



Cisco Authorized Distributor Announcement

Cisco Spam & Virus Blocker

Cisco is announcing to our channel partners and end customers the Cisco Spam & Virus Blocker, a new email security solution for small and medium sized businesses. Spam impacts every business. It reduces productivity and increases exposure to viruses, malware, and phishing attacks. The Cisco Spam & Virus Blocker stops spam before it reaches email servers and users – with unparalleled levels of accuracy and ease-of-use – to protect the network and critical business data. This all-in-one dedicated appliance features:

- Unparalleled accuracy— Real-time access to the world's largest database of security threats delivers unparalleled accuracy – virtually eliminating spam and other email threats to improve employee productivity.
- Continuous, automatic updates— Continuous, automatic updates from the SenderBase® network, the world's largest real-time database of security threats, along with monitoring by a dedicated team of security analysts, helps ensure that Cisco Spam & Virus Blocker always has the latest threat countermeasures in place to protect your business.
- Easy to install, easy to use— Browser-based setup wizards ease installation in nearly any network – your Cisco Spam & Virus Blocker can be up and running in minutes – and it provides complete protection right out of the box.
- Easy to manage— Cisco Spam & Virus Blocker doesn't require any ongoing administration – no white lists to create, no adjustments to filters – no need to dedicate resources to gain optimal results.

Delivering New Revenue Growth

Cisco Spam & Virus Blocker represents a new revenue stream for Cisco, our Distribution, and channel partners. This new product enables Cisco and our partners to provide a compelling and complete solution to answer the needs of small and medium sized business daily struggle with Spam. It also represents an opportunity for resellers serving the SMB customers that have not historically sold Cisco products or even networking solutions.

Services Offerings for Cisco Spam & Virus Blocker

Simplified, Integrated Services

A Cisco Software and Support Subscription is essential to maximize the performance and effectiveness of the Cisco Spam and Virus Blocker. It includes automatic spam and virus filter updates; software upgrades and new releases (as available); next-business-day hardware replacement; and access to the Cisco Small Business Support Center for technical support. This service helps ensure that the Cisco Spam and Virus Blocker has the latest threat countermeasures in place to increase user productivity, protect confidential data, decrease network operations costs, and prevent costly business interruptions.

Single SKU Ordering for Cisco Spam & Virus Blocker

The initial purchase of the Cisco Spam and Virus Blocker solution includes the hardware, software, licenses for 50, 100, or 250 users, and one or three years of the “Cisco Software and Support Subscription” in selected countries. At time of launch, the Blocker product will ship with English only user interface, however Chinese (simplified and traditional) quickstart user guides are available. **It is not necessary to sell support and subscription separately for this solution.**

Table 1. Cisco SPAM & Virus Blocker Ordering Information

SKU	Product Description	List Price USD
BLKR-SVB-50U-1Y	Cisco Spam and Virus Blocker - 50 User - 1 year	\$2599
BLKR-SVB-50U-3Y	Cisco Spam and Virus Blocker - 50 User - 3 year	\$3,599
50 User versions are available across all APAC countries. Higher user licenses are available in Australia.		
BLKR-SVB-100U-1Y	Cisco Spam and Virus Blocker - 100 User - 1 year	\$2,999
BLKR-SVB-100U-3Y	Cisco Spam and Virus Blocker - 100 User - 3 year	\$3,999
BLKR-SVB-250U-1Y	Cisco Spam and Virus Blocker - 250 User - 1 year	\$4,399
BLKR-SVB-250U-3Y	Cisco Spam and Virus Blocker - 250 User - 3 year	\$5,399

A “Cisco Software and Support Subscription” is required to keep the Cisco Spam and Virus Blocker current. Renewal after expiration of the initial term is through the following service Product IDs (SKUs) that are for a period of one year.

Table 2. Cisco SPAM & Virus Blocker Cisco Software and Support Subscription Renewals

SKU	Product Description	List Price USD
BLKR-SVB-R-50U-1Y	SW + Supp Subscr NBD Blocker 50 user -1 year	TBD
BLKR-SVB-R-50U-3Y	SW + Supp Subscr NBD Blocker 50 user – 3 year	TBD
50 User versions are available in all APAC countries. Higher user counts are available in Australia		
BLKR-SVB-R-100U-1Y	SW + Supp Subscr NBD Blocker 100 user – 1 year	TBD
BLKR-SVB-R-100U-3Y	SW + Supp Subscr NBD Blocker 100 user – 3 year	TBD
BLKR-SVB-R-250U-1Y	SW + Supp Subscr NBD Blocker 250 user – 1 year	TBD
BLKR-SVB-R-250U-3Y	SW + Supp Subscr NBD Blocker 250 user – 3 year	TBD

Introducing Network Attached Storage Solutions

Cisco is pleased to announce its initial entry into Storage, the Cisco Small Business NSS2000 (2-bay desktop network storage system) and the Cisco Small Business NSS3000 (4-bay desktop network storage system).

For small businesses who want simple products to meet transactional, point network technology needs, Cisco Small Business products (including the Linksys Business Series) are part of a complete portfolio of affordably priced networking products, purpose-built for small businesses.

The pre-announcement enables our distributors to establish an inventory position on the products that aligns with the channel announcement.

Distributor Orderability & First Shipments from Cisco

- NSS2000 - December 2008
- NSS3000 - February 2009

For more information, visit: <http://www.cisco.com/web/partners/sell/smb/products/storage.html>

Cisco Smart Business Communications System Release 1.4

The Cisco® Smart Business Communications System (SBCS) is a complete networking and unified communications solution for small businesses up to 64 users. SBCS Release 1.4 brings enhanced wireless capabilities, secure routing, additional SIP trunking providers, and a new release of Cisco Configuration Assistant (CCA), including:

- New Cisco SPA 525G IP Phone - Industry first desktop wireless or wired 5 line IP Phone with integrated Bluetooth, USB Music Player and color display
- Four *new* SPA525G Wireless Deployment Reference Designs to simplify successful wireless deployments to help ensure success for both partner and customer
- New features in CCA Release 1.9 that deliver enhanced voice performance, support for additional voice features, and a new SPA525G Wireless Wizard to make wireless deployments easy
- New SIP Trunking Providers – British Telecom, Broadview, Nuvox, Paetec, and XO Communications– enables quick and easy provisioning of a single connection that delivers both voice and data to customers

In addition to the above introductions, Cisco is highlighting enhancements to the currently available Cisco 520 Series Secure Router. The SR520 combines advanced security, SSL and IPsec VPN access, choices for WAN connectivity, and optional wireless networking, all in a single easy-to-use device at an attractive price. CCA 1.9 provides enhanced support for the IPS and URL filtering capabilities in the router. Additionally, Cisco is providing additional feature enhancements to the SR520 including IOS Content Filtering, OSPF routing protocol support, and Dynamic Multipoint

VPN (DMVPN). This is the preferred routing solution for Smart Business Communication Systems deployments. For complete information on the Cisco 520 Series Secure Router please visit www.cisco.com/go/sr520

Cisco SPA 525G IP Phone Product Ordering Information

SKU	Product Description	List Price USD
SPA525G	Cisco Small Business Pro SPA525G	\$430
SPA525G-RC	Cisco Small Business Pro SPA525G RC SKU (RC = Remote Customization)	\$430

Optional Accessories

SKU	Product Description	List Price USD
MB100	Wall-mount brackets for SPA5xx, CP5xx and SPA9xx	\$28
PA100-NA	Power supply for SPA5xx, CP5xx and SPA9xx—5V/2A (US Style Plug)	\$13
PA100-UK	Power supply for SPA5xx, CP5xx and SPA9xx – 5V/2A (UK Style Plug)	\$13
PA100-EU	Power supply for SPA5xx, CP5xx and SPA9xx – 5V/2A (European Style Plug)	\$13
PA100-AU	Power supply for SPA5xx, CP5xx and SPA9xx – 5V/2A (Australian Style Plug)	\$13

Announcement Dates

Cisco Smart Business Communications System Release 1.4 – and – Cisco SPA 525G IP Phone

Date	Milestone
06-Jan-09	Cisco Distributor Pre-Announcement
06-Jan-09	Orderability for Cisco Authorized Distributors
06-Jan-09	First Customer Shipments (To Cisco Distributors)
20-Jan-09	Cisco Channel Partner Announcement
27-Jan-09	Cisco End Customer Announcement

Cisco 520 Series Secure Router Product Ordering Information

SKU	WAN Interface	List Price USD
Cisco SR520		
SR520-FE-K9	10/100 Mbps Fast Ethernet	\$595
SR520-ADSL-K9	ADSL over POTS (basic telephone service)	\$595
SR520-ADSLI-K9	ADSL over ISDN (Annex B)	\$595
Cisco SR520W (Includes 802.11b/g Wireless)		
SR520W-FE-K9	10/100 Mbps Fast Ethernet	\$745
SR520W-ADSL-K9	ADSL over POTS (basic telephone service)	\$745
SR520W-ADSLI-K9	ADSL over ISDN (Annex B)	\$745

Please work with your Cisco Distribution Account Manager to place appropriate stocking orders.

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Americas Headquarters
 Cisco Systems, Inc.
 170 West Tasman Drive
 San Jose, CA 95134-1706
 USA
www.cisco.com
 Tel: 408 526-4000
 800 553-NETS (6387)
 Fax: 408 527-0883

Asia Pacific Headquarters
 Cisco Systems, Inc.
 168 Robinson Road
 #28-01 Capital Tower
 Singapore 068912
www.cisco.com
 Tel: +65 6317 7777
 Fax: +65 6317 7799

Europe Headquarters
 Cisco Systems International BV
 Haarlerbergpark
 Haarlerbergweg 13-19
 1101 CH Amsterdam
 The Netherlands
www-europe.cisco.com
 Tel: +31 0 800 020 0791
 Fax: +31 0 20 357 1100

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

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