



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 28th, 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
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: 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

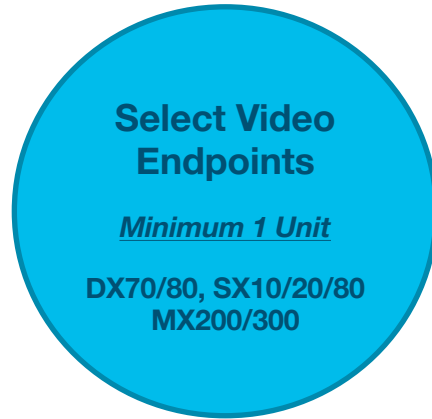


A-SPK-ND-SR

MAX 52.3% with OIP

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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 28th, 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
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: 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 28th, 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
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: 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

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)
 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
 4. 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
- For more detail on Spark: <https://communities.cisco.com/community/partner/collaboration/spark>
- Spark Partner Pricing Program: 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

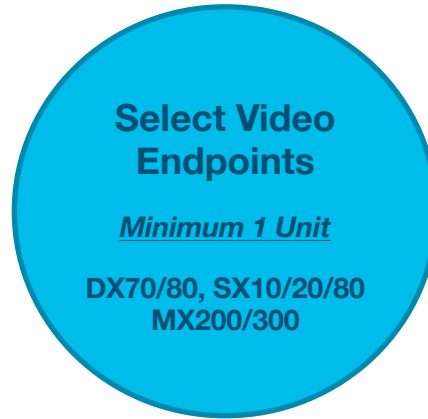


A-SPK-ND-SR

MAX 37% with OIP

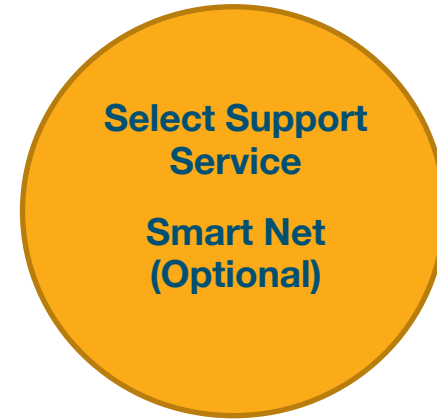
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Step 2



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
- 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

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 ASEAN-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
- Spark Price Question?
sparkpartnerpricing@cisco.com

Thank you