

# Incentive Program Discounts: Canada

## August 2017



### Opportunity Incentive Program (OIP)/Teaming Incentive Program (TIP) Discounts for Canada

	Canada
OIP/TIP Product	+8%
Services	+2%

### Cisco UCS® Products Under OIP/TIP

	Canada
UCS Partner Baseline*	61%
All UCS Product Families	+4%

\*All discounts are based on direct purchase from Cisco. All pricing via distribution must be negotiated.

\*\*UCS OEM software and UCS solutions promotions are excluded from this discount.

### Fast Track (Distributor Discount)

	Canada
OIP / TIP	+5%

\*All discounts are based on direct purchase from Cisco. All pricing via distribution must be negotiated.