



Partner Eligibility

The Cisco Commercial Champs Sales Competition is open to all Commercial Partners in the following categories:

- > Partner Plus Elite, Prestige & Aspire
- > Non Partner Plus (Premier, Select, Registered)
- > Partners must be a Commercial Xcelerate member to qualify

Look out for **Spot Prizes** throughout the sales competition period and find out how you rank against the competition.

Leaderboard Ranking

Keep track of the competition! Check out Commercial Champs to track your sales progress and ranking details, which will be updated fortnightly.



For more details, please visit
www.cisco-commercialxcelerate.com

NEXT STOP:
**HOKKAIDO - UNLEASH
THE CHAMPION WITHIN.**

COMPETE. EXCEL. WIN.

LAUNCH OF COMMERCIAL CHAMPS SALES COMPETITION. WINNERS ARE HEADING OFF TO HOKKAIDO, JAPAN!

Cisco is launching the brand new Cisco Commercial Sales Competition aimed at recognizing and rewarding our Top-Growth Partners for their pivotal role in making our commercial segment the fastest growing in the Asia Pacific region.

Grand Prize Winners

Join the ranks of Cisco Commercial Champs whenever you sell Cisco products and services in the Commercial segment! Be one of the top partners in each of the participating categories to become a winner! Visit Commercial Champs to find out how you can be part of the challenge.

This is your opportunity to sell your way to a fully sponsored, 5 days 4 nights, trip to Hokkaido, Japan accompanied by key Cisco executives from APJ!



Sales Competition Period

Get excited! The Commercial Champs Sales Competition is held from **1 March 2016 to 15 July 2016**.

How to Win

You can win by being the Top Commercial Revenue Growth Partner in any of these 2 categories:

- Overall Commercial Sales Revenue. Note: Partners will be grouped in their respective competition groups.
- Commercial Architectures & Services

A. Overall Commercial Sales Revenue

- All Participating Partners will be grouped based on the size of their Cisco Commercial business (calculated from an average of Partner's FY15 Commercial Revenue generated per quarter) and compete within their allocated group.
- In order to win, Participating Partners must achieve a minimum revenue threshold over the period of the Cisco Commercial Champs Sales Competition and they will be measured on YoY growth.

B. *Commercial Architectures & Services

- All Participating Partners stand the chance to win additional seats to Hokkaido, Japan based on their Commercial sales of Enterprise Networking, Data Center, Collaboration, Security or Services.

Table 1 - Applicable to Australia and India Partners

Categories	A. Overall Commercial Sales Revenue			B. *Commercial Architectures and Services	
	COMPETITION GROUP	AVERAGE REV PER QUARTER FY15 (US\$)	MINIMUM REVENUE THRESHOLD TO QUALIFY DURING PERIOD (US\$)	COMPETITION GROUP	MINIMUM REVENUE THRESHOLD TO QUALIFY DURING PERIOD (US\$)
Winning Criteria	1	\$300,000 AND ABOVE	\$450,000	Enterprise Networking	\$100,000
	2	\$100,000 TO \$299,999	\$150,000	Data Center	\$50,000
	3	\$50,000 TO \$99,999	\$75,000	Collaboration	\$50,000
	4	\$49,999 AND BELOW	\$15,000	Security	\$25,000
Winning Criteria					Commercial Revenue Growth YoY during competition period

Table 2 – Applicable to ASEAN, New Zealand and Korea Partners

Categories	A. Overall Commercial Sales Revenue			B. *Commercial Architectures and Services	
	COMPETITION GROUP	AVERAGE REV PER QUARTER FY15 (US\$)	MINIMUM REVENUE THRESHOLD TO QUALIFY DURING PERIOD (US\$)	COMPETITION GROUP	MINIMUM REVENUE THRESHOLD TO QUALIFY DURING PERIOD (US\$)
Winning Criteria	1	\$200,000 AND ABOVE	\$350,000	Enterprise Networking	\$100,000
	2	\$50,000 TO \$199,999	\$75,000	Data Center	\$50,000
	3	\$49,999 AND BELOW	\$15,000	Collaboration	\$50,000
Winning Criteria					Commercial Revenue Growth YoY during competition period

*Qualifying Products from Category B – Commercial Architecture and Services Track

Commercial Architectures and Services	Products
Enterprise Networking	Switches and Wireless including Meraki
Data Center	UCS
Collaboration	All Collaboration Products
Security	All Security Products
Services	All Service Products

Seats Allocation

THEATER	COUNTRY	COMMERCIAL REVENUE GROWTH TRACK				ARCHITECTURE REVENUE GROWTH TRACK				SERVICES REVENUE GROWTH TRACK	TOTAL NUMBER OF WINNERS	
		GROUP 1	GROUP 2	GROUP 3	GROUP 4	ENTERPRISE NETWORKING	SECURITY	COLLABORATION	DATA CENTER	SERVICES	COUNTRY	THEATER
ANZ	Australia	3	3	3	3	1	1	2	2	1	12	7
	New Zealand	1	2	1	4							
ASEAN	Indonesia	1	1	1	1	1	2	2	1	3	7	
	Malaysia	1	2	1						4		
	Philippines	1	2	1						4		
	Singapore	2	3	2						7		
	Thailand	2	3	2						7		
	Vietnam	1	1	1						3		
INDIA	India	2	2	2	2	1	1	2	2	1	8	7
JAPAN	Japan	2	2	2	2	1	1	2	2	1	6	7
KOREA	Korea	2	3	3	2	1	1	2	2	1	8	7
APJ Total		18	24	19	5	5	5	10	10	5	66	35