

Cisco Multicloud Defense

Introduction

This document describes the pricing and packaging structure and ordering for Cisco® Multicloud Defense as an a la carte item.

Audience: This guide is for the Cisco field and any customer, distributor, or partner that can utilize CCW. Cisco Commerce Workspace (CCW) provides an integrated commerce experience that allows you to register deals, configure and price products, software and related services, and order from a single platform.

Scope: This ordering guide describes the pricing and ordering for the following products and services:

- Cisco Multicloud Defense Advantage.
- Cisco Multicloud Defense Premier.

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



Product description

Cisco Multicloud Defense delivers consistent and automated protection across AWS, Azure, GCP, OCI, and private cloud. It is the industry's first solution to integrate network security with multicloud networking. Organizations remain efficient by reducing vendor sprawl while gaining multi-directional protection across clouds and workloads to stop inbound attacks, prevent lateral movement, and block data exfiltration through a single, dynamic policy.

With Cisco Multicloud Defense, you don't have to compromise in the cloud. Instead, meet critical multicloud security and compliance requirements at cloud speed and scale. Sign up for a free trial account today at cisco.com/go/multicloud-defense.

Licensing

The product licensing is based on the consumed amount of aggregated gateway hours across all the (cloud) environments. The product has two tiers available, namely, “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)	✓	✓
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		Coming Soon
Hybrid segmentation		Coming Soon

License enforcement

There is no active license/usage enforcement; however, all consumptions are monitored. In the case that the Multicloud Defense Service is consumed beyond purchased hours, there will be no impact on traffic or functionality. In the event of severe oversubscription/overconsumption on an account, the Customer will be notified—after three notifications without response from the Customer, the administrative access will be revoked and read-only access will be available for the product until the commercial status is restored.



Understanding the quoting and ordering process

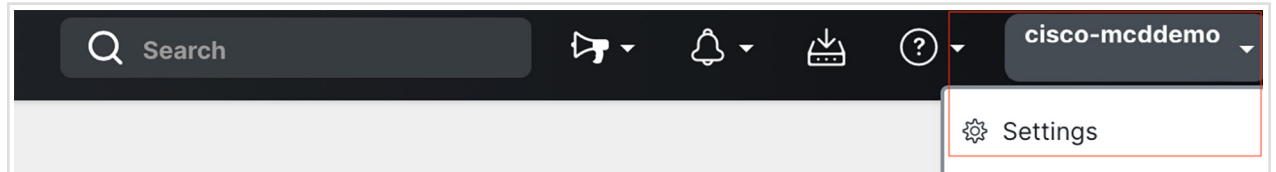
Orders for Cisco Multicloud Defense involve four PID/SKU types:

- The subscription PID is used to define the subscription term and start date.
- The product PIDs (also known as “billing PIDs”) are used to define the products and quantities that make up the subscription.
- The support SKU defines the level of support for the subscription.

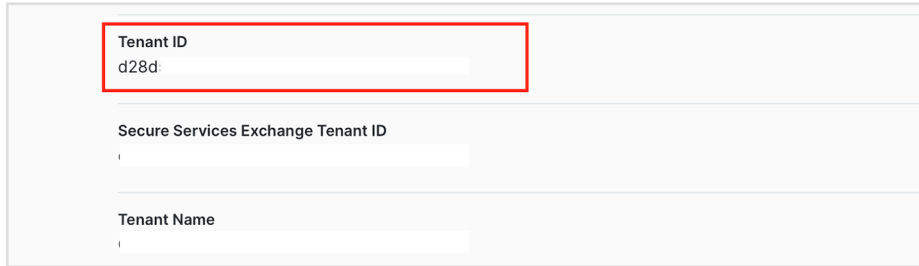
Greenfield customers (no existing Cisco Defense Orchestrator tenant)

Before starting the order, the Customer will be required to set up a free Cisco Defense Orchestrator (CDO) tenant via <https://getcdo.com> if they have not already done so.

1. Sign in to the CDO tenant after it's been successfully provisioned (notified via email).
2. Select the tenant's name at the top-right corner to expand the menu.



3. Click on Settings and scroll down on the page until “Tenant ID”.



The screenshot shows a settings page with three input fields. The first field is labeled "Tenant ID" and contains the text "d28d". This field is highlighted with a red rectangular box. Below it is a field labeled "Secure Services Exchange Tenant ID" which is empty. The third field is labeled "Tenant Name" and is also empty.

4. Save the “Tenant ID” as it will be required at the end of the CCW ordering flow
Follow the Ordering Process section.

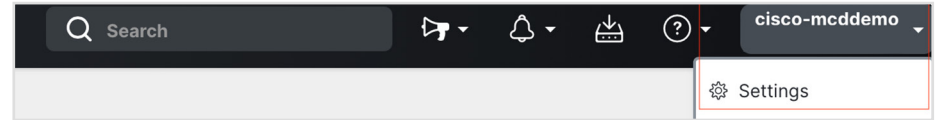
Brownfield customers (existing Cisco Defense Orchestrator tenant)

The Modify Subscription workflow can be leveraged in CCW to add Cisco Multicloud Defense gateway hours to an existing CDO subscription. This flow is documented under the “Subscription renewals, changes, and cancellations” section of the document.

If the Customer doesn’t have an existing CDO subscription with a CDO-BASE-LIC included – it will be required to create a new CDO subscription.

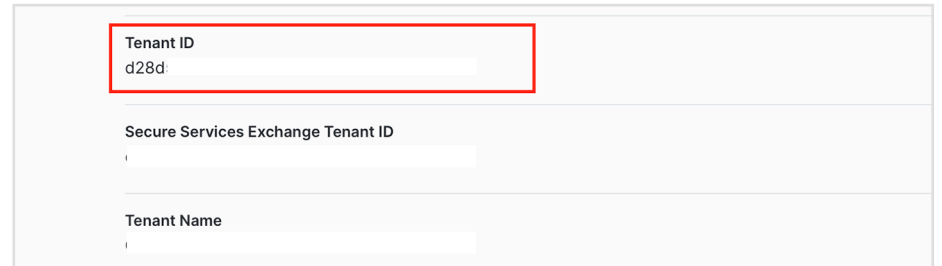
1. Sign in to the CDO tenant.

2. Select the tenant’s name at the top-right corner and expand the menu.



The screenshot shows the top navigation bar of the application. On the left is a search bar with a magnifying glass icon and the text "Search". To the right of the search bar are several icons: a speaker, a bell, a printer, and a question mark. Further right is a dropdown menu showing the tenant name "cisco-mcddemo". This dropdown menu is expanded, showing a "Settings" option with a gear icon.

3. Click on Settings and scroll down on the page until “Tenant ID”.



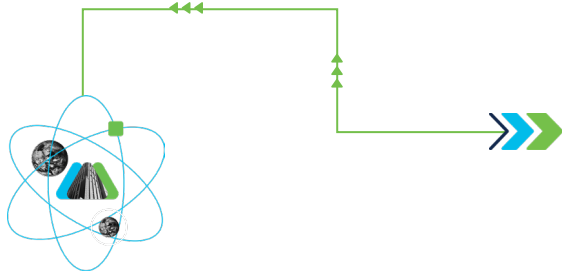
The screenshot shows the same settings page as in the first image. The "Tenant ID" field, containing "d28d", is highlighted with a red rectangular box. The other fields, "Secure Services Exchange Tenant ID" and "Tenant Name", are empty.

4. Save the “Tenant ID” as it will be required at the end of the CCW ordering flow.

Orders start with the selection of the CDO-SEC-SUB subscription SKU. This is followed by the configuration of the subscription by selecting the product and support SKUs that will constitute the subscription. The product is only available via Cisco Defense Orchestrator, and this guide covers the ordering process for Cisco Multicloud Defense setup. If you require help for any additional elements of the Cisco Defense Orchestrator SKU, please refer to the [CDO ordering guide](#).

Ordering process

The subscription SKU for Cisco Multicloud Defense is: CDO-SEC-SUB, because the product is offered under the Cisco Defense Orchestrator subscription. 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.



I want to ...

- [View Estimate Information](#)
- [Link to Opportunity](#)
- [Set Install/Service Location](#)

[Security Subscriptions](#)

[AS-Fixed](#)

[Learning Credits](#)

Recommended Content
for your Estimate

Browse DNA Catalog

Save Version
Export/Email
Share
Clone
Delete
Add Tag
Continue Shopping

ESTIMATE NAME Estimate_UC145646689DN (UC145646689DN) Global Price List EMEA Availability (USD)

ESTIMATE ID UC145646689DN	CREATED BY Pal Lakatos-Toth	CREATED ON 24-Jul-2023
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Set preferences for this estimate

1
Add
Find Products & Solutions
Actions

1 The product discounts are cascaded to subscription items, however subscription items may only be eligible for lower discounts. To apply the proper discount to subscription items, click on "MORE" and then, "Apply Discount".

Remove Selected Lines
Apply Success Track
More
Filter By All Items

	Hardware, Software and Services	Estimated Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	1.0 CDO-SEC-SUB more Cisco Defense Orchestrator XaaS subscription ⚠ Invalid as of 24-Jul-2023 05:53:22 PDT Requested Start Date: 27-Jul-2023 Requested For Initial Term: 36 Months From 27-Jul-2023 To 26-Jul-2026 Automatically Renews For: 12 Months From 27-Jul-2026 Billing Frequency: Prepaid Term	Not Applicable	0.00	1	0.00	0.00	0.00
			MRC				Total of MRC

Select Options
Validate
Recommended Content
Add Note
More Actions
Add Subtotal

Estimate Total All Prices Shown in USD

Average Product Discount	0.00 %	Product Total	0.00
Average Service Discount	0.00 %	Service Total	0.00
Average Subscription Discount	0.00 %	Subscription Total	0.00
Total Price			0.00
Estimated Freight Charges			Calculate

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Click “Select Options” to configure and expand the “Cisco Multicloud Defense” section:

The screenshot shows the Cisco Defense Orchestrator XaaS subscription configuration interface. The 'Cisco Multicloud Defense' section is collapsed. The page displays a table of products, subscription messages, and suggested actions.

PRODUCTS	UNIT LIST PRICE	STATUS	QUANTITY	ACTION
CDO Base Tenant (Only required for new CDO tenant)				
Cisco Defense Orchestrator Base License Subscription CDO-BASE-LIC	Enter Qty to see List Price Per Instance/Month	New Added	1 Instance	+ Add
CDO device license with unlimited logging and 90 days retention				
Cisco Multicloud Defense (1 Unit = 100 Gateway Hours)				
Cisco SecureX XDR Entitlement				

The screenshot shows the expanded 'Cisco Multicloud Defense (1 Unit = 100 Gateway Hours)' configuration section. It contains two input fields for 'Gateway hours' for the 'Advance' and 'Premier' tiers.

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 Gateway running for 24/7 for 1 year which is 8760 hours.
2. We would like to have this on the Premier tier.
3. Fill out the “quantity of Gateway Hours” for the correct tier with “8760” and hit Enter. The system will automatically turn it to ~88 units which will be presented on the quote.

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

The screenshot shows the updated quote configuration page. The 'Cisco Multicloud Defense' section is now expanded and shows a quantity of 88 units. The 'Configuration Summary' on the right shows updated pricing for the selected items.

PRODUCTS	UNIT LIST PRICE	STATUS	QUANTITY	ACTION
CDO Base Tenant (Only required for new CDO tenant)				
Cisco Defense Orchestrator Base License Subscription CDO-BASE-LIC	2,250.00 Per Instance/12 Month	Added	1 Instance	Delete
CDO device license with unlimited logging and 90 days retention				
Cisco Multicloud Defense (1 Unit = 100 Gateway Hours) 1.7.2024				
Enter quantity of Gateway hours for Cisco Multicloud Defense Advance			City	
Enter quantity of Gateway hours for Cisco Multicloud Defense Premier			88	Clear
Cisco SecureX XDR Entitlement				

PRODUCTS	QUANTITY	EXTENDED LIST PRICE
CDO-BASE-LIC	1 Instance	6,750.00
MCD-SEC-PRE	1 Units	160.00
Support - License	1 Each	863.64



The items automatically included are:

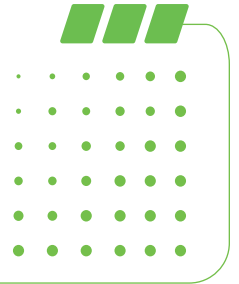
- **CDO-BASE-LIC:** This item is the base tenant license for Cisco Defense Orchestrator, which is required because the Cisco Multicloud Defense is accessible only via CDO. The system defaults it to a 3-year term, which can be changed.
- **SVS-CDO-SUP-S:** This item is the services contract for Solution Support – this enables the service contract attachment for both CDO and Multicloud Defense.

The following are additional service contract offerings that can be added manually:

- **SVS-MCD-SUP-E:** This item is the services contract for Enhanced Support for Multicloud Defense. This includes Customer Success Onboarding Services.
- **SVS-MCD-SUP-P:** This item is the services contract for Premium Support for Multicloud Defense. This includes Customer Success Onboarding and Adoption Services as well as lifecycle management.

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

PRODUCTS	UNIT LIST PRICE	STATUS	QUANTITY	ACTION
Support - License (1 Added)				
Basic Online Support for Cloud Defense Orchestrator SVS-CDO-SUP-B	Take an action to see the List Price Per Each/Month	Not Added	1 Each	Swap
Solution Support for Cloud Defense Orchestrator SVS-CDO-SUP-S	28.44 Per Each/Month	Added	1 Each	Delete



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

Terms and Billing Edit /

Requested Start Date
31-Jul-2023

Requested For
36 Months from 31-Jul-2023 to 30-Jul-2026

Automatically Renews For
12 Months on 31-Jul-2026

Billing Frequency
Prepaid Term

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.

Expand All | Collapse All |

Subscription Messages

Suggested Actions (2)

Please register for Cisco Defense Orchestrator Trial offer - <https://defenseorchestrator.com/new> before placing an order

Please register for Cisco Defense Orchestrator Trial offer before placing an order

General Notifications (1)

Once the subscription term, services and the product have been configured – the next step is to give the provisioning information.

All Cisco Multicloud Defense orders require a purchaser to provide the following end-customer information during order entry to properly provision Cisco Defense Orchestrator and Multicloud Defense accounts to the end customer.

Note: The end customer is the person who will be the Multicloud Defense administrator responsible for initially activating and accessing the new Multicloud Defense account.

- Cisco Defense Orchestrator Tenant UID (captured at the beginning of the ordering process).
- The administrator email who will have access to the product and configure it.

The region where the Cisco Defense Orchestrator and Multicloud Defense Controller access is to be provisioned.

The screenshot shows the Cisco ordering interface for the product 'CDO-SEC-SUB'. The page title is 'End Customer Admin Info' with a red asterisk indicating required fields. The form contains three main sections:

- Please provide your CDO Tenant UID. (CD007668) ***: A text input field containing the value '111111111122222222223333333333444444'.
- Please provide CDO Admin Email ***: A text input field containing the value 'i.com'.
- Please provide the desired region for your CDO/MCD tenant to be hosted ***: A radio button selection area with three options: 'AMERICAS REGION', 'EMEAR REGION', and 'ASIA PACIFIC REGION'. The 'AMERICAS REGION' option is selected.

At the bottom right of the form, there are two buttons: 'Exit & Return' and 'Save & Continue >'.

*Failure to provide this information will delay booking of the order.

Cisco Multicloud Defense services will be provisioned, and the subscription will begin on the service start date specified on the order.

Note: Keep in mind that the Multicloud Defense Gateway can be deployed in any cloud region and can communicate with the Multicloud Defense Controller regardless of the controller's region. Recommended guidance includes selecting the region that defines either the company HQ (due to regulatory/compliance purposes like GDPR) or the region where most of the assets to be secured by the solution are located.

Subscription renewals, changes, and cancellations

Cisco Multicloud Defense PIDs have to be manually renewed leveraging the Change/Modify Subscription flow for the customer's Subscription ID. This is because unit price of quantity is based on Number of Gateway hours independent of term selected. Customers should receive subscription expiration notices. The Customer or Partner will receive an invoice at the start of each new annual term.



CISCO Cisco Defense Orchestrator XaaS
subscription
CDO-SEC-SUB **NEW**

Current Terms and Billings

Requested Start Date 31-Jul-2023	Automatically Renews For 12 Months on 31-Jul-2026
Requested For 36 Months From 31-Jul-2023 To 30-Jul-2026	Billing Frequency Prepaid Term

New Terms and Billing

Requested For > 36 Months from 31-Jul-2023 to 30-Jul-2026

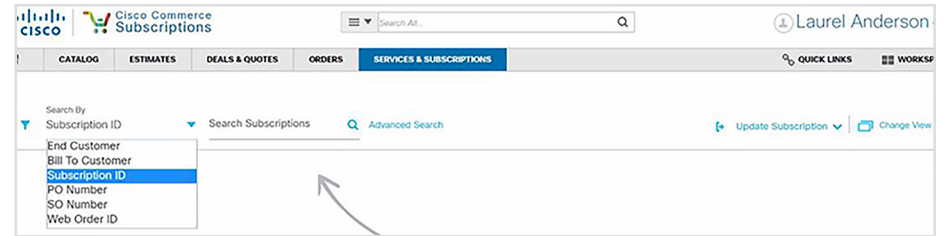
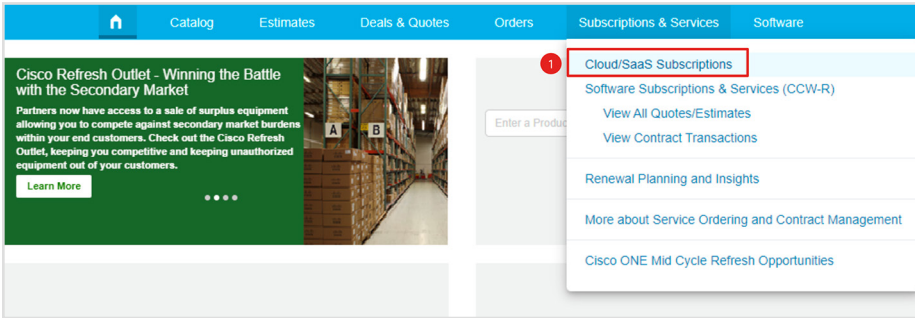
Auto Renewal <input checked="" type="checkbox"/> On	Billing Frequency Prepaid Term
Automatically Renews For 12 Months on 31-Jul-2026 <i>Enter any whole month value from 0-12</i>	End Date <input checked="" type="radio"/> Effective For 36 Months <i>Enter whole month count from 1 to 60</i>
Requested Start Date 31 Jul 2023 <i>Enter a date between 28-Jul-2023 & 25-Oct-2023.</i>	<input type="radio"/> Co-Term to an End Date

Note: At time of ordering, the subscription is set to auto-renew as a default; however, auto-renew can be turned off (toggle button on lower left as shown above) without triggering the deal to become nonstandard.

Subscription changes

Customers who purchase on or after December 2, 2019, who would like to change their subscription, must do so via the CCW change subscription portal.

Partners can make changes to the products, quantities, or terms of a subscription, at any time during the term of the subscription. To change the subscription, select Cloud/SaaS Subscriptions under the Services and Subscriptions tab. Attempting to add products or seats by creating a new subscription will result in an ordering error.



Search for the active subscription and click to see the subscription details. Next, select the Modify/Renew button.

Partners are now able to adjust the products, quantities, start date, and term. To change products or quantities, start by selecting the appropriate product in the subscription configuration summary. The guidance below uses a Cisco Defense Orchestrator subscription as an example.



Navigate to the Subscriptions and Services tab and select Cloud/SaaS Subscriptions:

The screenshot shows the Cisco Commerce Subscriptions interface. The 'Subscriptions & Services' tab is selected in the top navigation bar. A dropdown menu is open, showing options: 'Cloud/SaaS Subscriptions', 'Software Subscriptions & Services (CCW-R)', 'View All Quotes/Estimates', 'View Contract Transactions', 'Renewal Planning and Insights', and 'More about Service Ordering and Contract Management'. The 'Cloud/SaaS Subscriptions' option is highlighted with a red box.

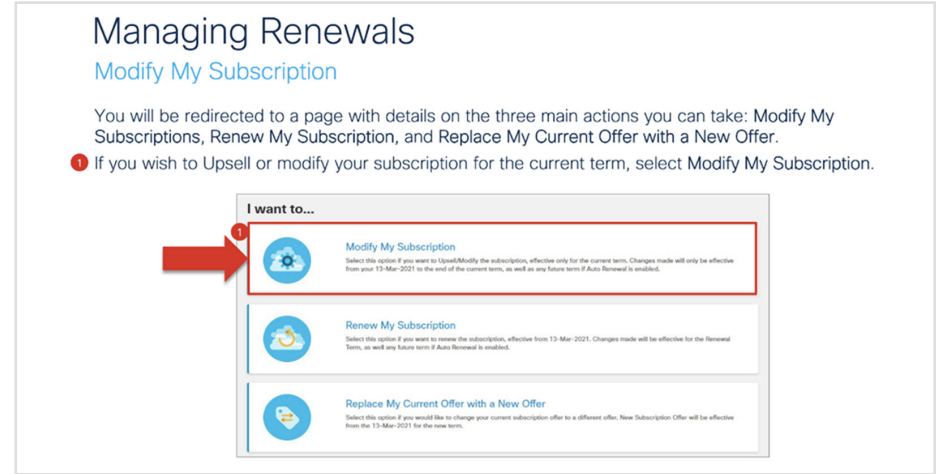
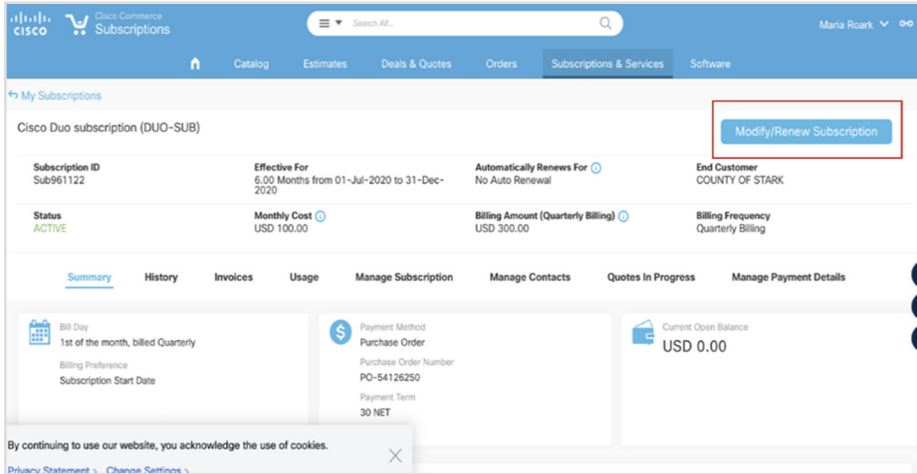
Subscription ID	Bill To Customer	End Customer	Offer Name	Status
Sub1095000	INGRAM MICRO	CIRRUS ASSET MANAGEM...	Cisco Duo subscription DUO-SUB	ACTIVE
Sub999575	TD SYNEX CORPORATION	BIG BORE LLC	Cisco Duo subscription DUO-SUB	ACTIVE
Sub1089194	CAE TECHNOLOGY SERVL...	GLOUCESTERSHIRE CONS...	Cisco Duo subscription DUO-SUB	ACTIVE
Sub1163190	CDW LOGISTICS LLC	PERA	Cisco Duo subscription DUO-SUB	ACTIVE
Sub1157604	DATA TECH ADVANCED S...	AUGMANITY NANO LTD	Cisco Duo subscription DUO-SUB	ACTIVE

Search and view for Subscription ID:

The screenshot shows the Cisco Commerce Subscriptions interface with a search for a specific Subscription ID. The search results table is visible, and a dropdown menu is open over the 'Subscription ID' column, showing options: 'End Customer', 'Bill To Customer', 'Reseller', 'Subscription ID', 'PO Number', 'SO Number', 'Web Order ID', and 'Buying Program ID'. The 'Subscription ID' option is highlighted with a red box.

Subscription ID	Bill To Customer	End Customer	Offer Name	Status
Sub1095000	INGRAM MICRO	CIRRUS ASSET MANAGEM...	Cisco Duo subscription DUO-SUB	ACTIVE
Sub999575	TD SYNEX CORPORATION	BIG BORE LLC	Cisco Duo subscription DUO-SUB	ACTIVE
Sub1089194	CAE TECHNOLOGY SERVL...	GLOUCESTERSHIRE CONS...	Cisco Duo subscription DUO-SUB	ACTIVE
Sub1163190	CDW LOGISTICS LLC	PERA	Cisco Duo subscription DUO-SUB	ACTIVE
Sub1157604	DATA TECH ADVANCED S...	AUGMANITY NANO LTD	Cisco Duo subscription DUO-SUB	ACTIVE





Please find more information on the change subscription workflow under the following link.

For a manual renewal or to change the subscription terms, select “Change the terms of my subscription.” For a manual renewal, update the start date to begin one day after the existing subscription’s end date.

Subscription cancellations

Renewals may be cancelled up to 60 days before the start date of the new term. If the subscription is not cancelled, the subscription will automatically renew. Midterm cancellations of subscriptions for credit are not allowed.

Quoting and ordering help

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

Transacting via Public Cloud Marketplaces

The product is currently included in the Cisco CPPO 2.0 (Consulting Partner Private Offer) program which enables customers to use their committed cloud spent on this product via AWS Marketplace.

The team is working to expand this to other Cloud Service Provider marketplaces such as Azure, GCP and OCI.

Availability

Cisco Multicloud Defense and Cisco Defense Orchestrator are available globally except the following countries:

- China
- Comoros
- Cuba
- Iran
- North Korea
- Lesotho
- Russia
- Sudan
- Syria
- Western Sahara
- Yemen