



思科新业务加速奖励计划 (New Business Acceleration)

思科® 新业务加速计划旨在奖励那些致力于发展新的或有竞争力的客户，亦或是重新激活思科休眠客户业务实践的合作伙伴，重点是以思科新技术、解决方案为主导的合作伙伴业务。思科将为满足激活要求的合作伙伴，提供季度奖励付款。

合作伙伴收益

- 赢得思科提供的奖励支持，包括贷款抵扣 (Credit) 和业务发展基金奖励 (BDF)
- 获得思科的技术和市场资源支持
- 提升合作伙伴在新客户和休眠客户上的业务覆盖和增长

参加条件及流程

目标对象：本计划开放给中国大陆所有金牌，高级认证及优选认证合作伙伴。

参加流程：有意向参与本计划的合作伙伴，必须登录[这里](https://partnersuccess.cisco.com/LP=1044)

<https://partnersuccess.cisco.com/LP=1044> 完成在线注册申请，合作伙伴在线签署并确认参与该计划后，系统会发送一封正式的电子邮件确认被邀请合作伙伴正式参加思科新业务加速计划。

表 1 思科新业务加速计划时间安排

| 计划名称 | 计划期 | 业绩生效日期 | 业绩截止日期 |
|-----------|--|---|----------------------------|
| 思科新业务加速计划 | FY19Q1 - FY19Q4 (2018年7月29日 - 2019年7月27日) | 所有在2018年8月25日之前完成注册的合作伙伴，业绩是从Q1第一天（即7月29日）开始计算 在2018年8月25日之后注册成功的合作伙伴，业绩从注册成功后下一个财月第一天开始计算 | 2019年7月27日 (奖励是按季度进行支付) |

表 2 思科新客户和休眠客户定义

新客户 (New logo Accounts)：不存在于思科原有基础数据 (install base) 中，但是在 FY19 首次产生交易的新客户。

休眠客户 (Dormant Accounts)：已存在于思科基础数据 (Install Base) 中，但是

在思科 FY17 和 FY18 连续两个财年未发生任何交易，且在 FY19 重新产生交易的客户。

表 3 奖励规则

| 奖励类别 | 奖励比率及奖励方式 | 具体要求 |
|--------------------|-----------------------|------------------------------|
| 基础奖励* | 6% (3%-BDF,3% Credit) | 所有符合条件的最终客户销售业绩 |
| 增值产品额外奖励 | 4%(Credit) | 详阅具体产品列表 (如下表 4) |
| 新机遇激励计划(OIP)定单额外奖励 | 2%(Credit) | 所有符合NBA奖励条件，并且是OIP条件的定单 |
| 年底冲刺奖 | 2% (BDF) | 合作伙伴需要在 FY19 连续四个季度内有持续的销售订单 |

备注：上述各个奖励类别可以累计。

*管理要求：针对没有销售任何增值产品的交易订单，合作伙伴需要提供与最终用户真实有效的合同信息（涉及到敏感信息如价格，联系方式等合作伙伴可以隐藏）。如果需要，思科可能会要求合作伙伴提供更多相关信息作为支持文档。

对于特殊折扣订单，思科将保留停止向相关合作伙伴发放该订单在该计划奖励的权利。

表 4: 增值产品列表

| Product Family | Product ID | Internal Business Entity Name | Internal Sub Business Entity Name |
|----------------|--------------------|-------------------------------|-----------------------------------|
| UCL | LIC-CUCM-11X-ENH-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-10X-ENH-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-9X-BAS-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-11X-BAS-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-9X-ENH-A | Collaboration | UC Infrastructure |
| UCL | UPG-CUCM-USR-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-9X-ENHP-A | Collaboration | UC Infrastructure |
| UCL | UPG-CUCM-ENHP-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-10X-ESS-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-11X-ESS-A | Collaboration | UC Infrastructure |
| UCL | UPG-CUCM-BASIC-A | Collaboration | UC Infrastructure |
| UCL | UPG-CUCM-ESS-USR-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-10X-BAS-A | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-BASIC-UPG | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-9X-ESS-A | Collaboration | UC Infrastructure |

| | | | |
|--------|--------------------|---------------|-------------------|
| UCL | LIC-CUCM-12X-BAS | Collaboration | UC Infrastructure |
| UCL | LIC-CUCM-12X-ENH | Collaboration | UC Infrastructure |
| UCMBE6 | R-CBE6K-K9 | Collaboration | UCMBE6K SER |
| UCSHX | HXAF220C-M4S | Data Center | Hyper Converged |
| UCSHX | HX-MLOM-CSC-02 | Data Center | Hyper Converged |
| UCSHX | HX-SAS12GHBA | Data Center | Hyper Converged |
| UCSHX | HX-SD120GBKS4-EV | Data Center | Hyper Converged |
| UCSHX | HX-SD-64G-S | Data Center | Hyper Converged |
| UCSHX | HX-CPU-E52680E | Data Center | Hyper Converged |
| UCSHX | HXDPS001-1YR | Data Center | Hyper Converged |
| UCSHX | HX-FI-6248UP | Data Center | Hyper Converged |
| UCSHX | HX-MR-1X322RV-A | Data Center | Hyper Converged |
| UCSHX | HX-SD800G12S4-EP | Data Center | Hyper Converged |
| UCSHX | HX-SD960GBKS4-EV | Data Center | Hyper Converged |
| UCSX | UCS-SP-FI48P | Data Center | Servers |
| UCSB | UCS-FI-6248UP-UPG | Data Center | Servers |
| UCSB | UCS-FI-E16UP | Data Center | Servers |
| UCSHX | HX220C-M4S | Data Center | Hyper Converged |
| UCSHX | HXDP001-1YR | Data Center | Hyper Converged |
| UCSB | UCS-FI-6248UP | Data Center | Servers |
| UCSHX | HX240C-M4SX | Data Center | Hyper Converged |
| UCSHX | HX-CPU-E52690E | Data Center | Hyper Converged |
| UCSHX | HX-HD12TB10K12G | Data Center | Hyper Converged |
| UCSHX | HX-SD120GBKS4-EB | Data Center | Hyper Converged |
| UCSHX | HX-SD16TB12S3-EP | Data Center | Hyper Converged |
| UCSHX | HX-CPU-E52650E | Data Center | Hyper Converged |
| UCSHX | HX-SD480G12S3-EP | Data Center | Hyper Converged |
| UCSHX | HXDPS001-2YR | Data Center | Hyper Converged |
| UCSHX | HXDPS001-3YR | Data Center | Hyper Converged |
| UCSHX | HX-SP-1P2T | Data Center | Hyper Converged |
| UCSHX | HX-SP-240M4S-BE2 | Data Center | Hyper Converged |
| UCSHX | HX-SP-M32-RVA | Data Center | Hyper Converged |
| UCSHX | HX-VSP-EPL-D | Data Center | Hyper Converged |
| UCSHX | UCS-HX-FI48P | Data Center | Hyper Converged |
| UCSHX | HX-SD16TSASS3-EP | Data Center | Hyper Converged |
| UCSB | UCS-FI-M-6324 | Data Center | Servers |
| UCSX | UCS-SP-FI6332-16UP | Data Center | Servers |
| UCSB | UCS-FI-DL2-RF | Data Center | Servers |
| UCSHX | HX-SP-220M4S-BE2 | Data Center | Hyper Converged |
| UCSHX | HX-VSP-STD-D | Data Center | Hyper Converged |
| UCSHX | UCS-HX-FI96P | Data Center | Hyper Converged |
| UCSX | UCSS-SP-S3260-BB | Data Center | Servers |
| UCSB | UCS-FI-6296E16-48P | Data Center | Servers |
| UCSB | UCS-FI-E16UP= | Data Center | Servers |
| UCSHX | HXAF240C-M4SX | Data Center | Hyper Converged |
| UCSHX | HX-SD240GBKS4-EB | Data Center | Hyper Converged |
| UCSHX | HX-CPU-E52683E | Data Center | Hyper Converged |

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|-------|--------------------|-------------|-----------------|
| UCSHX | HX-MR-1X161RV-A | Data Center | Hyper Converged |
| UCSB | UCS-FI-6332-U | Data Center | Servers |
| UCSHX | HX-SD800GSAS3-EP | Data Center | Hyper Converged |
| UCSHX | HX240C-M5SX | Data Center | Hyper Converged |
| UCSHX | HX-CPU-8168 | Data Center | Hyper Converged |
| UCSHX | HX-HD18TB10K4KN | Data Center | Hyper Converged |
| UCSHX | HX-M2-240GB | Data Center | Hyper Converged |
| UCSHX | HX-MLOM-C40Q-03 | Data Center | Hyper Converged |
| UCSHX | HX-MR-X32G2RS-H | Data Center | Hyper Converged |
| UCSHX | HX-MSD-32G | Data Center | Hyper Converged |
| UCSHX | HX-PCI-1-C240M5 | Data Center | Hyper Converged |
| UCSHX | HX-PCI-2B-240M5 | Data Center | Hyper Converged |
| UCSHX | HX-PSU1-1050W | Data Center | Hyper Converged |
| UCSHX | HX-SAS-M5HD | Data Center | Hyper Converged |
| UCSHX | HX-SD16T123X-EP | Data Center | Hyper Converged |
| UCSHX | HX-SD240G61X-EV | Data Center | Hyper Converged |
| UCSHX | HX-SD960GBKS4-EV= | Data Center | Hyper Converged |
| UCSHX | HX-CPU-E52630E | Data Center | Hyper Converged |
| UCSHX | HX-FI-6296UP | Data Center | Hyper Converged |
| UCSHX | HX-SP-220M4-BR1 | Data Center | Hyper Converged |
| UCSHX | HX-PSU1-1600W | Data Center | Hyper Converged |
| UCSHX | HX-RAILB-M4 | Data Center | Hyper Converged |
| UCSHX | HX-SP-220M4S-BV1 | Data Center | Hyper Converged |
| UCSHX | HX-HD18TB10KS4K | Data Center | Hyper Converged |
| UCSB | UCS-FI-6296UP-UPG | Data Center | Servers |
| UCSC | UCS-S3260-42HD4 | Data Center | Servers |
| UCSC | UCSC-C3260-SIOC | Data Center | Servers |
| UCSC | UCSS-S3260 | Data Center | Servers |
| UCSB | UCS-FI-6248E16-ALL | Data Center | Servers |
| UCSB | UCS-FI-M-6324-UPG | Data Center | Servers |
| UCSB | UCS-FI-6332-16UP | Data Center | Servers |
| UCSHX | HX-CPU-E52667E | Data Center | Hyper Converged |
| UCSHX | HX-ML-1X644RV-A | Data Center | Hyper Converged |
| UCSHX | HX-SP-220M4S-BE1 | Data Center | Hyper Converged |
| UCSHX | HX-SP-M16-RVA | Data Center | Hyper Converged |
| UCSB | UCS-FI-6332-16UP-U | Data Center | Servers |
| UCSHX | HX-PCI25-40010 | Data Center | Hyper Converged |
| UCSHX | HX-SD240GBKS4-EV | Data Center | Hyper Converged |
| UCSHX | HX-SD38TBM1K9 | Data Center | Hyper Converged |
| UCSHX | HX-SD800GBEK9 | Data Center | Hyper Converged |
| UCSHX | HX-SD800GSAS3-EP= | Data Center | Hyper Converged |
| UCSHX | HX-SD-64G-S= | Data Center | Hyper Converged |
| UCSHX | HX-CPU-E52660E | Data Center | Hyper Converged |
| UCSHX | HX-GPU-M60 | Data Center | Hyper Converged |
| UCSHX | HX-CPU-6152 | Data Center | Hyper Converged |
| UCSHX | HX-HD12TB10K12N | Data Center | Hyper Converged |
| UCSHX | HX-ML-X64G4RS-H | Data Center | Hyper Converged |

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|---------|-------------------|-----------------------|-----------------|
| UCSHX | HX-VSP-EPL-3A | Data Center | Hyper Converged |
| UCSB | UCS-FI-M-6324= | Data Center | Servers |
| UCSHX | HX-HD12TB10K12G= | Data Center | Hyper Converged |
| UCSHX | HX-SD38TBKS4-EV | Data Center | Hyper Converged |
| UCSC | UCSC-C3260-SIOC= | Data Center | Servers |
| UCSHX | HX-HD12G10K9 | Data Center | Hyper Converged |
| UCSHX | HX-SD16TBK9 | Data Center | Hyper Converged |
| UCSC | UCS-S3260-14HD4 | Data Center | Servers |
| UCSC | UCS-S3260-DHBA | Data Center | Servers |
| UCSC | UCSC-C3260 | Data Center | Servers |
| UCSHX | HX-CPU-6140 | Data Center | Hyper Converged |
| UCSHX | HX-FI-6332-16UP | Data Center | Hyper Converged |
| UCSHX | HX220C-M5SX | Data Center | Hyper Converged |
| UCSHX | HX-CPU-4114 | Data Center | Hyper Converged |
| UCSHX | HX-SAS-M5 | Data Center | Hyper Converged |
| UCSHX | HX-SD480G63X-EP | Data Center | Hyper Converged |
| UCSHX | HX-CPU-E52609E | Data Center | Hyper Converged |
| UCSHX | HX-SD16T63X-EP | Data Center | Hyper Converged |
| UCSHX | HX-CPU-5118 | Data Center | Hyper Converged |
| APIC | APIC-PCIE-CSC-02 | Data Center Switching | NX9K18930051 |
| APIC | APIC-SIM-S2 | Data Center Switching | NX9K18930051 |
| APIC | APIC-CLUSTER-L2 | Data Center Switching | NX9K18930051 |
| APIC | APIC-PSU1-770W | Data Center Switching | NX9K18930051 |
| MDS9000 | DS-C9706 | Data Center Switching | SAN |
| APIC | APIC-L2 | Data Center Switching | NX9K18930051 |
| MDS9000 | DS-C9710 | Data Center Switching | SAN |
| APIC | APIC-M2 | Data Center Switching | NX9K18930051 |
| APIC | APIC-PCIE-C10T-02 | Data Center Switching | NX9K18930051 |
| APIC | APIC-CLUSTER-M2 | Data Center Switching | NX9K18930051 |
| APIC | APIC_ADJ_PROD | Data Center Switching | NX9K18930051 |
| MDS9000 | DS-C9718 | Data Center Switching | SAN |
| APIC | APIC-PSU1-770W= | Data Center Switching | NX9K18930051 |
| MDS9000 | M9200FIC1K9 | Data Center Switching | SAN |
| CISE | SWOA-CISE | Security | Policy Access |
| CISE | R-ISE-VM-K9= | Security | Policy Access |
| CISE | C1-ISE-BASE-AP | Security | Policy Access |
| CISE | C1-ISE-BASE-48P | Security | Policy Access |
| CISE | C1-ISE-BASE-24P | Security | Policy Access |
| CISE | L-ISE-BSE-1K= | Security | Policy Access |
| CISE | L-ISE-BSE-500= | Security | Policy Access |
| CISE | SW-3515-ISE-K9 | Security | Policy Access |
| CISE | ISE-APX-3YR-1K | Security | Policy Access |
| CISE | ISE-PLS-3YR-1K | Security | Policy Access |
| CISE | L-ISE-BSE-100= | Security | Policy Access |
| CISE | L-ISE-BSE-1500= | Security | Policy Access |
| CISE | L-ISE-TACACS= | Security | Policy Access |
| CISE | ISE-ADV-3YR-500 | Security | Policy Access |

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|------|--------------------|----------|---------------|
| CISE | ISE-PLS-1YR-100 | Security | Policy Access |
| CISE | ISE-PLS-1YR-1K | Security | Policy Access |
| CISE | C1-ISE-BASE-3S | Security | Policy Access |
| CISE | L-ISE-BSE-10K= | Security | Policy Access |
| CISE | L-ISE-BSE-1K | Security | Policy Access |
| CISE | ISE-PLS-3YR-500 | Security | Policy Access |
| CISE | C1-ISE-BASE-12P | Security | Policy Access |
| CISE | ISE-APX-3YR-100 | Security | Policy Access |
| CISE | ISE-PLS-3YR-100 | Security | Policy Access |
| CISE | SW-3595-M-ISE-K9 | Security | Policy Access |
| CISE | L-ISE-BSE-2500= | Security | Policy Access |
| CISE | SW-3595-ISE-K9 | Security | Policy Access |
| CISE | C1-SUB-ISEPLS | Security | Policy Access |
| CISE | ISE-APX-1YR-500 | Security | Policy Access |
| CISE | ISE-PLS-1YR-500 | Security | Policy Access |
| CISE | ISE-ADV-1YR-100 | Security | Policy Access |
| CISE | ISE-APX-3YR-1500 | Security | Policy Access |
| CISE | L-ISE-BSE-5K= | Security | Policy Access |
| CISE | L-ISE-BSE-250= | Security | Policy Access |
| CISE | C1-ISE-BASE-CAT4K | Security | Policy Access |
| CISE | R-ISE-GST-BUN-K9= | Security | Policy Access |
| CISE | ISE-APX-5YR-5K | Security | Policy Access |
| CISE | ISE-PLS-5YR-5K | Security | Policy Access |
| CISE | ISE-PLS-5YR-1K | Security | Policy Access |
| CISE | ISE-MU-5YR-5K | Security | Policy Access |
| CISE | S-ISE-APX-5YR-5K | Security | Policy Access |
| CISE | ISE-ADV-3YR-1500 | Security | Policy Access |
| CISE | ISE-ADV-1YR-500 | Security | Policy Access |
| CISE | C1-ISE-BASE-TRK-3Y | Security | Policy Access |
| CISE | C1-ISE-PLS-TRK-3Y | Security | Policy Access |
| CISE | ISE-APX-3YR-10K | Security | Policy Access |
| CISE | ISE-APX-3YR-5K | Security | Policy Access |
| CISE | ISE-APX-1YR-1K | Security | Policy Access |
| CISE | ISE-APX-3YR-500 | Security | Policy Access |
| CISE | ISE-PLS-3YR-250 | Security | Policy Access |
| CISE | SW-3515-M-ISE-K9 | Security | Policy Access |
| CISE | ISE-PLS-1YR-1500 | Security | Policy Access |
| CISE | L-ISE-BSE-3500= | Security | Policy Access |
| CISE | ISE-ADV-1YR-1K | Security | Policy Access |
| CISE | ISE-APX-1YR-250 | Security | Policy Access |
| CISE | ISE-PLS-1YR-250 | Security | Policy Access |
| CISE | CISE_ADJ_PROD | Security | Policy Access |
| CISE | ISE-ADV-5YR-5K | Security | Policy Access |
| CISE | ISE-PLS-3YR-3500 | Security | Policy Access |
| CISE | ISE-APX-5YR-250 | Security | Policy Access |
| CISE | ISE-PLS-5YR-250 | Security | Policy Access |
| CISE | ISE-APX-1YR-1500 | Security | Policy Access |

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| CISE | R-ISE-10VM-K9= | Security | Policy Access |
| CISE | R-ISE-5VM-K9= | Security | Policy Access |
| CISE | ISE-ADV-5YR-1500 | Security | Policy Access |
| CISE | ISE-APX-1YR-100 | Security | Policy Access |
| CISE | R-ISE-VM-M-K9= | Security | Policy Access |
| CISE | L-S-ISE-BSE-1K= | Security | Policy Access |
| CISE | ISE-APX-3YR-2500 | Security | Policy Access |
| CISE | C1-ISE-BASE-TRK-5Y | Security | Policy Access |
| CISE | C1-ISE-PLS-TRK-5Y | Security | Policy Access |
| CISE | ISE-PLS-3YR-25K | Security | Policy Access |
| CISE | ISE-PLS-3YR-5K | Security | Policy Access |
| CISE | L-ISE-BSE-50K= | Security | Policy Access |
| CISE | L-ISE-BSE-3500-M= | Security | Policy Access |
| CISE | ISE-PLS-1YR-10K | Security | Policy Access |
| CISE | ISE-PLS-1YR-5K | Security | Policy Access |
| CISE | ISE-ADV-3YR-100 | Security | Policy Access |
| CISE | ISE-EXPRESS-K9 | Security | Policy Access |
| AMPEPTS | FP-AMP-1Y-S2 | Security | Advanced Threat Security |
| AMPEPTS | FP-AMP-3Y-S4 | Security | Advanced Threat Security |
| AMPEPTS | AMPEPTS_ADJ_PROD | Security | Advanced Threat Security |
| SWATCH | L-LC-FPS-10K= | Security | Advanced Threat Security |
| SWATCH | C1-LC-5-1Y | Security | Advanced Threat Security |
| SWATCH | C1-LC-50-1Y | Security | Advanced Threat Security |
| SWATCH | C1-LC-150-1Y | Security | Advanced Threat Security |
| SWATCH | SWOA-SWATCH | Security | Advanced Threat Security |
| SWATCH | C1-LC-100-1Y | Security | Advanced Threat Security |
| SWATCH | C1-LC-25-1Y | Security | Advanced Threat Security |
| SWATCH | L-LC-FC-NF-VE-K9 | Security | Advanced Threat Security |
| SWATCH | L-LC-FPS-1K= | Security | Advanced Threat Security |
| SWATCH | L-LC-FSVE-VMW-K9 | Security | Advanced Threat Security |
| SWATCH | L-LC-SLIC-FC1K-VE= | Security | Advanced Threat Security |
| SWATCH | L-LC-SMC-VE-K9 | Security | Advanced Threat Security |
| SWATCH | CON-FC-NF-VE | Security | Advanced Threat Security |
| SWATCH | CON-FPS-1K | Security | Advanced Threat Security |
| SWATCH | CON-FSVE-VMW | Security | Advanced Threat Security |
| SWATCH | CON-SMC-VE | Security | Advanced Threat Security |
| SWATCH | L-LC-TI-FC1K-1Y | Security | Advanced Threat Security |
| SWATCH | L-ST-FS-VE-K9 | Security | Advanced Threat Security |
| SWATCH | SWOA-SWATCH-SWFR | Security | Advanced Threat Security |
| SWATCH | C1-SWATCH-TRK-3Y | Security | Advanced Threat Security |
| SWATCH | SWATCH_ADJ_PROD | Security | Advanced Threat Security |
| SWATCHC | OBSERVABLE-LEGACY | Security | Advanced Threat Security |
| SWATCH | C1-SWATCH-TRK-5Y | Security | Advanced Threat Security |
| SWATCH | C1-LC-50-3Y | Security | Advanced Threat Security |
| SWATCH | L-ST-FC-VE-K9 | Security | Advanced Threat Security |
| SWATCH | L-ST-SMC-VE-K9 | Security | Advanced Threat Security |

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|--------|-------------------|-----------------------|--------------------------|
| SWATCH | C1-LC-150-3Y | Security | Advanced Threat Security |
| AIRDNA | AIR-DNA-A-3Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNA-A-5Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNA-A-7Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNA-E-3Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNA-E-5Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNA-E-7Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNAC1A-3Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNAC1A-5Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNAC1E-3Y | Enterprise Networking | Wireless |
| AIRDNA | AIR-DNAC1E-5Y | Enterprise Networking | Wireless |
| WLC | C9800-40-K9 | Enterprise Networking | Wireless |
| WLC | C9800-80-K9 | Enterprise Networking | Wireless |
| SDWAN | C1DNA-P-10G-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-5G-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-1G-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-2.5G-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-500M-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-100M-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-50M-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-20M-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-10M-A-3Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-10G-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-5G-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-1G-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-2.5G-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-500M-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-100M-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-50M-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-20M-A-5Y | Enterprise Networking | routing |
| SDWAN | C1DNA-P-10M-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-10G-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-5G-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-1G-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-2.5G-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-500M-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-100M-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-50M-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-20M-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-10M-A-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-10G-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-5G-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-1G-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-2.5G-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-500M-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-100M-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-50M-A-5Y | Enterprise Networking | routing |

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| SDWAN | DNA-P-20M-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-10M-A-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-1G-E-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-500M-E-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-100M-E-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-50M-E-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-20M-E-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-10M-E-3Y | Enterprise Networking | routing |
| SDWAN | DNA-P-1G-E-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-500M-E-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-100M-E-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-50M-E-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-20M-E-5Y | Enterprise Networking | routing |
| SDWAN | DNA-P-10M-E-5Y | Enterprise Networking | routing |
| Cat9K switching | C9400-SUP-1XL-Y-B | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1XL-Y/2 | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1XL-Y= | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1XL= | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1= | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1XL/2 | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1XL-B | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1XL-Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C1-C9400-DNAE-T | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C1-C9400-TRK-3Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C1-C9400-TRK-7Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C1-C9400-TRK-5Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-UPG-LIC= | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C1-C9400-DNAA-T | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-NW-A | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-E= | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-A= | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-E-3Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-E-7Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-E-5Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-LIC= | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-A-5Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-A-3Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-A-7Y | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-A | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-DNA-E | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-LC-48U-B1 | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-LC-48P-B | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-LC-48U-B | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-SUP-1-B | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-LC-48P-B1 | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-S-BLANK | Enterprise Networking | Catalyst 9400 Series Switch |
| Cat9K switching | C9400-PWR-BLANK | Enterprise Networking | Catalyst 9400 Series Switch |

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| Cat9K switching | C9200L-DNA-A-48-5Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-A-24-5Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-48 | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-24 | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-A-48-7Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-A-48-3Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-A-24-7Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-A-24-3Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-24-3Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-48-3Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-24-5Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-24-7Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-48-7Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-DNA-E-48-5Y | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24P-4G-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24P-4G-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-STACK-KIT= | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24T-4X-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24T-4X-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-STACK-KIT | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48P-4G-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24T-4G-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48P-4G-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24T-4G-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48P-4X-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48P-4X-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48T-4G-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48T-4G-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48T-4X-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-48T-4X-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24P-4X-E | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C9200L-24P-4X-A | Enterprise Networking | Catalyst 9200 Series Switch |
| Cat9K switching | C1-C9500-24-DNAA-T | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | C1-C9500-24-DNAE-T | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | C1-C9500-TRK-3Y | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | C1-C9500-TRK-7Y | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | C1-C9500-TRK-5Y | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | C9500-NM-BLANK | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | C1-C9500-40-DNAA-T | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | C1-C9500-12-DNAA-T | Enterprise Networking | Cisco Catalyst 9500 Series |
| Cat9K switching | STACK-T4-50CM= | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | PWR-C5-125WAC= | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | PWR-C5-1KWAC= | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-NM-4X= | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-NM-4G= | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-STACK-KIT | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-NM-4X | Enterprise Networking | Catalyst 9200 Switch Models |

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| Cat9K switching | C9200-NM-4G | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | PWR-C5-600WAC= | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-STACK-KIT= | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-24P-E | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-48P-E | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-24P-A | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-48P-A | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-48T-E | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-24T-E | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-48T-A | Enterprise Networking | Catalyst 9200 Switch Models |
| Cat9K switching | C9200-24T-A | Enterprise Networking | Catalyst 9200 Switch Models |

说明:

1, 注册参加思科新业务加速计划并直接从思科订购产品的合作伙伴: 当订单状态变为“Cisco booked”

(思科订购) 后, 即表明此次直接订购已被承认。

注册参加思科新业务加速计划并通过思科授权经销商订购产品的合作伙伴: 无论合作伙伴何时从经销商处订购产品, 只有在产品发货并开具发票之后, 思科才承认该经销商销售点 (POS) 的有效性。对于通过授权经销商购买产品的合作伙伴, 思科将根据上报日期 (经销商向思科上报 POS 交易的日期) 来判断订购是否符合条件。

2, 奖励方式为思科业务开发基金 (BDF) 和思科贷款抵扣奖励 (Credit) 会通过思科超级加油站平台

(Incentive Hub) 进行发放, 思科业务开发基金 (BDF) 和贷款抵扣 (Credit) 的具体使用规则遵守思科超级加油站平台统一规范要求

其他条款和条件

1. 简介

1.1 要参加思科新业务加速计划, 您的公司必须接受本《思科新业务加速计划协议》(以下简称“本协议”) 的条款和条件。

本协议的双方为思科和您在《合作伙伴注册申请》(如果有) 中签署的公司 (以下简称“合作伙伴”)。本协议中所称的“思科”定义如下:

如果合作伙伴的主要营业地点位于中国, 则“思科”是指 1) Cisco China Company, Limited (思科 (中国) 有限公司) (以下简称“思科”), 主要营业地点位于中国杭州市上城区望江国际 3 号楼 19 和 20 层; 和 2) Cisco (China)

Innovation Technology Co., Ltd (思科 (中国) 创新科技有限公司), 主要营业地点位于中国广东省广州市番禺区南村镇万博二路 79 号 303 室。

在本协议中, 除非出于客户权利以及思科在本协议之下所应承担的责任和义务考虑, 接受客户订单的思科实体应为适当的实体, 且出于此种原因本协议应在客户与该实体之间签订, 否则“思科”泛指上述所有思科实体。

1.2 政策概述

本文档规定了合作伙伴参与本计划的条款和条件, 思科会不定期更新本文档, 并在这里 (“计划规则”) 发布。

2. 定义

首字母大写的术语如未在本条款和条件中作出定义, 则应参照《经销协议》中的定义。如果《经销协议》与本条款和条件中的定义存在冲突, 应以本条款和条件为准, 因为本条款和条件中的定义更加符合主题内容。

2.2 思科订购: 输入思科订单系统的订单已通过初步的持有/信用检查, 且符思科内部订购受理政策的规定。

2.3 直接订单: 直接向思科下的订单。

2.4 内部使用: 最终客户或合作伙伴将产品内部用于任何业务用途, 此定义有别于下文中“转售”的定义。

2.5 净订购金额: 订购金额减去取消订购的金额。

2.6 净发货金额: 已发货的订购金额减去产品退订金额。

2.7 合作伙伴: 从授权进货来源或授权渠道处购买产品和服务或产品和服务的许可证, 然后将其直接转售给最终客户的思科注册经销商。

2.8 产品: 《合作伙伴转售协议》中定义并在现行思科全球价目表中列出的思科硬件产品、软件及相关文档。

2.9 《转售协议》: 《思科间接渠道合作伙伴协议》(ICPA)、《思科系统集成商协议》(SIA), 或者用于向最终客户授予思科产品和服务转售权的其他类似思科协议。

2.10 区域: 中华人民共和国 (不包括香港、澳门和台湾) 。

3. 不符合思科新业务加速计划条件的情况

3.1 对于不符合计划目的的交易, 思科有权拒绝延长本要约。

3.2 在以下情况的交易不符合思科新业务加速计划的奖励条件: (a) 购买用于合作伙伴内部使用; (b) 通过思科或思科收购的公司的任何旧的订购平台订购。思科新业

务加速计划不涉及与服务相关的奖励。

4. 计划奖励条款

4.1 必须完全符合奖励条件才能获得奖励。

4.2 奖励方式为对未来的采购订单提供贷款抵扣和业务发展基金

4.3 使用的最大贷款抵扣限额为下一笔采购订单价值的 15%，思科保留必要时修改此最大限制的权利。合作伙伴有权将享有的剩余奖励结转到后续采购订单中进行抵扣。

4.4 思科新业务加速计划奖励只能用于未来的产品订单贷款抵扣，而不能用于服务订单。在中国获得的奖励只能用于中国

4.5 通过思科番禺和思科杭州获得的奖励会分开支付，并且思科番禺的奖励只能用于未来思科番禺下单的贷款抵扣，思科杭州的奖励只能用于未来通过思科杭州下单的贷款抵扣。

4.6 合作伙伴申请有关未来订单的奖励具有时间限制。奖励受过期政策约束，有效期为从思科通知奖励可以使用之日起的 180 个日历日。即使发生合并或收购的情况，此过期政策也将依然适用。

4.7 合作伙伴必须达到最低 300 美元的奖励金额要求。

4.8 思科保留为验证申报的交易是否符合思科新业务加速计划资格而要求其他信息的权利。思科对交易是否符合新业务加速计划要求具有最终决定权。

4.9 实际奖励取决于特定思科新业务加速计划期（思科新业务加速计划规则中定义的时间段）内已发货的订购总额。如果发货请求日期符合计划规则，而思科未能在本文档中规定的发货截止日期之前交付产品，则思科可酌情延长发货截止日期。

4.10. 不得指定个人作为奖励的受益人，只有企业实体能够作为奖励受益人。

5. 奖励差异

5.1 合作伙伴应向思科确认并报告思科发布的订购金额和其自身记录之间的任何差异。报告订购金额差异问题的截止时间在最终订购日期后一个月内，如果合作伙伴未能满足这一期限要求，则合作伙伴的差异申请将被自动拒绝。奖励差异问题必须通过发送邮件至 nba-support@cisco.com。以任何其他方式反映的奖励差异问题将不予受理。

5.2 思科将尽最大努力确保合作伙伴能及时获得奖励。然而，有时此类奖励可能会由于思

科不可控的原因而延迟。此外，如果合作伙伴没有及时申请奖励，而思科对此类延迟没有过错，则该奖励将会过期并自动撤销。

6. 合作伙伴终止条款

6.1 除非另有补救措施，思科保留出于以下原因终止合作伙伴参加本计划和无限期收回任意奖励的权利：

(a) 提供虚假、有误导倾向或者不完整的计划信息，包括声称在按照计划要求销售产品；(b) 存在其他欺诈行为，或者滥用本计划或其他思科营销或销售计划的行为；(c) 经销不是由思科或思科授权总代理商提供的产品；(d) 向最终客户以外的任何其他方销售思科产品；以及 (e) 违反《合作伙伴转售协议》。

7. 一般条款

7.1 合作伙伴可自行单方面确定其最低转售价格。本计划不承诺也不保证能够帮助合作伙伴提高利润和盈利能力。

7.2 思科保留在不提前通知合作伙伴的情况下修改或取消本计划的权利。

8. 保密性

8.1 根据《合作伙伴转售协议》中的定义，思科与合作伙伴之间共享的所有与思科业务加速计划相关的信息，包括计划的条款和条件及特定计划的奖励信息，均为保密信息。

8.2 **违反保密规定。**如果合作伙伴违反本条款和条件中所包含的保密规定，思科保留取消该合作伙伴今后参与思科新业务加速计划资格的权利。

如有任何问题，请联系您的渠道客户经理（PAM），也可以直接邮件至 nba-support@cisco.com。