Launching the new Cisco Collaboration SaaS Authorization

Enabling Partners with Cisco Collaboration SaaS Authorization

To ensure Partners understand the most recent Cisco Webex solutions, Cisco announces the launch of a new Cisco Collaboration SaaS (Software-as-a-Service) Authorization. This authorization will allow you to design, quote, deploy, and support the best WebEx meeting solution for any customer.

The new Collaboration SaaS Authorization replaces the existing ‘SaaS Simple Resale’ program. SaaS Simple Resale partners are migrated to the Collaboration SaaS Authorization automatically. Details of the migration can be found in the Collaboration SaaS Authorization At-A-Glance document. As our Collaboration SaaS portfolio has expanded i.e. adding Webex Teams, Cloud connected endpoints, and new capabilities such as Control Hub, we have significantly redesigned the partner training requirements for SaaS by launching this new program.

The Cisco Collaboration SaaS Authorization ensures you have the right skills and expertise to sell Collaboration SaaS solutions to customers. In addition, it supports you in building recurring revenue streams for your business and adding your own valuable services to ensure high levels of customer adoption of WebEx solutions.

To be recognized by Cisco as a Cisco Collaboration SaaS Authorization Partner, the following criteria are required:

- Be a Cisco Registered Partner
- Have a valid Cisco legal agreement in place—i.e. Indirect Channel Partner Agreement (ICPA) or Systems Integrator Agreement (SIA).
- Accept the Cloud Service Subscription Resale Partner Program Terms and Conditions in Partner Program Enrollment (PPE) Tool at www.cisco.com/go/ppe.
- Complete the Collaboration SaaS Authorization training and associated exam.
- Submit the Collaboration SaaS Authorization program application via the Program Management and Application (PMA) Tool.
Role | Required Training and Exams
--- | ---
Account Manager | [Collaboration SaaS Authorization Training](#)  
Online | 3.5 hours | $0 USD  
[Cisco Collaboration SaaS Authorization Exam (#700-680 CSaaS)](#)  
Online | 0.5 hours | $80 USD
Pre-Sales Engineer | [Collaboration SaaS Authorization Training](#)  
Online | 3.5 hours | $0 USD  
[Cisco Collaboration SaaS Authorization Exam (#700-680 CSaaS)](#)  
Online | 0.5 hours | $80 USD

### Milestones and Timelines

<table>
<thead>
<tr>
<th>Milestone</th>
<th>Timeline</th>
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<tbody>
<tr>
<td>Cisco is launching Collaboration SaaS Authorization</td>
<td>May 1, 2019</td>
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<tr>
<td>Cisco announces the end-of-life of the SaaS Simple Resale program. The program will cease to be available for enrollment or renewal after May 1, 2019.</td>
<td>May 1, 2019</td>
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<tr>
<td>Partners currently holding the SaaS Simple Resale program badge will be automatically approved for the NEW Collaboration SaaS Authorization. They will be migrated* to the Collaboration SaaS Authorization program.</td>
<td>May 1, 2019</td>
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<td>Migrated partners, with renewal dates in May, June or July 2019 can renew their Collaboration SaaS Authorization program badge WITH or WITHOUT completing the exam requirements.</td>
<td>May – July 2019</td>
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<tr>
<td>All migrated Partners with renewal dates after July 31, 2019 must complete the Collaboration SaaS Authorization exam requirements** as they renew.</td>
<td>Starting August 1, 2019</td>
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<td>SaaS Simple Resale partners will continue to retain their SaaS Simple Resale program badge and show in Cisco Partner Locator until July 31, 2019.</td>
<td>August 1, 2019</td>
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<tr>
<td>On August 1, 2019, SaaS Simple Resale program badge will be completely removed from the system.</td>
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* The point of migration from PPE Tool (SaaS Simple Resale) to PMA tool (Collaboration SaaS Authorization) is to prevent any interruption to existing program benefits: discounts, VIP etc.

**The migrated partners have to meet Collaboration SaaS Authorization program requirements by their next anniversary renewal date following the July 31, 2019 deadline.
Partner Notes and Actions by Partner Type

Partners migrated to the Collaboration SaaS Authorization from SaaS Simple Resale program

- Effective May 1, 2019, all SaaS Simple Resale Partners are migrated to Collaboration SaaS Authorization. Migrated partners are provided with the new program badge ‘Collaboration SaaS Authorization’. These partners will be credited as approved for both badges in parallel until August 1, 2019.
- The migrated partners will retain their original SaaS Simple Resale anniversary date; to be applied to the new Authorization badge.
- The point of migration from PPE Tool (SaaS Simple Resale) to PMA tool (Collaboration SaaS Authorization) is to prevent any interruption to existing program benefits: discounts, VIP etc.
- Effective May 1, 2019, all migrated partners will continue to get their existing program discounts and VIP benefits through their Collaboration SaaS Authorization program badge.
- Effective May 1, 2019, the migrated partners no longer need the SaaS Simple Resale badge to get benefits. SaaS Simple Resale program badge will be removed from partner’s record on August 1, 2019.
- Migrated Partners need to renew their Authorization badge by their renewal deadline and keep their Authorization badge in good standing to receive benefits.
- If migrated partners fail to meet the Authorization program requirements by their next anniversary date after July 31, 2019, they will lose the Authorization badge. Accordingly, they will no longer be eligible for program benefits.
- Renewal Process for Collaboration SaaS Authorization partners
  - Partners receive a “monthly program alert” via email informing them of upcoming renewals. These alerts are sent each month and highlight programs due for renewal. Migrated partners will see the Collaboration SaaS Authorization included in alerts after May 2019 once they are within 90 days of their individual anniversary date.
  - Migrated Partners with renewal dates in May, June or July of 2019 can renew ‘Collaboration SaaS Authorization’ with or without meeting the exam requirements.
  - After July 31, 2019, migrated partners must complete the Collaboration SaaS Authorization exam requirements in order to renew.
  - Partners can renew via the Program Management & Application Tool (PMA).
New Partners interested in applying for the Collaboration SaaS Authorization

- Partner must complete the Authorization program requirements.
- Apply to the Collaboration SaaS Authorization program via the Program Management & Application Tool (PMA).
- Once approved, partners are granted an Approved ‘Collaboration SaaS Authorization’ program badge.
- Partners are authorized for one year from the date of program approval and must renew annually, meeting program requirements as published at the time of renewal.
- Partners receive a “monthly program alert” via email informing them of upcoming renewals. These alerts are sent each month and highlight programs due for renewal once they are within 90 days of their anniversary date.


To apply for the Collaboration SaaS Authorization visit: www.cisco.com/go/pma.