



# Next Generation Meeting Promotion

APJ Collaboration Commercial GTM  
October, 2018

# Next Generation Meeting Promotion Overview

This promotion has 2 major scenarios to get extra discount for a deal.  
Step 1 & 2 are mandatory to include into a quote to get discounts.

## Step 1

Select # of WebEx or  
Spark Users

OR

Select # of Spark Room  
Subscription

## Step 2

Add Video  
Endpoint

## Step 3

Add Support  
Service  
(Optional)

\*Spark Room Subscription  
scenario is based on country  
availability

**Better Together**

# Australia Promotion

# Promotion Conditions

Promotion End Date: July 28<sup>th</sup>, 2018

- Partner must be enrolled in the **WebEx Cloud Collaboration Resale Partner** to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenarios. A deal with OIP or TIP need to be approved by Cisco.
  1. A deal includes minimum of 5 A-SPK-NU-M3 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
  2. A deal includes minimum of 1 A-SPK-ND-SR and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300. **# of A-SPK-ND-SR must equal to # of video endpoints.**
- The deal can be stacked with OIP (min 13K) or TIP (min 190K).
- **A deal must be registered on CCW with using following promotion code, and a deal must get approval before partner quote to a customer. A deal without approval will not be getting the promotional discount.**

Price List	Promotion Name	Promotion Code
APL	AUS-Next Generation Meeting Promotion	BR-Conf-170729-114905

- Contact for this promotion: [apj-nextgenmtgpromotion@cisco.com](mailto:apj-nextgenmtgpromotion@cisco.com)
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: [www.cisco.com/go/sparkpartnerpricing](http://www.cisco.com/go/sparkpartnerpricing) Spark discount will be based on WW discount rule and **the maximum discount may vary from time to time.**

# Scenario 1: A-SPK with Video Endpoint

## Step 1

Select # of Spark  
Users

*Minimum 5 Named Users*

A-SPK-NU-M3



**A-SPK-NU-M3**

MAX 52.3% with OIP

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## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 75% with OIP  
73% w/o OIP

## Step 3

Select Support  
Service

Smart Net  
(Optional)

**Smart Net**  
MAX 67% with OIP  
66% w/o OIP

\*Promotion discounts are stacked with partner standard discount  
which is based on partner certification level

# Scenario 2: A-SPK Room Service with Video Endpoint

\*Quantity of Spark Room Subscription must equal to quantity of video endpoints.

## Step 1

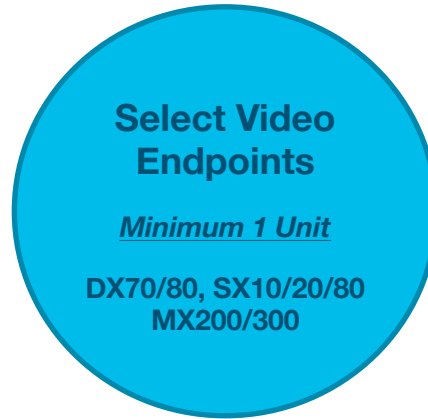


**A-SPK-ND-SR**

MAX 52.3% with OIP

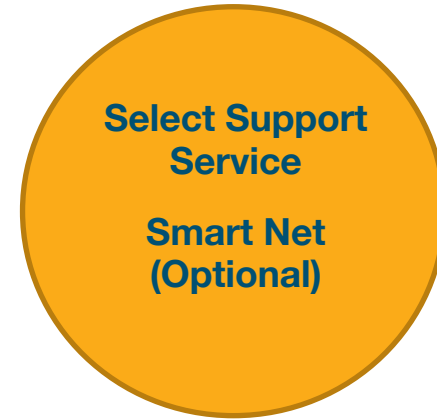
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[www.cisco.com/go/sparkpartnerpricing](http://www.cisco.com/go/sparkpartnerpricing)

## Step 2



MAX 75% with OIP  
73% w/o OIP

## Step 3



**Smart Net**  
MAX 67% with OIP  
66% w/o OIP

\*Promotion discounts are stacked with partner standard discount which is based on partner certification level

New Zealand

# Promotion Conditions

Promotion End Date: July 28<sup>th</sup>, 2018

- Partner must be enrolled in the **WebEx Cloud Collaboration Resale Partner** to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenarios. (A deal with OIP or TIP need to be approve by Cisco)
  1. A deal includes minimum of 5 A-WX-NU-MTGS-200 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
  2. A deal includes minimum of 5 A-SPK-NU-M3 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
  3. A deal includes minimum of 1 A-SPK-ND-SR and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300. **# of A-SPK-ND-SR must equal to # of video endpoints**
- The deal can be stacked with OIP (min 10K) or TIP (min 150K).
- **A deal must be registered on CCW with using following promotion code, and a deal must get approval before partner quote to a customer. A deal without approval will not be getting the promotional discount.**

Price List	Promotion Name	Promotion Code
GPL	NZ-Next Generation Meeting Promotion	BR-Conf-170729-115703

- Contact for this promotion: [apj-nextgenmtgpromotion@cisco.com](mailto:apj-nextgenmtgpromotion@cisco.com)
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: [www.cisco.com/go/sparkpartnerpricing](http://www.cisco.com/go/sparkpartnerpricing) Spark discount will be based on WW discount rule and **the maximum discount may vary from time to time.**



# Scenario 1: A-WX with Video Endpoint

## Step 1

Select # of WebEx  
Users

*Minimum 5 Named Users*

A-WX-NU-MTGS-200



**A-WX**

MAX 70% with OIP  
68% w/o OIP

## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 70% with OIP  
68% w/o OIP

## Step 3

Select Support  
Service

Smart Net  
(Optional)

**Smart Net**

MAX 60% with OIP  
58% w/o OIP

# Scenario 2: A-SPK with Video Endpoint

## Step 1

Select # of Spark  
Users

*Minimum 5 Named Users*

**A-SPK-NU-M3**



**A-SPK-NU-M3**

MAX 37% with OIP

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## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 70% with OIP  
68% w/o OIP

## Step 3

Select Support  
Service

Smart Net  
(Optional)

**Smart Net**  
MAX 60% with OIP  
58% w/o OIP

\*Promotion discounts are stacked with partner standard discount  
which is based on partner certification level

# Scenario 3: A-SPK Room Service with Video Endpoint

\*Quantity of Spark Room Subscription must equal to quantity of video endpoints.

## Step 1

**Select # of Spark Room Subscription**  
*Minimum 1 Spark Room*  
**A-SPK-ND-SR**



**A-SPK-ND-SR**

**MAX 37%** with OIP

## Step 2

**Select Video Endpoints**  
*Minimum 1 Unit*  
DX70/80, SX10/20/80  
MX200/300



**MAX 70%** with OIP  
68% w/o OIP

## Step 3

**Select Support Service**  
**Smart Net (Optional)**

**Smart Net**  
**MAX 60%** with OIP  
58% w/o OIP

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\*Promotion discounts are stacked with partner standard discount which is based on partner certification level

ASEAN Promotion

# Promotion Conditions

Promotion End Date: July 28<sup>th</sup>, 2018

- Partner must be enrolled in the **WebEx Cloud Collaboration Resale Partner** to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenarios. (A deal with OIP or TIP need to be approve by Cisco)
  1. A deal includes minimum of 5 A-WX-NU-MTGS-200 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
  2. A deal includes minimum of 5 A-SPK-NU-M3 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
  3. A deal includes minimum of 1 A-SPK-ND-SR and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300. **# of A-SPK-ND-SR must equal to # of video endpoints**
- The deal can be stacked with OIP (min 10K) or TIP (min 150K).
- **A deal must be registered on CCW with using following promotion code, and a deal must get approval before partner quote to a customer. A deal without approval will not be getting the promotional discount.**

Price List	Promotion Name	Promotion Code
GPL	ASEAN-Next Generation Meeting Promotion	BR-Conf-170729-115267

- Contact for this promotion: [apj-nextgenmtgpromotion@cisco.com](mailto:apj-nextgenmtgpromotion@cisco.com)
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: [www.cisco.com/go/sparkpartnerpricing](http://www.cisco.com/go/sparkpartnerpricing) Spark discount will be based on WW discount rule and **the maximum discount may vary from time to time.**

# Scenario 1: A-WX with Video Endpoint

## Step 1

Select # of WebEx  
Users

*Minimum 5 Named Users*

A-WX-NU-MTGS-200



**A-WX**

MAX 70% with OIP  
68% w/o OIP

## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 70% with OIP  
68% w/o OIP

## Step 3

Select Support  
Service

Smart Net  
(Optional)

**Smart Net**

MAX 60% with OIP  
58% w/o OIP

# Scenario 2: A-SPK with Video Endpoint

## Step 1

Select # of Spark  
Users

*Minimum 5 Named Users*

**A-SPK-NU-M3**



**A-SPK-NU-M3**

MAX 37% with OIP

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## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 70% with OIP  
68% w/o OIP

## Step 3

Select Support  
Service

Smart Net  
(Optional)

**Smart Net**  
MAX 60% with OIP  
58% w/o OIP

\*Promotion discounts are stacked with partner standard discount  
which is based on partner certification level

# Scenario 3: A-SPK Room Service with Video Endpoint

\*Quantity of Spark Room Subscription must equal to quantity of video endpoints.

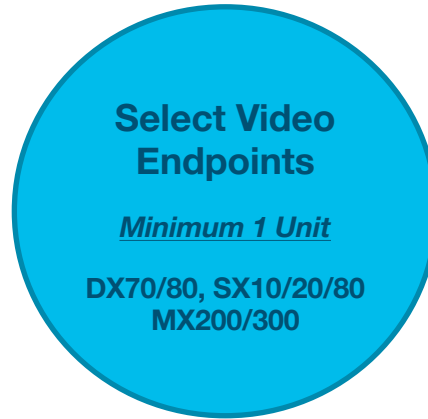
## Step 1



**A-SPK-ND-SR**

MAX 37% with OIP

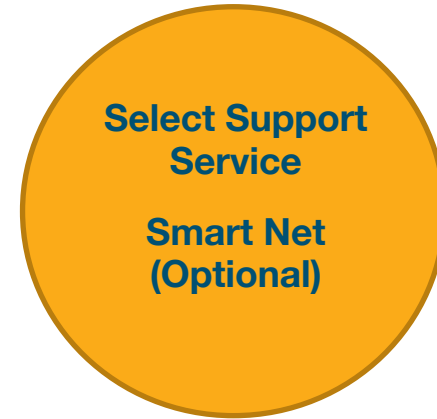
## Step 2



MAX 70% with OIP

68% w/o OIP

## Step 3



**Smart Net**

MAX 60% with OIP

58% w/o OIP

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\*Promotion discounts are stacked with partner standard discount which is based on partner certification level



India Promotion

# Next Generation Meeting Promotion Overview

This promotion has 3 major scenarios to get extra discount for a deal.

Step 1 & 2 are mandatory to include into a quote to get discounts.

## Step 1

Select # of WebEx or Spark Users

## Step 2

Add Video Endpoints

## Step 3

Add Support Service (Optional)

## Step 1

Select # of Spark Room Subscription

## Step 2

Add Video Endpoints

## Step 3

Add Support Service (Optional)

## Step 1

Select # of WebEx Users

## Step 2

Add Toll Named Users Plus International

## Step 3

Add Support Service (Optional) \*If quote include applicable products.

# Promotion Conditions

- Partner must be enrolled in the **WebEx Cloud Collaboration Resale Partner** to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenarios. (A deal with OIP or TIP need to be approve by Cisco)
  - A deal includes minimum of 5 A-WX-NU-MTGS-200 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
  - A deal includes minimum of 5 A-SPK-NU-M3 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
  - A deal includes minimum of 1 A-SPK-ND-SR and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300. # of A-SPK-ND-SR must equal to # of video endpoints
  - A deal includes minimum of 3 A-WX-NU-MTGS200 and at least 3 A-WX-NU-TNU+1.
- The deal can be stacked with OIP (min 10K) or TIP (min 150K).
- A deal must be registered on CCW with using following promotion code, and a deal must get approval before partner quote to a customer. A deal without approval will not be getting the promotional discount.

Price List	Promotion Name	Promotion Code
GPL	INDIA Next Generation Meeting Promotion	BR-Conf-170729-00110

- Contact for this promotion: [apj-nextgenmtgpromotion@cisco.com](mailto:apj-nextgenmtgpromotion@cisco.com)
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: [www.cisco.com/go/sparkpartnerpricing](http://www.cisco.com/go/sparkpartnerpricing) Spark discount will be based on WW discount rule and the maximum discount may vary from time to time.

# Scenario 1: A-WX with Video Endpoint

## Step 1

Select # of WebEx Users

Minimum 5 Named Users

A-WX-NU-MTGS-200

\*Spark Mtg with WebEx  
Mtg Center



**A-WX**

MAX 70% with OIP  
68% w/o OIP

## Step 2

Select Video Endpoints

Minimum 1 Unit

DX70/80, SX10/20/80  
MX200/300



MAX 70% with OIP  
68% w/o OIP  
MAX 77% for SX20

## Step 3

Select Support Service

Smart Net  
(Optional)

**Smart Net**

MAX 60% with OIP  
58% w/o OIP

# Scenario 2: A-SPK with Video Endpoint

## Step 1

Select # of Spark  
Users

*Minimum 5 Named Users*

**A-SPK-NU-M3**



**A-SPK-NU-M3**

MAX 37% with OIP

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## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 70% with OIP  
68% w/o OIP  
MAX 77% for SX20

## Step 3

Select Support  
Service

Smart Net  
(Optional)

**Smart Net**  
MAX 60% with OIP  
58% w/o OIP

\*Promotion discounts are stacked with partner standard  
discount which is based on partner certification level

# Scenario 3: A-SPK Room Service with Video Endpoint

\*Quantity of Spark Room Subscription must equal to quantity of video endpoints.

## Step 1

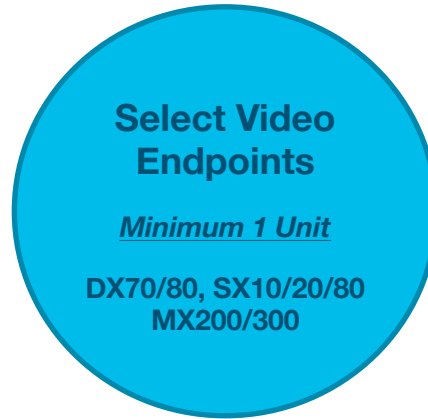


**A-SPK-ND-SR**

MAX 37% with OIP

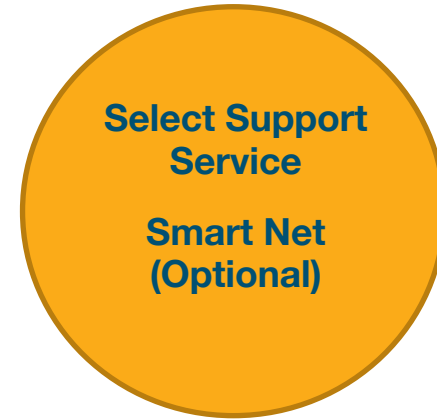
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## Step 2



MAX 70% with OIP  
68% w/o OIP  
MAX 77% for SX20

## Step 3



**Smart Net**

MAX 60% with OIP  
58% w/o OIP

\*Promotion discounts are stacked with partner standard discount which is based on partner certification level

# Scenario 4: A-WX with Toll Named User Plus International

## Step 1

Select # of WebEx Users

*Minimum 3 Named Users*

A-WX-NU-MTGS200  
\*WebEx Mtg Center  
without Spark Meet



**A-WX**

MAX 70% with OIP  
68% w/o OIP

## Step 2

Select Toll Named User Plus International

*Minimum 3 Unit*

A-WX-NU-TNU+I

**A-WX-NU-TNU+I**

MAX 58% with OIP  
55% w/o OIP

## Step 3

Select Support Service

Smart Net  
(Optional)

**Smart Net**

MAX 60% with OIP  
58% w/o OIP

Japan Promotion



# Promotion Conditions

- Partner must be enrolled in the **WebEx Cloud Collaboration Resale Partner** to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenarios. (A deal with OIP or TIP need to be approve by Cisco)
  1. A deal includes minimum of 1 A-SPK-NU-M3 and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
- The deal can be stacked with OIP (min 10K).
- A deal must be registered on CCW with using following promotion code.

Price List	Promotion Name	Promotion Code
NIHONUSD	Japan Next Generation Meeting Promotion	BR-Toku-170729-00509
YEN	Japan Next Generation Meeting Promotion	BR-Toku-170729-00515

- Contact for this promotion: [apj-nextgenmtgpromotion@cisco.com](mailto:apj-nextgenmtgpromotion@cisco.com)
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>

# Scenario 1: A-SPK with Video Endpoint

## Step 1

Select # of Spark  
Users

*Minimum 1 Named Users*

A-SPK-NU-M3



**A-SPK-NU-M3**

MAX 37% with OIP

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## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 70% with OIP

68% w/o OIP

For SX20N = MAX 72%

## Step 3

Select Support  
Service

Smart Net & PSS  
(Optional)

**Service  
(Smart Net & PSS)**

MAX 72% with OIP

70% w/o OIP

Discounts depends on  
service SKU

\*Promotion discounts are stacked with partner standard  
discount which is based on partner certification level

Korea Promotion

# Promotion Conditions

- Partner must be registered partner to use this promotion.
- Cisco will provide promotional discount with **Auto-Approval** for a deal with following scenario. (A deal with OIP or TIP need to be approve by Cisco)
  1. A deal includes minimum of 5 L-WBX-MC-NU-S2-NY1 with minimum of 5 L-WBX-CMRNU-S2-NY1, and at least 1 unit of video endpoints from DX70, DX80, SX10N, SX20N, SX80, MX200 or MX300.
- The deal can be stacked with OIP (min 10K) or TIP (min 150K).
- A deal must be registered on CCW with using following promotion code, and a deal must get approval before partner quote to a customer. A deal without approval will not be getting the promotional discount.

Price List	Promotion Name	Promotion Code
GPL	Korea Next Generation Meeting Promotion	BR-Conf-170729-00651

- Contact for this promotion: [apj-nextgenmtgpromotion@cisco.com](mailto:apj-nextgenmtgpromotion@cisco.com)

# Scenario 1: CMR with Video Endpoint

## Step 1

Select # of WebEx  
Users and CMR

*Minimum 5 Named Users &  
5 CMR*

L-WBX-MC-NU-S2-NY1  
L-WBX-CMRNU-S2-NY1



**WebEx &  
CMR Cloud**

MAX 70% with OIP  
68% w/o OIP

## Step 2

Select Video  
Endpoints

*Minimum 1 Unit*

DX70/80, SX10/20/80  
MX200/300



MAX 72% with OIP  
(SX10/20, DX70/80)  
MAX 70% with OIP  
(SX80, MX200/300)

## Step 3

Select Support  
Service

Smart Net  
(Optional)

**Smart Net**  
MAX 60% with OIP  
58% w/o OIP

# Steps to Register

# Next Generation Meeting Promotion Registration

Deal | Quote | Review | Order

Who's Involved | About the Deal | **Incentives** | Questionnaire

Based on your profile and the answers you provided, the deal may be eligible for the following incentives. Please select the incentives requested for this deal.

**Hunting**

- Net New Business (US OIP)

**Teaming**

- Cisco Initiated business (US TIP)

1

Under Incentives  
Select Hunting (OIP) or  
Teaming (TIP)

3

Fill Questionnaire

**Solution Led Selling**

- Collaboration Solution (View Stack) (ASEAN-Next Generation Meeting Promotion)
- Cisco Verified Solutions (Solution Incentive Program - SIP ASEAN)

**Special Offers**

- Local Offers (View Stack) (Beat Summer Heat Offer)

**Standalone Incentives**

- SeedIT (SeedIT First Time Buyer - ASEAN)
- Not for Resale (Not-For-Resale - GPL Cert)

2

Choose "Next Generation  
Meeting Promotion under  
Solution Let Selling section

Solution Led Selling

Track	Program	Reward Code	Reward Name	Try and Buy Eligible
Collaboration Solution	APJ Conferencing Bundle	BR-Conf-170729-115267	A SEAN-Next Generation Meeting Promotion	No

Have you included at least 5 of A-WX or A-SPK licenses on the quote? \*

Yes  No

# Question?

- Please contact following email for question  
[apj-nextgenmtgpromotion@cisco.com](mailto:apj-nextgenmtgpromotion@cisco.com)
- Spark Price Question?  
[sparkpartnerpricing@cisco.com](mailto:sparkpartnerpricing@cisco.com)



*Thank you*