

## Cisco Services Partner Program Program Change: Minimum Rebate Threshold Revisions

As of July 27, 2015, the quarterly minimum rebate threshold under the Cisco® Services Partner Program will be changing. This update to the Cisco Services Partner Program (“Program”) should be viewed as a change of scope in accordance with the Program terms under the Indirect Channel Partner Agreement, Systems Integrator Agreement, or other similar agreement (“Agreement”) between the parties.

Three elements are changing:

- The minimum rebate threshold will increase from \$150 to \$250.
- The accrual policy will change from six months to within the quarter.
- Dispute resolution payment distribution will be limited at midcycle to a minimum threshold of \$25,000. Amounts of less than \$25,000 will be summed and distributed with the standard quarterly payment. See below for further detail.

Two payments will be issued each quarter:

- A **dispute resolution payment**: Typically paid midway between the standard quarterly payments, this rebate distribution is designed to quickly compensate partners for prior-quarter metrics disputes resolved in their favor. If this calculated rebate payment meets or exceeds the minimum threshold of \$25,000, the distribution will be made. If the amount is less than the \$25,000 threshold, it will be held and added to the next quarter’s standard payment.
- A **standard quarterly payment**: Typically paid within 45 days of quarter close, this rebate distribution is made up of rebates earned for that quarter *plus* the dispute resolution payment not distributed (those less than \$25,000). If the sum of these two meets or exceeds the \$250 threshold, the rebate will be distributed. If the sum is less than \$250, the amount is forfeited.

For more information on the minimum rebate thresholds in your region, refer to the appropriate Performance Management Appendix, as outlined in Table 1.

**Table 1.** Links for Performance Management Appendixes

Performance Management Appendix	
<b>Americas</b>	
United States and Canada	<a href="#">1-Tier</a>   <a href="#">2-Tier</a>
Latin America	<a href="#">1-Tier</a>   <a href="#">2-Tier</a>
<b>Asia Pacific and Japan</b>	
Asia Pacific	<a href="#">1-Tier</a>   <a href="#">2-Tier</a>
Japan	<a href="#">1-Tier</a>   <a href="#">2-Tier</a>
<b>Greater China</b>	
China	<a href="#">1-Tier</a>   <a href="#">2-Tier</a>
<b>Europe, Middle East, Africa, and Russia (EMEAR)</b>	
European Economic Area, Switzerland, Israel, Albania, Bosnia and Herzegovina, Kosovo, Macedonia, Montenegro, Serbia, and South Africa only	<a href="#">1-Tier</a>   <a href="#">2-Tier</a>
Middle East, Africa, and Russia	<a href="#">1-Tier</a>   <a href="#">2-Tier</a>



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Printed in USA