



# Special Programs and Offers for K-12

Cisco programs and offers that can help you meet your digital teaching and learning goals

Cisco offers a range of programs that can help K-12 schools increase their return on their technology investment. In many cases, these special offers align with E-rate—though schools do not need to use E-rate funds to benefit from these programs.

Each year, K-12 schools and libraries across the United States take advantage of nearly \$4 billion in technology discounts, thanks to the E-rate program. Since the E-rate Modernization Order was enacted, unprecedented funding has been available for Category 2 internal connections, and the program now focuses on the largest and most urgent need: closing the Wi-Fi gap and ensuring access to high-speed broadband, both critical to delivering a superior digital-learning experience.

Take advantage of these programs and offers to support your school's digital initiatives and expand the opportunities you bring to your students.

## U.S. K-12 Bundled Warranty Offer

Available to all Cisco U.S. K-12 and library customers, this program offers discounts on E-rate-eligible products, and provides 12 months of access to Cisco's Technical Assistance Center (TAC), software updates, and Cisco.com, plus up to 3 years of advance hardware replacement, with annual service renewal.

## Unified Access Wired and Wireless Bundles

When used in the K-12 learning environment, Cisco® mobility solutions empower students to learn anywhere, on any device—a fundamental principle of digital learning. These empowered students are more engaged, and a more personalized approach to learning can help improve outcomes. Most importantly, the right mobility solution can help ensure a secure environment for educators, students, and staff.

With significant discounts off list price, Unified Access Wired and Wireless bundles are designed to be cost competitive and, with a few exceptions, are 100 percent E-rate eligible.

## Bundles with Controller Options

- ONENTWK-NGAD-10-50
- ONENTWK-NGBS-10-50

## Wireless-Only Bundles

- WL5520-28-ADV-100
- WL5520-38-PLUS-100
- WL8540-28-ADV-300
- WL8540-38-PLUS-300

## U.S. K-12 Meraki Offer

Easy to operate and manage and fully secure, Cisco Meraki® delivers a robust cloud-managed network, enabling K-12 schools to deploy thousands of devices and support thousands of users on a single network. With such broad connectivity, the digital experience for educators, students, and staff is enhanced in all corners of the learning environment.

With this offer, all Meraki MR, MS, and MX licenses associated with new hardware purchased by E-rate-eligible schools and libraries are available with significant discounts.

## Cisco WebEx and Cisco Spark for Education Offer

Designed to connect teachers, students, and staff from anywhere and on any mobile device or video system, Cisco WebEx® supports rich, interactive voice and video for classes or meetings, while Cisco Spark™ facilitates collaborative workspaces. Cisco WebEx and Cisco Spark solutions with these specific SKUs are available to K-12 schools at a significant discount.

A-WX-EC-EE-EDU-1K	Monthly Term, Employee Count**
A-WX-AU-EE-EDU-1K	Monthly Term, Active User**

\*\*Select Employee Count or Active User option under the top-level SKU: A-WX-EDU.

[Click](#) to learn more.

Please note: Cisco WebEx and Cisco Spark are not eligible for E-rate funding.

## EDU SKUs

Cisco switching and wireless solutions most commonly ordered by K-12 schools are now available with an enhanced limited lifetime warranty that includes next-business-day (NBD) product replacement and expanded support available from Cisco's Technical Assistance Center for 3 years. Order with these SKUs for the most effective use of E-rate dollars.

### Switching EDU SKUs

<b>Cisco Catalyst® 2960-X Series</b>	EDU-C2960X-24PS-L	Catalyst 2960-X 24 GigE PoE K-12
	EDU-C2960X-24PD-L	Catalyst 2960-X 24 GigE PoE 370W, 2 x 10G SFP+, LAN Base K-12
	EDU-C2960X-48FPS-L	Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base K-12
	EDU-C2960X-48FPD-L	Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base K-12
<b>Cisco Catalyst 3650 Series</b>	EDU-C3650-24PS-L	Catalyst 3650 24-Port PoE 4x1G Uplink LAN Base K-12
	EDU-C3650-24PD-L	Catalyst 3650 24-Port PoE 2x10G Uplink LAN Base K-12
	EDU-C3650-24PD-S	Catalyst 3650 24-Port PoE 2x10G Uplink IP Base for K-12
	EDU-C3650-48PS-L	Catalyst 3650 48-Port PoE 4x1G Uplink LAN Base K-12
	EDU-C3650-48FS-L	Catalyst 3650 48-Port Full PoE 4x1G LAN Base K-12
	EDU-C3650-48PD-L	Catalyst 3650 48-Port PoE 2x10G Uplink LAN Base K-12
	EDU-C3650-48FD-L	Catalyst 3650 48-Port Full PoE 2x10G LAN Base K-12
	EDU-C3650-48FS-S	Catalyst 3650 48-Port Full PoE 4x1G Uplink IP Base K-12
	EDU-C3650-48PD-S	Catalyst 3650 48-Port PoE 2x10G Uplink IP Base for K-12
	EDU-C3650-48FD-S	Catalyst 3650 48-Port Full PoE 2x10G Uplink IP Base K-12
EDU-C3650-48FWD-S	Catalyst 3650 48-Port Full PoE 2x10G Uplink with five AP lic IPB K-12	
<b>Cisco Catalyst 3850 Series</b>	EDU-C3850-24P-L	Catalyst 3850 24-Port PoE LAN Base K-12
	EDU-C3850-24U-L	Catalyst 3850 24-Port UPOE LAN Base K-12
	EDU-C3850-24P-S	Catalyst 3850 24-Port PoE IP Base K-12
	EDU-C3850-48P-L	Catalyst 3850 48-Port PoE LAN Base K-12
	EDU-C3850-48U-L	Catalyst 3850 48-Port UPOE LAN Base for K-12
	EDU-C3850-48F-L	Catalyst 3850 48-Port Full PoE LAN Base K-12
	EDU-C3850-48P-S	Catalyst 3850 48-Port Full PoE IP Base for K-12
	EDU-C3850-48U-S	Catalyst 3850 48-Port UPOE IP Base for K-12
	EDU-C3850-48F-S	Catalyst 3850 48-Port Full PoE IP Base for K-12
EDU-C3850-48PW-S	Catalyst 3850 48-Port Full PoE with five AP license IP Base K-12	

### Wireless EDU SKUs\*

<b>5508 Wireless Controller</b>	EDU-CT5508-50-K9	5508 Controller for up to 50 APs K-12
	EDU-CT5508-100-K9	5508 Wireless Controller for up to 100 APs, K-12
<b>5520 Wireless Controller</b>	EDU-CT5520-K9	5520 Wireless Controller with rack mounting kit, K-12
	EDU-CT5520-50-K9	5520 Wireless Controller supporting 50 APs, K-12

\*Additional service required (CON-SW) for software updates. EDU SKUs can be combined with K-12 Bundled Warranty offer.

## Cisco Services for K-12

Cisco offers a range of comprehensive services that can help you protect your technology investment. Use the table below to understand how Cisco Services work with Cisco's K-12 offerings.

	U.S. K-12 Bundled Warranty	EDU SKUs	Basic Maintenance	Cisco Smart Net Total Care™ Service
SKU name	Services entitled with CON-SW service SKUs* and K-12 Bundled Warranty incentive	EDU-XXX	CON-SW (also known as Smart Net, no RMA)	CON-SNT or CON-SNTC
Products covered/ included	E-rate-eligible products	29 switching and wireless SKUs	All hardware	All hardware and operating systems
Services duration	1 year	3 years	1 year	Renewable 1-, 3-, or 5-year contracts, depending on product families
Hardware replacement	3 years advanced hardware replacement included in bundle—up to 10-business-day RMA**	Lifetime next-business-day (NBD) hardware replacement included with SKU	No	NBD hardware replacement
Technical assistance (TAC)	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included with SKU	Yes	Yes
Software updates	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included on switching SKUs only  Add CON-SW (K-12 Bundled Warranty) for wireless SKUs only	Yes	Yes
Cisco.com access	1 year included in bundle Renewable in years 2 and 3 at standard education discount	3 years included with SKU	Yes	Yes
E-rate eligibility***	100 percent	100 percent	100 percent	Partially eligible—cost allocation is required (use cost allocation worksheet here: <a href="http://www.ciscoerate.com">www.ciscoerate.com</a> )

\*Basic maintenance service SKUs may be CON-ECMU in some cases.

\*\*Requires renewal of CON-SW in years 2 and 3.

\*\*\*Note that a service's E-rate eligibility depends on the eligibility of the product it covers. For example, a CON-SW SKU mapping to a 100 percent E-rate-eligible product is 100 percent E-rate eligible; a CON-SW SKU mapping to a 90 percent E-rate-eligible product is 90 percent E-rate eligible.



## E-rate Product Eligibility

Cisco maintains a database of Cisco product E-rate eligibility information; you can access it [here](#). To understand what products and services are eligible for E-rate funding, visit the FCC's E-rate Eligible Services List (ESL) [here](#).

## Learn More

See the greatest value from your E-rate funding and discover all that is possible when you expand digital initiatives across your learning environment. Contact your Cisco representative or Cisco partner to find out more, or visit our [Digital Learning and E-rate Funding page](#).

