

## DWDM Optical Promotion Terms&Conditions

1. Channel Partners purchasing the certain Optical Products as described in Exhibit A (the “Eligible Products”) in the Territory will receive a Promotional Discounts off the applicable price list price.
2. **Eligibility.** Eligible Partners must i) have a current and valid Resale Agreement in place, be at least a Selected Partner, and be in good standing with the Cisco Channels Partner Program (a Resale Agreement includes: the Cisco Indirect Channel Partner Agreement (ICPA), the Cisco Systems Integrator Agreement (SIA), or another similar Cisco agreement that authorizes the resale of Cisco Products and Services only to Customers), ii) must be able to provide pre-sales engagement support in selling by adequate staffing, optically trained and being proactive hunters . Minimum 6 AM’s and 2 Optically trained. iii) Partner must be able to provide pre-sales engineering engagement in design, RFP support and CPOC’s/Demo’s Lab’s. Minimum 6 AM’s and 2 Optically trained, iv) Partner must be able to provide post-sales support i.e. Product Training, Network Augments, Break/Fix Assistance, NOC Services, NOS, EF&I and Project Management, v) Partner must be able to stock, fulfill inventory and provide alternative to Smartnet.
3. This Promotion is subject to and governed by the terms and conditions of the Resale Agreement in addition to these terms and conditions.
4. **Term.** This Promotion will run from April 29 th, 2017 until Oct 30th, 2019. Cisco reserves the right to extend or terminate the Promotion as needed without prior notice.
5. **Territory.** This Promotion is eligible in United States.
6. **Promotional Discount.** Partner will receive a Promotional Discount (depending on the SKU) based on CPL on the purchase of the Eligible Products and Services. Discounts are listed in Exhibit A.
7. The Promotional Discount may only be combined or stacked with other promotions, discounts, or credits offered by Cisco as expressly approved by Cisco’s Partner Incentive Council. This Promotion cannot be stacked or combined with Migration Incentive Program(MIP)
8. **Registration.** Channel Partner must register each opportunity in Cisco Commerce Workspace (CCW).
9. **Audit.** Cisco may require an audit of Partner’s sales under this Promotion to ensure compliance with the intent of the Promotion. Cisco reserves the right to refuse to apply this Promotion to any non-compliant sales. Cisco may remove Partner from participation in this Promotion if Partner refuses an Audit under this clause.
10. Cisco reserves the right to modify or cancel this Promotion at its discretion without notice to Partner.
11. In addition to any of its other remedies, Cisco reserves the right to terminate a Partner from participation in this Promotion for the following reasons: (a) submission of false, misleading, or incomplete information, including claims for sales made under the Promotion; (b) other fraud or abuse of this or other Cisco marketing or sales promotions; (c) the distribution of products

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purchased from any source other than Cisco or an authorized Cisco distributor; and (d) the sale of Cisco products or services to anyone other than an eligible customer.

12. By participating in this Promotion, Partner acknowledges that they have read and understood the Promotion's terms and conditions above and that Partner agrees to such terms and conditions.

Exhibit A

**DWDM Solution**

**Min Requirement: Require 200G or 400G 1 per chassis, Highlighted in Red in following table.**

Product ID	Discount on CPL Price
15216-ATT-LC-10=	92.86%
15216-ATT-LC-15=	92.86%
15216-ATT-LC-5=	92.86%
15216-EF-40-ODD=	92.86%
15454-24MPO-MPO-2=	95.00%
15454-40-SMR1-C=	95.00%
15454-40-SMR2-C=	95.00%
15454-BLANK=	94.00%
15454-LC-LC-2=	95.00%
15454-M-10X10G-LC=	93.33%
15454-M-ALMCBL2=	95.00%
15454-MPO-MPO-2=	95.00%
15454M-R1052SWK9=	95.00%
15454-M-TNCE-K9=	95.00%
15454-M-USBCBL=	95.00%
15454-OPT-EDFA-24=	95.00%
15454-PP-4-SMR=	95.00%
<b>CPAK-100G-SR10=</b>	#N/A
L-NCS2K-CK-CL=	93.33%
L-NCS2K-SD-FEC=	93.33%
L-NCS2K-SFEC-16Q=	93.33%
NCS2006-DC40=	95.00%
NCS2006-ECU-S=	95.00%
NCS2006-FTA=	95.00%
NCS2006-LCD=	95.00%
NCS2006-SA=	92.50%
NCS2015-ECU=	95.00%
NCS2015-FTA=	95.00%
NCS2015-SA-DC=	91.43%
<b>NCS2K-200G-CK-LIC=</b>	93.59%
NCS2K-20-SMRFS-CV=	95.14%

NCS2K-9-SMR17FS=	95.00%
NCS2K-MF-1RU=	95.00%
NCS2K-MF-DEG-5=	95.00%
NCS2K-MF-MPO-8LC=	95.00%
NCS2K-MF-MPO-16LC=	95.00%
NCS2K-M-R1052FSK9=	95.00%
NCS2K-MR-MXP-LIC=	93.33%
NCS2K-TNCS-K9=	95.00%
NCS4K-DC-PSU-V1=	92.86%
ONS-CCC-100G-5=	90.48%
ONS-MPO16-2X8-2=	90.48%
ONS-SC+-10G-SR=	90.48%
ONS-SC-OSC-ULH=	92.86%
ONS-SE-155-1510=	92.86%
QSFP-40G-SR4=	90.48%
CPAK-100G-LR4	96.61%
CPAK-100G-SR4=	#DIV/0!
ONS-SC+-10G-LR=	90.48%
NCS2K-9-SMR24FS=	95.00%
NCS2K-9-SMR34FS=	95.00%
NCS2K-MF-DEG-5-CV=	95.00%
NCS2K-MF-M16LC-CV=	95.00%
NCS2K-MF-UPG-4-CV=	95.00%
NCS2K-MF-2LC-ADP=	95.00%
NCS2K-MF10-6RU=	95.00%
NCS2K-MF-6RU=	95.00%
ONS-SC+-10G-LR=	90.48%
NCS2K-9-SMR24FS=	95.00%
NCS2K-9-SMR34FS=	95.00%
NCS2K-MF-DEG-5-CV=	95.00%
NCS2K-MF-M16LC-CV=	95.00%
NCS2K-MF-UPG-4-CV=	95.00%
NCS2K-MF-2LC-ADP=	95.00%
NCS2K-MF10-6RU=	95.00%
NCS2K-MF-6RU=	95.00%
L-NCS2K-100G-LIC=	90.67%
L-NCS2K-16QAM=	98.33%
L-NCS2K-WDM-LIC=	98.33%
<b>NCS2K-400G-XP=</b>	95.24%

<b>NCS2K-400GXP-L-K9=</b>	95.25%
SF15454M-R1052K9	85.00%
SF-NCS2K-R1052FSK9	85%
L-NCS2002-EPNM2RTM	90.48%
L-NCS2006-EPNM2RTM	90.48%
L-NCS2015-EPNM2RTM	90.48%
L-ONS454-EPNM2RTM	90.48%
L-NCS2002-EPN2SRTM	90.48%
L-NCS2006-EPN2SRTM	90.48%
L-NCS2015-EPN2SRTM	90.48%
L-ONS454-EPN2SRTM	90.48%
EPNM-2.0-K9	90.48%
EPNM-2.0-S-K9	90.48%
ONS-CFP2-WDM=	93.07%
QSFP-4X10G-LR-S=	92.86%
QSFP-100G-SR4-S=	98.24%
NCS4K-AC-PSU=	92.86%
NCS2015-SA-AC=	92.50%
15454-M-TSCE-K9=	95.00%
NCS2006-AC=	95.00%

#### NCS1K Solution

<b>Requirement: NCS1000 with CFPs, 1:1 chassis + cfp (or Kit)</b>	
<b>SKU</b>	<b>Discount on CPL Price</b>
<b>NCS1K2-LIC-SYS-KIT</b>	93.55%
NCS1002-LIC-K9	93.55%
SF-NCS1K-R621K9	93.55%
XR-NCS1K-621K9	93.33%
NCS1K-2KW-DC	93.33%
NCS1K-2KW-DC-CBL	93.33%
NCS1K-2KW-AC	93.33%
NCS1K-2KW-AC-CBL	93.33%
NCS1K-FAN	93.33%
NCS1K-SSD	93.33%
NCS1K-CNTRLR	93.33%
ONS-CFP2-WDM	93.53%
NCS1K-LIC-250G	97.62%

NCS1002-LIC-K9=	90.78%
NCS1K-2KW-AC=	90.48%
NCS1K-2KW-AC-CBL=	90.48%
NCS1K-2KW-DC=	90.48%
NCS1K-2KW-DC-CBL=	90.48%
NCS1K-CNTRL=	90.48%
NCS1K-FAN=	90.48%
NCS1K-SSD=	90.48%
ONS-CFP2-WDM=	93.53%
QSFP-100G-CWDM4-S=	98.24%
QSFP-100G-LR4-S=	97.69%
QSFP-100G-SR4-S=	98.24%
QSFP-4X10G-LR-S=	92.86%
S-NCS1K-LIC-200G=	96.67%
S-NCS1K-LIC-250G=	93.33%
S-NCS1K-LIC-ENCR=	93.33%
XR-NCS1K-621K9=	90.48%
NCS1001-K9=	86.67%
NCS1K-EDFA=	86.67%
NCS1K-PSM=	86.67%
SF-NCS1K1-R621K9	86.67%
NCS1K1-FAN=	86.67%
NCS1K-CNTRL2=	86.67%
NCS1K-2KW-AC2=	86.67%
NCS1K-2KW-AC-CBL=	90.48%
NCS1K-2KW-DC=	90.48%
NCS1K-2KW-DC-CBL=	90.48%
15216-HD-EXT-PNL=	86.61%
15216-FLD-4-58.9=	86.67%
15216-MD-48-ODD=	86.67%

FY18 10G AND PRODUCT FAMILY INCLUSION

Required: for every one 10x10 in red need 3 plugs	
PID	<b>Discount on CPL Price</b>
15454-M-10X10G-LC=	93.33%
ONS-SC+-10G-C=	90.48%
15216-DCU-350=	90.00%
15216-DCU-450=	90.48%

15216-DCU-550=	90.48%
15216-DCU-750=	90.48%
15216-DCU-950=	90.48%
15216-DCU-1150=	90.48%
15216-DCU-1350=	90.48%
15216-DCU-1550=	90.48%
15216-DCU-1950=	90.48%
ONS Pluggable	85.71%
ONS 15454	90.00%
Cisco Network convergence 2000	90.00%
Cisco Network convergence 1000	90.00%
ONS 15216	85.71%

EPN-M PHASE 2	
EPN-M Skus	<b>Discount on CPL Price</b>
EPNM-2.1-K9	90.48%
EPNM-2.1-S-K9	90.48%
EPNM-2.0-K9	90.48%
EPNM-2.0-S-K9	90.48%
L-NCS1001-EPNM2RTM	90.48%
L-NCS1002-EPNM2RTM	90.48%
L-NCS5001-EPNM2RTM	90.48%
L-NCS5002-EPNM2RTM	90.48%
L-NCS5501-EPNM2RTM	90.48%
L-NCS5502-EPNM2RTM	90.48%
L-NCS5508-EPNM2RTM	90.48%
L-NCS1001-EPN2SRM	90.48%
L-NCS1002-EPN2SRM	90.48%
L-NCS5001-EPN2SRM	90.48%
L-NCS5002-EPN2SRM	90.48%
L-NCS5501-EPN2SRM	90.48%
L-NCS5502-EPN2SRM	90.48%
R-CISCO-2S-EPNM-K9	90.48%

Service SKUs

<b>Part Number</b>	<b>Discount on CPL Price</b>
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<b>CON-SNT-15216EF4</b>	89%
<b>CON-SNT-1545SMR1</b>	89%
<b>CON-SNT-1545SMR2</b>	89%
<b>CON-SNT-15454M12</b>	89%
<b>CON-SNT-MTNCEK9</b>	89%
<b>CON-SNT-15454OPE</b>	89%
<b>CON-SNT-4PP4SMR</b>	89%
<b>CON-SNT-CPAK30UG</b>	89%
<b>CON-SNT-NCS2006A</b>	89%
<b>CON-SNT-NCS2015S</b>	89%
<b>CON-SNT-NCS2K2GL</b>	89%
<b>CON-SNT-NCS2K2SR</b>	89%
<b>CON-SNT-NCS2K9S1</b>	89%
<b>CON-SNT-NCS2KEG5</b>	89%
<b>CON-SNT-NCS2K8LC</b>	89%
<b>CON-SNT-NCS2KMFL</b>	89%
<b>CON-SNT-NCS2KMRL</b>	89%
<b>CON-SNT-NCS2KTN9</b>	89%



<b>CON-SNT-ONS10GSR</b>	89%
<b>CON-SNT-ONSOSCUL</b>	89%
<b>CON-SNT-1551510</b>	89%
<b>CON-SNT-CPAK10G4</b>	89%
<b>CON-SNT-CPAK10GS</b>	89%
<b>CON-SNT-ONSSC10G</b>	89%
<b>CON-SNT-NCS2K9SM</b>	89%
<b>CON-SNT-NCS2K9S3</b>	89%
<b>CON-SNT-NCS2KMF5</b>	89%
<b>CON-SNT-NCS2KMFV</b>	89%
<b>CON-SNT-NCS2KMFG</b>	89%
<b>CON-SNT-CPAK10GS</b>	89%
<b>CON-SNT-NCS2K4GP</b>	89%
<b>CON-SNT-NCS2K4GL</b>	89%
<b>CON-SNT-ONSCFP2W</b>	89%
<b>CON-SNT-ONSQC16G</b>	89%
<b>CON-SNT-NCS2015A</b>	89%

<b>CON-SNT-NCS2KTNO</b>	89%
<b>CON-SNT-15216EFO</b>	89%
<b>CON-SNT-15454SMR</b>	89%
<b>CON-SNT-15454SM2</b>	89%
<b>CON-SNT-NCS02LIK</b>	89%
<b>CON-SNT-NCS1NTRL</b>	89%
<b>CON-SNT-ONSCFP2W</b>	89%
<b>CON-SNT-NCS1KLIG</b>	89%
<b>CON-SNT-NCS10K9L</b>	89%
<b>CON-SNT-NCS1KCLN</b>	89%
<b>CON-SNT-ONSCFP2W</b>	89%
<b>CON-SNT-SNCS1KLC</b>	89%
<b>CON-SNT-NCS1KLIG</b>	89%
<b>CON-SNT-NCS1001K</b>	89%
<b>CON-SNT-NCS1KEDF</b>	89%
<b>CON-SNT-NCS1KPSM</b>	89%
<b>CON-SNT-NCS1KCNR</b>	89%
<b>CON-SNT-152FLD45</b>	89%
<b>CON-SNT-15216MD4</b>	89%
<b>CON-SNT-NCS5001N</b>	89%
<b>CON-SNT-NC502BUN</b>	89%
<b>CON-SNT-NCS5501E</b>	89%
<b>CON-SNT-NCS5502E</b>	89%
<b>CON-SNT-15454M12</b>	89%

<b>CON-SNT-216DCU350</b>	89%
<b>CON-SNT-216DC</b>	89%
<b>CON-SNT-216DC550</b>	89%
<b>CON-SNT-15216-DCU</b>	89%
<b>CON-SNT-15216D95</b>	89%
<b>CON-SNT-216DCU115</b>	89%
<b>CON-SNT-DCU1550</b>	89%

EPNM Service

Product ID

	<b>Discount on CPL Price</b>
CON-ECMU-EPNM20K9	85.22%
CON-ECMU-EPNM2SNK	85.22%
CON-ECMU-NCS2MTPE	85.22%
CON-ECMU-NCS202MT	85.22%
CON-ECMU-LNCS20C2	85.22%
CON-ECMU-LNCS20MB	85.22%
CON-ECMU-NCS201MT	85.22%
CON-ECMU-LCS201RT	85.22%
CON-ECMU-LONS454M	85.22%
CON-ECMU-LONS454T	85.22%