incentive that rewards partners with a cash rebate for growing their overall product and perpetual software shipments and SaaS bookings with Cisco. Partners can expand their earning potential with additional bonuses when selling across architectures and focusing on Midsize and Small customer segments.

The *Perform Plus Appendix: Incentive Rules* provides details of the eligibility requirements, rebates, and bonuses within Perform Plus. For partners purchasing directly from Cisco and/or from a Cisco Authorized Distributor under Perform Plus, this *Perform Plus Appendix: Incentive Rules* is incorporated by reference into the *Channel Program Incentive Agreement* located on the Partner Program Enrollment (PPE) tool at <http://www.cisco.com/go/ppe>. In the event of a conflict between this *Perform Plus Appendix: Incentive Rules* and the *Channel Program Incentive Agreement*, this *Perform Plus Incentive Rules* prevails.

Note: In order to receive rebates under Perform Plus, a Perform Plus rebate coordinator must be assigned. Reference the [Partner Self Service User Guide](#) for additional information on how to assign a rebate coordinator. Additional information is provided in Attachment A (Payment Terms) to the Channel Program Incentive Agreement.

Enrollment

To enroll in Perform Plus, the partner must first accept the terms and conditions outlined in the Channel Program Incentive Agreement (“CPIA”), through the Partner Program Enrollment tool at: <http://www.cisco.com/go/ppe>. Once the CPIA enrollment is approved, Cisco will automatically enroll the partner into Perform Plus for the track and volume band assigned based on the partner’s enrollment eligibility requirements. If the partner is already enrolled in the CPIA, Cisco will proceed with auto-enrollment to Perform Plus on the first day of the enrollment period. Upon successful enrollment, the partner will receive notification confirming their track and volume band. For additional information on the steps to enroll and opening a support case if required, reference the [Channel Program Incentive Agreement Users Guide](#).

*For any enrollment issues, a support case needs to be opened via the [Customer Service Hub](#). Issues reported via email will not be considered.

Entry Eligibility Requirements and Participation

To meet the entry eligibility requirements to participate in Perform Plus, partners must have a current and valid Resale Agreement in place and must be in good standing with the Cisco Partner Program. The partner must also have a valid CCO User Identification (CCO ID) account to access Cisco’s systems and tools. In addition, partners must meet and maintain the following requirements:

- Be a Cisco Select Integrator, Premier Integrator, Gold Integrator or Global Gold Integrator **and/or**
- Gold Provider, Premier Provider or Select Provider
- Meet the Integrator and/or Provider level requirements above **and**:
 - Have a minimum of \$200K and less than \$10M in the previous four quarter cumulative product bookings, **or**
 - Have greater than \$10M and less than \$25M in the previous four quarter cumulative product bookings **and** a minimum of 25% product bookings in the Midsize and Small customer segments.

Payout Criteria

Based on the combination of the entry eligibility requirements above, partners are assigned into an appropriate volume band and track as shown in Table 2 and 3.

- Tracks 1 – 3 are assigned to each partner's Integrator and Provider level
- Volume bands are based on the partner's previous four quarter total product bookings.

Further, the volume bands and tracks correlates to the total maximum quarterly growth rebate the partner can earn as is shown in Table 2. (As an example: A Select Integrator with \$2M of four quarter product total bookings is assigned to track 3 and volume band 3 \$1M - <\$5M. As shown in table 2, the maximum quarterly rebate the partner can earn is \$12,500 (\$USD).

Calculation of Rebates and Bonuses

Rebates

Quarterly rebate calculation begins with the rebate eligible shipments that occur on the first day through the last day of the then current Cisco fiscal quarter. Using a linear rebate calculation, the partner's rebate continues to grow throughout the quarter as rebate eligible shipments continue*.

- Partners must have a minimum of \$30,000 (\$USD) in shipments in each shipment measurement quarter to be paid 100% of the earned quarterly rebate. The shipment measurement period consists of the current quarter plus the previous three quarters (i.e., Q1FY23 current quarter plus Q4FY22, Q3FY22 and Q2FY22).
- For any measurement quarter where the partner has eligible shipments below \$30,000 (\$USD), the earned rebates will be calculated based on those quarters where the minimum shipment thresholds were met. Reference the schedule in table 1.
- Overall growth rebates are calculated using a linear scale which measures a partner's incremental growth rebate percentage based on shipment growth in the current four quarter measurement versus the partner's previous four quarter baseline. Partners can earn up to 1% rebate (for volume bands 1-3) or 1.5% (for volume bands 4-5) on the total incremental shipment growth.
- Figure 1 illustrates how overall growth is measured on the linear scale. If a partner grows their current four quarter shipments between 0% to 100%, rebates ranging from 0% – 1% for volume bands 1 – 5 can be earned. If a partner grows above 100% within a quarter, the maximum rebate of 1% will be paid on the incremental shipments. By using a linear rebate calculation, the partner's rebate continues to grow throughout the quarter as rebate eligible shipments occur.

Table 1. Scheduled rebate payout based on attaining \$30,000 (\$USD) minimum quarterly shipment rebate threshold

Number of Measured Quarters where the \$20,000 Minimum Quarterly Shipment Rebate Threshold Attained	Rebate Payout %
4 Quarters	100%
3 Quarters	75%
2 Quarters	50%
1 Quarter	25%

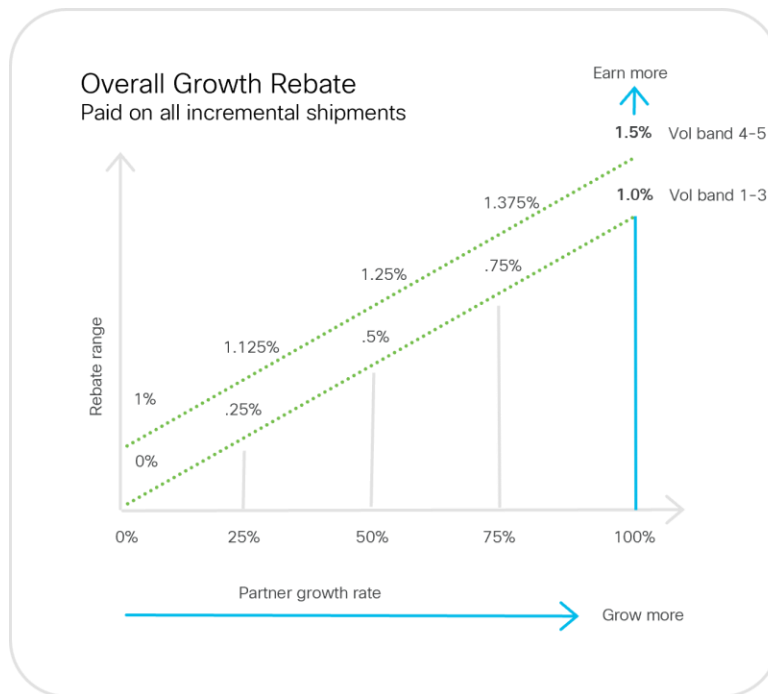


Figure 1. Overall Growth Rebate paid on all incremental shipments

Partners can earn up to 1% on incremental shipments after growth is achieved (volume band 1-3).

Partners can earn up to 1.5% on incremental shipments after growth is achieved (volume band 4-5).

All rebate eligible products ordered directly from Cisco or through a Cisco Authorized Distributor are included in the rebate calculation. If ordered through a Cisco Authorized Distributor, the POS transaction date must occur within the current Cisco fiscal quarter in order to count toward the current quarter measurement.

Bonuses

Once the partner has achieved the overall growth rebate, partners are eligible to earn additional bonuses:

- (1) Cross-Selling bonuses (1, 2, & 3), and/or
- (2) Portfolio bonus

All bonuses can be earned together, or they can be earned individually. Bonuses are mutually exclusive and not dependent on each other. However, a partner must earn Cross-Sell Bonus 1 to be eligible for Cross-Sell Bonus 2 and 3.

Note: Achieving the overall growth rebate is a prerequisite to earning any bonus.

Additional information on each bonus.

Cross-Selling Bonus

The partner can earn up to 3% additional bonus for multi-architecture growth.

- **Cross-Selling Bonus 1:** Earn an additional 1% flat rebate for growth in Enterprise Networks (EN) and Security business. Shipment growth in the current four quarter measurement versus the partner's previous four quarter shipment baseline must be attained in **both** Enterprise Networks (EN) and Security architectures shipments. Earning the EN and Security bonus unlocks an opportunity to earn additional cross-selling bonuses.
- **Cross-Selling Bonus 2:** Get an additional 1% rebate for growth in a third architecture (Data Center or Collaboration).
- **Cross-Selling Bonus 3:** Earn another 1% rebate for growth in a fourth architecture (Data Center or Collaboration).

Figure 2 illustrates how the Cross-Selling bonus works. If a partner grows their current four quarter shipments in **both** Enterprise Networks and Security over their previous four quarter shipment baseline, they are eligible to earn Cross-Selling Bonus 1. This flat bonus will be paid on the full incremental shipments in addition to the Overall Growth Rebate earned (which is also paid on the full incremental shipments). The Overall Growth Rebate percentage earned is based on the partner's track as defined in table 2. Partners must achieve overall growth as a prerequisite to becoming eligible for the Cross-Selling bonus. To earn Cross-Selling Bonuses 2 and 3, the partner must achieve growth in their Data Center and Collaboration business. Earning Cross-Selling Bonus 1 for growth in EN + Security is required to become eligible for Cross-Selling Bonuses 2 and 3.



Figure 2. Cross-Selling Bonus

Portfolio Bonus

Partners can also earn a bonus for selling the specific product and software solution components included in the [Portfolio Bonus PID list](#). This bonus provides additional partner profitability for selling solutions into the Midsize and Small customer segments related to “Secure Hybrid Work” for Webex collaboration, Security solutions, Secure Networking solutions and Data Center solutions. This bonus also includes new and migration hardware sales for key technology solutions. To receive this Portfolio bonus, the partner must earn the Overall Growth Rebate and achieve overall growth for the quarterly measurement period:

- Product hardware bonus calculated on all shipped bookings for the given quarter of specific products sold into Midsize and Small customer segments **only**.
- Software (SaaS) bonus calculated on invoiced TCV bookings for the given quarter of specific software (SaaS) in sold into Midsize and Small customer segments **only**.

A snapshot of eligible product and software components are included in Figure 3 for reference. Please review the [Portfolio Bonus PID list](#) for the complete list of eligible items.



Figure 3. Portfolio Bonus

Table 2 outlines the overall payout structure where the partner can:

- Earn an overall growth rebate rewarded on total incremental shipments, with the growth range percentage calculation determining the percentage of growth rebate paid to the partner **and**
- Earn up to additional 3% for multi-architecture growth with the Cross-Selling bonuses
- Earn up to additional 3% with the Portfolio bonus

Table 2. FY23 Rebate Schedule for Americas & APJC

Volume Bands		Overall Growth		Cross Selling Growth Bonuses									Portfolio Bonus	Maximum Quarterly Rebate \$		
Entry Eligibility		Overall Growth (Rewarded on all incremental shipments above baseline)		1st Cross-Selling Bonus for Enterprise Networking and Security Growth (Flat rebate rewarded on all incremental shipments)			2nd Cross-Sell Bonus for Collaboration or Data Center Growth (Flat rebate rewarded on all incremental shipments)			3rd Cross Selling Bonus for Collaboration or Data Center Growth (Flat rebate rewarded on all incremental shipments)			Portfolio Bonus (Reward for selling specific product families into Midsize & Small customer accounts)	Total Quarterly Rebate Cap		
Volume Band #	Four Quarter Bookings Volume	Growth Range %	Rebate Range %	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)	Rebate % (flat rebate paid on all shipped bookings or TCV of eligible portfolio into Midsize & Small)	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)
1	>\$10M to ≤ \$25M	0% - 100%	0% - 1.0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	N/A	\$65,000	\$50,000	\$15,000
2	>\$5M to ≤ \$10M	0% - 100%	0% - 1.0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$45,000	\$30,000	\$12,500
3	>\$1M to ≤ \$5M	0% - 100%	0% - 1.0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$25,000	\$20,000	12,500
4*	>\$500k to ≤ \$1M	10% - 100%	1% - 1.5%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$17,500	\$15,000	\$10,000
5*	>\$200k to ≤ \$500k	10% - 100%	1% - 1.5%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$12,500	\$10,000	\$7,500

Table 3. FY23 Rebate Schedule for EMEA Only

Volume Bands		Overall Growth		Cross-Selling Growth Bonuses									Portfolio Bonus	Maximum Quarterly Rebate \$		
Entry Eligibility		Overall Growth (Rewarded on all incremental shipments above baseline)		1st Cross-Selling Bonus for Enterprise Networking and Security Growth (Flat rebate rewarded on all incremental shipments)			2nd Cross-Selling Bonus for Collaboration or Data Center Growth (Flat rebate rewarded on all incremental shipments)			3rd Cross-Selling Bonus for Collaboration or Data Center Growth (Flat rebate rewarded on all incremental shipments)			Portfolio Bonus (Reward for selling specific product families into Midsize & Small customer accounts)	Total Quarterly Rebate Cap		
Volume Band #	Four Quarter Bookings Volume	Growth Range %	Rebate Range %	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)	Rebate % (flat rebate paid on all shipped bookings or TCV of eligible portfolio into Midsize & Small)	Track 1 (Gold, Global Gold, Master Spec. Integrator or Provider)	Track 2 (Premier Integrator or Provider)	Track 3 (Select Integrator or Provider)
1	>\$10M to ≤ \$25M	N/A														
2	>\$5M to ≤ \$10M	0% - 100%	0% - 1.0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$35,000	\$25,000	\$12,500
3	>\$1M to ≤ \$5M	0% - 100%	0% - 1.0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$25,000	\$15,000	12,500
4*	>\$500k to ≤ \$1M	10% - 100%	1% - 1.5%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$20,000	\$12,500	\$10,000
5*	>\$200k to ≤ \$500k	10% - 100%	1% - 1.5%	1%	1%	1%	1%	1%	1%	1%	1%	1%	3%	\$15,000	\$10,000	\$7,500

By combining these rebates and bonuses as shown in the prior tables and figures, the partner can earn up to the maximum total quarterly rebates (Tables 2 & 3).

Performance Management and Ongoing Eligibility

To remain in Perform Plus, partners must maintain the required Cisco Entry Eligibility Requirements and Participation section above. If the partner loses the required program status or their program status lapses, the following will occur:

- The partner will continue to be enrolled in the Perform Plus through the end of the quarter, at which time they will be removed from the incentive until they regain program status.
- Once program status is re-established, the partner will be auto enrolled into Perform Plus on the first day of the next Cisco fiscal quarter.
- Partners will remain enrolled in Perform Plus if their program status is renewed on-time and does not lapse.
- Partners may be moved to different volume bands or tracks based on changes in certification or authorization or fluctuations in total shipments, on the first day of the following Cisco fiscal quarter from when the change occurred.
- If the partner's volume falls below the minimum volume product requirement of the \$200,000 (\$USD) in product shipments, the partner will be moved to the lowest volume band but will not be removed from Perform Plus during the current Cisco fiscal year. Partner must meet the minimum product volume requirement by the first day of the next Cisco fiscal year or be removed from the incentive until the minimum volume requirement is attained at which time they will be auto-enrolled the first day of the following fiscal quarter.
- If a partner achieves entry eligibility requirements at any time within the current Cisco fiscal year, they will be enrolled into Perform Plus on the first day of the following quarter into the track and volume band based on their eligibility criteria.

** The performance measurement period begins the first day of the current Cisco fiscal quarter after enrollment into the incentive. The partner's baselines and eligibility will be refreshed on the first day of the new Cisco fiscal year.*

Incentive Administration

Tool Access

Access to Partner Experience Platform (PXP) and the Perform Plus dashboard

PXP is an essential tool for managing and tracking performance. It is recommended that the Perform Plus dashboard be checked regularly to ensure that all eligible shipments are recognized for Perform Plus. If there are discrepancies, they will need to be reported by opening a support case via the [Customer Service Hub](#) immediately or within 21 days after the end of the current Cisco fiscal quarter.

- **Access:** PSS Administrators have access to view PXP program/ incentive dashboard information. To gain access, contact your PSS Administrator.
 - **Tracking payments:** Access the Perform Plus dashboard at <https://cisco.com/go/pxp>. The Perform Plus dashboard displays the most current incentive payment-related information, including detailed reports.
- Access PXP at [Partner Experience Platform \(PXP\)](#).

Please see the [Perform Plus Operations Guide](#) for additional incentive administration information.

Mergers and Acquisitions

For participating partners: On the last day of the month that Cisco was officially notified of the merger or acquisition a partner's baseline and/or measurement refresh will be submitted and will be adjusted appropriately to ensure the baselines accurately reflect the merged partner's metrics.

For acquisition of a non-Cisco partner: If a partner merges with or acquires an entity that is not an approved Cisco partner, the partner's baseline refresh will not take place, metrics will not be adjusted, and all eligible products sold by the acquired entity will be considered incremental. Once the merger is completed, Cisco will merge the historical shipment baseline together for the "combined" partner.

General Rebate and Bonus Rules

1. Rebates and bonuses are paid out in one payment run on a quarterly basis approximately 6 to 8 weeks after the end of Cisco's fiscal quarter. Payments will be deposited into the partner-provided bank account.
2. Partners must meet the minimum payment amount of \$500 USD in one single payment run on a quarterly basis, to qualify for payment to be made to partner bank account. If partners do not meet the minimum rebate threshold for the payment cycle, the earned rebate amount will be forfeit and not carried over to future payments (accrued).
3. Perform Plus rebates and bonuses will be calculated based on the payout criteria documented in this Appendix. In a scenario where rebates were calculated and/or the rebate amount paid incorrectly, Cisco reserves the right to either request that the partner return the rebate or reduce future rebates accordingly under any Cisco Channel Program in which the partner is participating.
4. All Cisco products on the Global Price List (GPL) are eligible for rebates and/or bonuses under Perform Plus. Perpetual software and SaaS are also rebate eligible.
5. Partners purchasing from a Cisco Authorized Distributor, the POS transaction date must occur within the current Cisco fiscal quarter in order to count toward the current quarter measurement. Partners shall ensure that the sales data reported by Cisco authorized distributors to Cisco is correct. In cases in which sales transactions are ineligible because of incorrect data reported by a Cisco authorized distributor in the back-end claiming process (i.e., an error in the end customer name or in the details reported in the point of sale claiming report), Cisco reserves the right not to pay a rebate for such transactions.
6. It is the responsibility of the partner to actively manage their payment contacts via the Partner Self Service (PSS) tool. This is a critical activity to ensure that only authorized personnel from partner's company can receive the rebate and/or bonus claim instructions to complete the claim and payment process.
7. Not for Resale and products procured for internal use are not rebate eligible.
8. Cisco services (i.e., Advanced Services, Technical Services) for resale are not rebate and/or bonus eligible.
9. Software annuity offers placed on the Subscription Billing Platform (SBP) are not rebate and/or bonus eligible.
10. Only products sold to end-customers are eligible.
11. Cisco reserves the right to modify/change Perform Plus at its discretion including but not limited to partner entry eligibility, on-going eligibility requirements, and/or payout structure.
12. Cisco relies on the partner with respect to its legal ability to receive rebates under Perform Plus and assumes partner will make all disclosures required by law.
13. Partners are responsible for understanding and complying with all federal, state, and local government rules regarding acceptance of credits or rebates and/or bonuses.

14. Although Perform Plus is intended to create opportunities for partners to increase their margins and profitability, each partner is free to determine its minimum resale prices unilaterally. This is not a commitment or a guarantee that the partner will increase margins and profitability.
15. In addition to any of its other remedies, Cisco reserves the right to terminate a partner from participation in this incentive for the following reasons: (a) submission of false, misleading, or incomplete information, including claims for sales made under Perform Plus; (b) other fraud or abuse of this or other Cisco marketing or sales Programs; (c) the distribution of products purchased from any source other than Cisco or a Cisco Authorized Distributor; and (d) the sale of Cisco products to anyone other than an end user.
16. To receive rebates and/or bonuses under Perform Plus, partner must be in good standing with the Cisco Partner Program. In particular, incentive payments cannot be earned if and for as long as partner or any of its Affiliates owes money to Cisco or its affiliates, other than in the ordinary course of Cisco's standard 30 - day payment terms (or any other payment terms agreed in writing with Cisco or its Affiliates), in which case Cisco reserves the right to set off any amount due under Perform Plus against unpaid invoices and immediately suspend partner or its affiliates' entitlement to receive rebates and/or bonuses until all outstanding amounts have been irrevocably paid in full by partner or its affiliates.
17. Cisco regards the payments it makes to partner to be remuneration for marketing penetration services performed by the partner under this Appendix and it is expected that as a condition of participation in the incentive, partner will continue to actively promote products, services or other Cisco offers to customer, providing activities intended to inform and create general awareness and achieve growth in its sale.
18. Cisco will not pay any incentives or rebates to any partner that is: (a) subject to sanctions by the United States, United Kingdom, European Union, or other government; or (b) located in a country where Cisco has publicly announced that Cisco is not conducting business operations.
19. Any partner that is a Government Entity (as defined below) is not eligible for any rebate or incentive under Perform Plus. "Government Entity" means any national, provincial, or local government, department, agency, instrumentality, state-owned or state-controlled (in whole or in part) company, public international organization, political party, or entity that is financed in large measure through public appropriations, is widely perceived to be performing government functions, or has its key officers and directors appointed by a government.

Theater-Specific Terms and Conditions

For partners operating in the Americas markets:

All Canadian payments under this incentive are exclusive of any taxes, fees, and duties or other amounts, however designated, and including, without limitation, Harmonized Sales Tax (HST), Goods and Services Tax (GST), Provincial Sales Tax (PST), and value added and withholding taxes that are levied or based upon such payments or the prices paid for products or services, or upon this incentive.

Perform Plus shall be extended to qualified partners on a non-negotiable basis and shall be in compliance with the Competition Act of Canada. Any Canadian rebates or other incentives under Perform Plus are nontransferable and/or assignable.

For partners operating in the Asia Pacific and Japan (APJ), and Greater China (GC) markets:

With the exception of Australian and Japanese partners, all payment amounts that the partners are entitled to are inclusive of indirect (e.g., Consumption Tax) and similar taxes. Payments to Australian and Japanese partners are exclusive of indirect (e.g., VAT, GST, consumption tax) and similar taxes. Partners are responsible for assuring that any payment claim is treated correctly for indirect taxes. In case local legislation requires a formal tax invoice to be issued, this will be the responsibility of the partners.

Australian and Japanese partners will be required to submit an Australian Dollar and Japanese Yen invoice respectively to Cisco before payment is initiated. Japanese partners will be required to provide a hard copy invoice before payment is initiated when claiming payment in U.S. Dollars or after receiving payment when claiming payment in Japanese Yen.

The payments for both Direct Orders and Indirect Orders will be paid to qualifying Cisco Systems Integrators or qualifying partners by bank transfer. Partners must agree to the calculated payment amount and add Consumption Tax with the Global EasyPay Tool in order for Cisco to start the payment process.

- a) Partners are able to select the currency type of payment when they receive email notification from Global EasyPay.
- b) If the partner selects Japanese Yen Currency for the payment, the foreign exchange rate on the payment date will be used.
- c) If the partner receives payment from Cisco by bank transfer for the first time, they need to register banking information in the Global EasyPay tool.

Cisco acknowledges partners' agreement with our privacy statement upon enrollment in the incentive. The Cisco Privacy Statement, at <http://www.cisco.com/japanese/warp/public/3/jp/privacy.shtml>, describes how Cisco collects and uses partners' personal information.

For partners operating in the People's Republic of China ("PRC") - Incentive Terms

1. Incentives are provided in the form of a discount on future purchase order(s).
2. The amount of the incentive applied will be limited to a maximum of 15% of the next purchase order's value. Cisco reserves the right to amend this maximum limit when appropriate. Remaining incentives that the partner is entitled to will be carried forward to subsequent purchase orders.
3. Perform Plus incentives must be used for future product orders only and cannot be used for services.
4. Direct partners can apply the incentive only for direct purchases with Cisco. Indirect partners can apply the incentive only for purchases ordered through Cisco Authorized Distributors. Incentives earned in China must be used in China only.
5. Partners have a limited time to apply the incentive against their future orders. Incentives are bound by an expiration policy of 180 calendar days from the date of first notification from Cisco about the availability of the incentive. The same expiration policy applies regardless of any mergers or acquisitions.
6. If a transaction is considered outside of the recognition of Cisco China Company, Limited (思科(中国)有限公司) and Cisco (China) Innovation Technology Co., Ltd (思科 (中国) 创新科技有限公司), incentives for such transaction will be provided in accordance with Cisco's usual Perform Plus rules for the applicable Cisco entity.
7. Incentive discrepancy cases MUST be opened via <https://www.cisco.com/cisco/psn/web/workspace> or by sending an email to csg-cn@cisco.com. Discrepancies reported in any other manner will NOT be considered.
8. For issues related to Perform Plus credit against the next purchase in the Incentive Hub, open a case by sending email to gcih@cisco.com

Revision History

Version_08012022			
Change	Page No.	Description	Effective Date
<ul style="list-style-type: none">• Overall Growth Rebate – Figure 1	4	<ul style="list-style-type: none">• Overall growth rate paid on all incremental shipments	August 1, 2022
<ul style="list-style-type: none">• Cross-Selling Bonus – Figure 2	5	<ul style="list-style-type: none">• Cross-Selling Bonus, additional flat percentage (%) rebate	
Version_06032022			
Change	Page No.	Description	Effective Date
<ul style="list-style-type: none">• Incentive Administration Update	10	<ul style="list-style-type: none">• Updated Total Partner View (TPV) will platform update Partner Experience Platform (PXP)	June 13, 2022
Version_02152022			
Change	Page No.	Description	Effective Date
<ul style="list-style-type: none">• Updated Figure 1• Updated Figure 2• Updated Figure 3• Updated Figure 4• Updated Table 2• Updated Table 3• Updated Table 4	<div>4</div> <div>5</div> <div>6</div> <div>7</div> <div>8</div> <div>9</div>	<ul style="list-style-type: none">• Figure 1: Overall Growth Rebate paid on all incremental shipments (Americas & APJC)• Figure 2: Cross-Architecture Bonus• Figure 3: Select, Midsize and Small customer segment• Figure 4: Select, Midsize and Small Customer Segment Bonus Flat Rebate EMEAR Only• Table 2: FY22 Rebate Schedule for Americas & APJC• Table 3: FY22 Rebate Schedule for EMEAR Only• Table 4: Portfolio bonus rebate structure	February 15, 2022
Version_080221			
Change	Page No.	Description	Effective Date
<ul style="list-style-type: none">• Updated Figure 1• Updated Figure 2• Updated Figure 3• Updated Figure 4• Updated Table 2• Updated Table 3• Updated Table 4	<div>5</div> <div>6</div> <div>7</div> <div>8</div> <div>9</div>	<ul style="list-style-type: none">• Figure 1: Overall Growth Rebate paid on all incremental shipments (Americas & APJC)• Figure 2: Cross-Architecture Bonus• Figure 3: Select, Midsize and Small customer segment• Figure 4: Select, Midsize and Small Customer Segment Bonus Flat Rebate EMEAR Only• Table 2: FY22 Rebate Schedule for Americas & APJC• Table 3: FY22 Rebate Schedule for EMEAR Only• Table 4: Portfolio bonus rebate structure	August 2, 2021
Version_031721			
Change	Page No.	Description	Effective Date
Bonus Portfolio	7	Updated Portfolio Bonus table	March 17, 2021

Version_020921			
Change	Page No.	Description	Effective Date
Entry Eligibility Requirements and Participation	2	Update Gold Provider, Premier Provider or Select Provider	February 9, 2021
Addition of bonus rebate	7	<ul style="list-style-type: none"> Campaign Kicker Bonus Table 3: Campaign bonus rebate structure payable to partners 	February 9, 2021
Version_082020			
Change	Page No.	Description	Effective Date
Entry Eligibility Requirements and Participation	3	Added a requirement for FY20 eligible partners Only. In order to retain eligibility for FY21, partner must have a mix of both midsize and small bookings percentages (calculated as the booking mix from the most recent four (4) quarters of bookings) of having a mix of both midsize and small bookings percentages	August 31, 2020
General Rebate and Bonus Rules	8	Added General Rule number 12.	August 31, 2020
Version_072020			
Change	Page No.	Description	Effective Date
Entry Eligibility Requirements and Participation	2	Added the Master Specialization to the entry eligibility requirements and participation	July 26, 2020
Volume Band One	Various	Removed Volume Band One	July 26, 2020
Version_062020			
Change	Page No.	Description	Effective Date
Theater Specific Terms and Conditions	9	Added theater specific terms and conditions.	June 12, 2020
Version_042020			
Change	Page No.	Description	Effective Date
General Rebate and Bonus Rules	7	Added the following to number 4 rule: "Cisco will ONLY include those Non-GPL transactions that are directly matched to a partner's Be GEO ID as rebate eligible transactions."	April 1, 2020
Version_032020			
Change	Page No.	Description	Effective Date
Mergers and Acquisitions	7	Updated the section on Mergers and Acquisitions for clarity	March 26, 2020
Version_022020			
Change	Page No.	Description	Effective Date
Mergers and Acquisitions	7	Added a section on Mergers and Acquisitions	February 18, 2020
Version_012020			
Change	Page No.	Description	Effective Date
	All	Perform Plus Program Launch	January 26, 2020

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