

Cisco Multicloud Defense for Government



Introduction

This document describes the pricing, packaging, and ordering process for Cisco Multicloud Defense for Government as an à la carte offering.

Audience: This guide is intended for Cisco field teams and any customer, distributor, or partner with access to Cisco Commerce Workspace (CCW). CCW provides an integrated commerce experience for registering deals, configuring and pricing products, software, and related services, and placing orders through a single platform.

Scope: This ordering guide covers the following tiers:

- Multicloud Defense for Government Advantage
- Multicloud Defense for Government Premier

For more detailed information on Multicloud Defense, visit cisco.com/go/multicloud-defense.



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Product description

Multicloud Defense for Government operates as an integrated component of Security in Cisco Cloud Control for Government, purpose-built for federal, state, and local government compliance demands. Designed to secure distributed hybrid and multicloud environments across Amazon Web Services (AWS), Microsoft Azure, and Google Cloud Platform (GCP), the solution is fully aligned with critical public sector mandates.

To meet stringent federal security requirements, the government deployment paradigm fundamentally differs from the commercial offering. The SaaS management controller, telemetry analytics, and policy definitions are physically and logically segregated into a U.S.-only sovereign boundary. This ensures that federal data remains entirely isolated from commercial operations while still delivering cloud-native auto-scaling, infrastructure-as-code orchestration, and dynamic threat intelligence capabilities.

Multicloud Defense for Government licensing

The product licensing is based on the purchased amount of aggregated gateway hours across all the cloud environments. The product has two tiers available, “Advantage” and “Premier.” Even though the licensing is based on consumption, this is not a pay-as-you-go offering; however, hours can be added to current subscriptions in 1-, 3-, or 5-year intervals with the change subscription workflow (documented under the “Subscription renewals, changes, and cancellations” section).

The comparison between “Advantage” and “Premier”

	Advantage	Premier
Visibility	✓	✓
Unlimited accounts	✓	✓
FQDN egress filtering (outbound)	✓	✓

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	Advantage	Premier
Malicious IP and geography-based blocking	✓	✓
IPS/IDS	✓	✓
Cisco Talos® Threat Intelligence	✓	✓
TLS decryption	✓	✓
3rd-party integrations	✓	✓
URL filtering		✓
DLP (block exfiltration)		✓
Web application firewall		✓
API rate limiting		✓
Antivirus		✓
Multicloud connectivity		✓
Hybrid segmentation		✓
Cisco Firewall (virtual)-based Gateway with Threat, Malware, and Content licensing – requires Security in Cisco Cloud Control for Government		✓

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Optional Cisco Firewall (virtual) orchestration and licensing

Multicloud Defense for Government can deploy and orchestrate two types of Cisco enforcement points: Multicloud Defense for Government gateway and Cisco Firewall (virtual) instances. The virtual Firewall instances can be licensed in two ways:

1. Hourly with the Multicloud Defense for Government Premier gateway hour, or
2. Traditional Cisco Smart Licenses. Only the virtual Firewall licenses included with the Premier tier count against Multicloud Defense for Government gateway hour subscriptions. Traditional PIDs for virtual Firewall can be found in the [Network Security Ordering Guide](#).

A subscription to Security in Cisco Cloud Control for Government is required to leverage virtual Firewall with this orchestration and licensing functionality.

License enforcement

Multicloud Defense for Government does not actively enforce gateway licensing or usage limits; however, all usage is monitored. If consumption exceeds the purchased hours, traffic and functionality will not be affected. In cases of significant overconsumption, the customer will be notified. If the customer does not respond after three notifications, administrative access will be revoked, and the product will remain available in read-only mode until the account's commercial status is restored.

Options to transact Multicloud Defense for Government

There are three ways to transact Multicloud Defense for Government:

1. Cisco Commerce Workspace (CCW)
2. Enterprise Agreement (EA) Workspace
3. Cisco Cloud Protection Suite (available through both CCW and EA buying programs)

Below are instructions to transact through each of these methods.



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CCW ordering process

The subscription SKU for Multicloud Defense for Government is MCD-FED-SUB. Pricing is determined when product SKUs are added and configured. Gateway hour license quantity will be entered when the product SKUs are added to the subscription.

Click “Edit Options” to configure the order

Items

BackContinue

"MORE" and then, "Apply Discount".

Add by SKU Description and Product FamilyImport Saved Configuration

Estimate Preferences

Lines ViewUpdate Support TierManage GroupsRemove Selected LinesMore ActionsZero List Price ItemsHideShowSearch Estimate Line Items

	Hardware, Software and Services	Estimated Lead Time (Days)	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discounts (%)	Extended Net Price (USD)
☐	1.0 MCD-FED-SUB Invalid as of 13-Aug-2026 01:32:21 PDT Cisco MultiCloud Defense XaaS Subscription for Government	4	0.00	1	0.00	0.00	0.00

Select OptionsValidateAdd NoteAdd SubtotalCopyRemove LineAdditional Details

Interested in Payment Terms?

+
=

-
×

Calculate
Payment Options

Financial summary with Hardware, Software and Services view

Estimate TotalAll Prices Shown in USD

Product	0.00
Service Total	0.00
Subscription Total	0.00
Total Price	0.00
Estimated Freight Charges	Calculate

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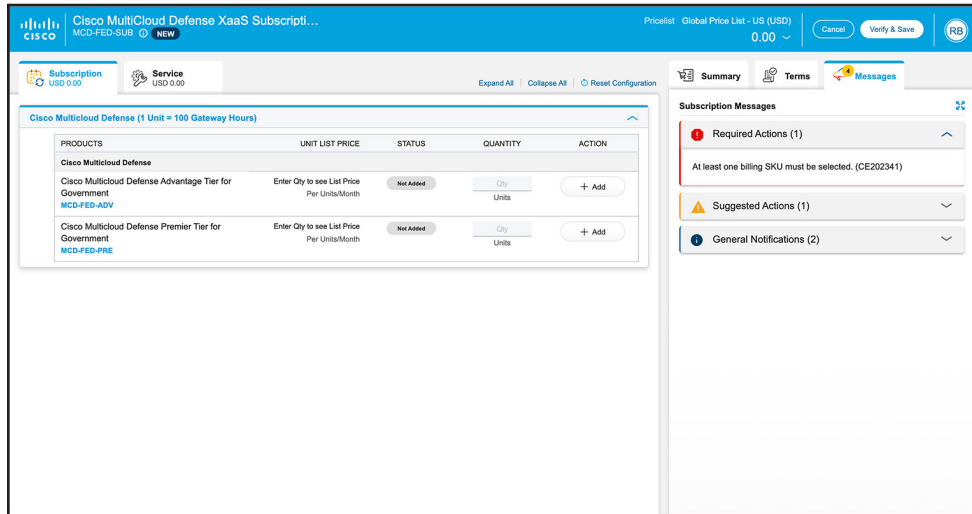
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Next, fill out the requested amount of gateway hours for the required tier—please note that the quantity you will enter here is the estimated amount of gateway hours. (The system will automatically convert them to units by dividing this number with 100)

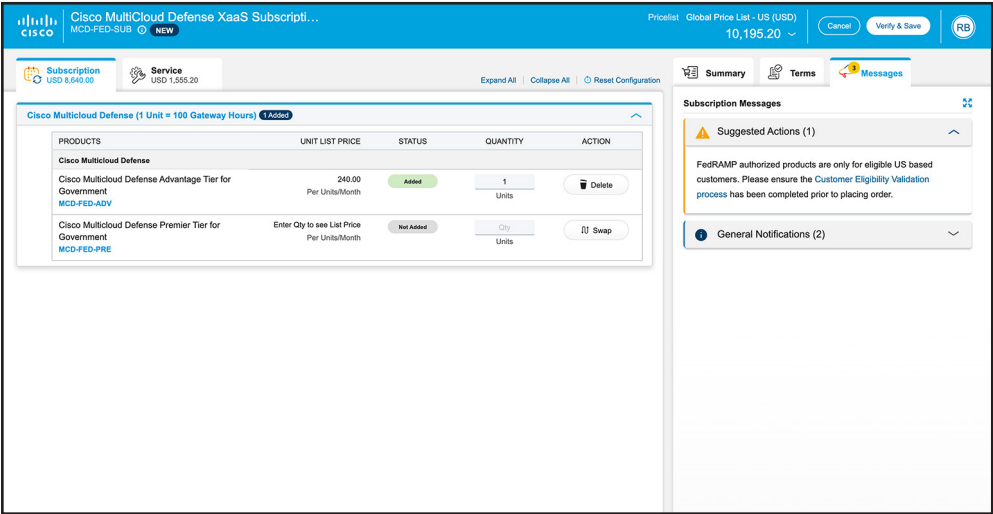
1. Let's estimate one enforcement point is running, consistently, for a year. That's 365 days * 24 hours. On average, the monthly hours are 730. In this new subscription model, the hours reset each month.
2. To calculate the number of licenses required, divide 730 by 100 = 7.3, then round up to the nearest whole number: 8.
3. For this example, note that we would like to have this on the Premier tier.
4. Fill out the "quantity of gateway hours" for the correct tier with "8" and hit enter.

In the image below, the price calculations changed accordingly, and some additional items have been automatically included in the quote.



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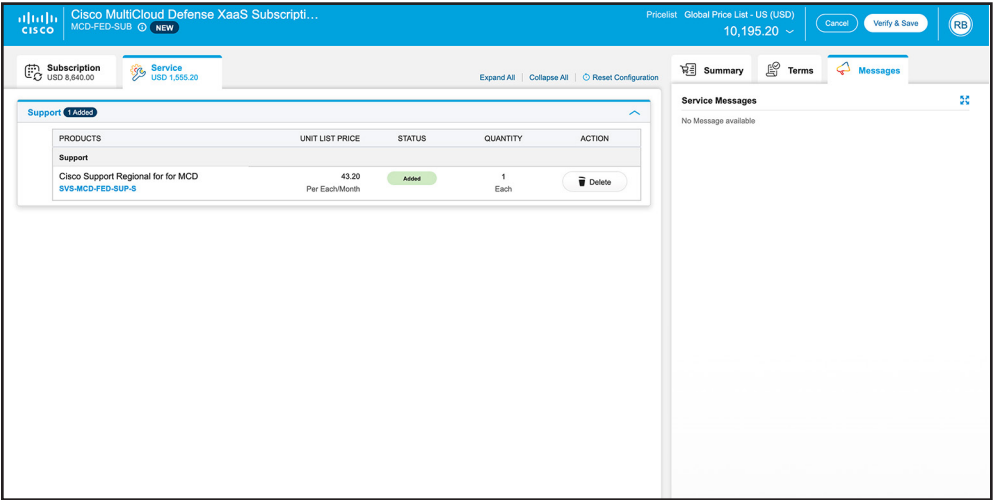
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The items automatically included are:

- **SVS-MCD-FED-SUP-S:** This item is the services contract for support for Multicloud Defense for Government. This includes customer success onboarding services.

The service level can be modified under the “Service” tab by clicking the “Swap” button to the desired service level:



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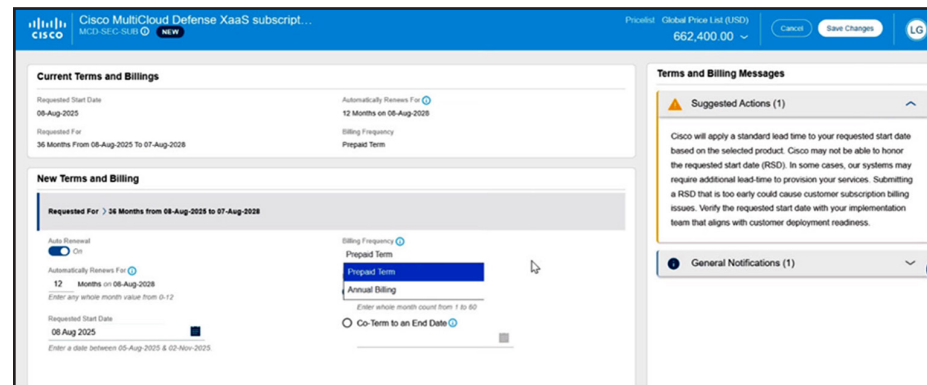
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After selecting the desired product options, choose “Requested Terms and Billing” to edit the subscription term and the requested start date.



The screenshot displays the Cisco MultiCloud Defense XaaS subscription configuration interface. The top navigation bar includes the Cisco logo, product name, and a 'Global Price List (USD)' dropdown showing '662,400.00'. The main content area is divided into two sections: 'Current Terms and Billings' and 'New Terms and Billing'. The 'New Terms and Billing' section is the active area, showing a 'Requested For' of '16 Months from 08-Aug-2025 to 07-Aug-2028'. Below this, there are fields for 'Auto Renewal' (set to 'On'), 'Billing Frequency' (set to 'Prepaid Term'), and 'Requested Start Date' (set to '08-Aug-2025'). A dropdown menu for 'Billing Frequency' is open, showing options for 'Prepaid Term' and 'Annual Billing'. A 'Suggested Actions' panel on the right side of the page contains a warning message about the requested start date and a 'General Notifications' section.

Note: Annual billing option.

- Only terms that are 12 to 60 months are allowed (1 to 11 months require nonstandard approval and can only be requested to co-term to another contract greater than 12 months).
- A Purchase Order (PO) needs to be issued for the full amount, and billing will occur annually before the start date of each service year.
- While billing is annual, the subscription is for the entire term and cannot be cancelled midterm. The service is provisioned, and the subscription starts on the service start date. The provisioning of the service may take up to 72 hours, assuming the order information is complete and correct.

The subscription term will default to a 36-month term and prepaid term billing. The requested start date and the frequency of billing may also be changed at this time.



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Enterprise Agreement ordering process

Enterprise Agreements give customers the most flexibility and option for managing their Cisco software subscriptions.

Start by selecting “Enterprise-Wide Commitment” and entering how many security users the enterprise has. A recommendation on the nuber of licenses will be available to select:

Security

CancelNext

Select a selling model for Security

Enterprise-Wide Commitment

Maximized Security EA Benefits

- Committed SCU count defined for duration of Enterprise Agreement
- Partner ownership of Security Portfolio*

*Customer may grant entry to another Partner for specific suites

Multi-Architecture Security Attach

Low barrier to entry for supplemental quantities

- Requires full commitment within another EA Portfolio
- Partner ownership of purchased suites only

Service only will not be available for this selection.

How many Security Content Users(SCU) does this customer have? ?

1000

Select an SCU Range

	SCU 100+ Ineligible	SCU 500+ Request	Recommended SCU 1000+ Selected	SCU 5000+ Select	SCU 10000+ Select	SCU 25000+ Select
Suites						
Security Suites	Full Commit License Minimums					
Secure Workload (workloads)	100	100	100	500	1000	2500
Breach Protection						
User Protection						
User & Breach Protection (Combination)						
Duo						
Umbrella						
Cisco Secure Access	100	500	1000	5000	10000	25000
Secure Web						
Secure Email						
Secure Endpoint						
Cisco XDR						
Cisco Vulnerability Management (user)						
Identity Services Engine (ISE) (sessions)	100	500	1000	5000	10000	25000
Cloud Protection						
Secure Firewall						
Cisco Multicloud Defense	7500	15000	30000	112500	225000	450000
AI Defense						
(Commit Value (USD))						

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Toggle the Cisco Multicloud Defense option to “on” and use the dropdown to select the tier of features:

Security

Cancel

Back

Next

CX EA Services can be purchased without Software suites.

Select suite(s)		Software(s) Opt-In	Service(s) Opt-In
Protection			
Cloud Protection	Essentials Segmentation-Gateway	☐	☐
User Protection	Essentials	☐	☐
Breach Protection	Premier	☐	☐
User & Breach Protection (Combination)	Breach Premier - User Advantage	☐	☐
Zero Trust			
Identity Services Engine (ISE)		☐	☒
Duo	Essentials	☐	☐
Secure Workload		☐	☐
Cloud and Network Security			
Umbrella	DNS Essentials	☐	☐
Cisco Secure Access	Advantage	☐	☐
Secure Web		☐	☒
Secure Firewall		☐	☒
Cisco Multicloud Defense	Advantage	☒	☒
Security Platform and Response			
AI Defense	Advantage	☐	☐
Secure Email	Advantage	☐	☒
Secure Endpoint	Premier	☐	☐
Cisco XDR	Advantage	☐	☐

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Continue and select the level of support

Security

CancelBackContinue

Portfolio Setup Parameters

Suite(s) Selection

Service(s) Level Selection

Please fill out the information for services

Choose EAMS delivery type*
☒ Cisco ☐ Partner

Select Service suite(s)

Service Suites

Cloud and Network Security

Cisco Multicloud Defense

Support Enhanced

Support Enhanced

Support Signature

Configure the billing model and then select “configure suite”

Price Estimation

Please enter the Service Specialist and Deals Assurer in the Cisco Team using Manage Teams under Proposal Actions.

Networking Infrastructure

Applications Infrastructure

Collaboration

Security

Provider C

Configuring Security

There is 1 Error and 2 Warnings. You will need to review and correct the configuration errors in order to complete your proposal.

Solutions & Suites	Quantity Desired	Programmatic Discounts (%)	Total List Price (USD)	Discount (%)
Cloud and Network Security Cisco Multicloud Defense	Advantage 36.00 Months	0		

Associated Services

Solutions & Suites	Quantity Found in Installed Base /B	Billing SKU Quantity	Total List Price (USD)	Service Discos
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Enter the number of licenses, then press “Save and Done”

Adjust Desired Quantity for Cisco Multicloud Defense

Fully Committed

Commit Value (USD)
576,000.00 / 30,000.00 (SCU 1000+)

Cancel

Recalculate

Save and Done

View Commit Rules

There are 4 Warnings.

Item Description	Customer Installed Base Quantity	Desired Quantity	Commit Quantity	Commit Net Price (USD)
Multicloud Defense				
Cisco Multicloud Defense Advantage (E3S-MCD-A)	0	100	--	576,000.00
Total	0	100	--	576,000.00

After the proposal is completed, it can be converted into the required CCW quote:

Project

Renewal Subscriptions

Price Estimation

Proposal Summary

Baseline AIO Insights

View Total Cost of Ownership

Proposal Actions

Program Eligibility Eligible

Smart Default

Continue

Price Estimation

Networking Infrastructure

Applications Infrastructure

Collaboration

Security

Provider Connectivity

Lifecycle Serv

Configuring Security

There are 2 Warnings.

Solutions & Suites	Quantity Desired	Programmatic Discounts (%)	Total List Price (USD)	Discount (%)	One Time Discount (USD)	Total Contract Value (USD)
Cloud and Network Security						
Cisco Multicloud Defense	100	0	576,000.00		--	576,000.00

Associated Services

There are 2 Warnings.

Solutions & Suites	Quantity Found in Installed Base	Billing SKU	Quantity	Total List Price (USD)	Service Discount (%)	One Time Discount (USD)	Total Contract Value (USD)
Cloud and Network Security Services							
Services: MultiCloud Defense Advantage	0	1	86,400.00	23.00	--	66,528.00	

Quoting and ordering help

For quoting or ordering questions, please contact cs-support@cisco.com, or open a case at <https://www.cisco.com/cisco/psn/web/workspace>.

Availability

Multicloud Defense for Government and Security in Cisco Cloud Control for Government are available in US only.

