

Wichtige Cisco-Abkürzungen

AT	Advanced Technologies (besonders leistungsfähige, zukunftsweisende Technologien)
BDM	Business Decision Maker (Entscheidungsträger im geschäftlichen Bereich)
CA	Customer Assurance (Cisco Services)
CAM	Channel Account Manager (Cisco Mitarbeiter)
CBSW	Cisco Business Solutions Workshop (SMB Partner Roadshow)
CCO	Cisco.com
CPI	Customized Partner Intelligence (Newsletter für Partner)
DAM	Distribution Account Manager (Cisco Mitarbeiter)
EOL	End of Life (Einstellung von Produkten)
FCS	First Customer Ship (erste Auslieferung von neuen Produkten)
GA	General Availability (allgemeine Verfügbarkeit von neuen Produkten)
ICAM	Inside Channel Account Manager (Cisco Mitarbeiter)
ICPA	Indirect Channel Partner Agreement (Vereinbarung für indirekte Vertriebspartner)
NFR	Not For Resale (nicht für den Wiederverkauf)
OIP	Opportunity Incentive Program
PDF	Partner Development Funds
PDI-HD	Planning, Design and Installation Help Desk (nur für Cisco UC Produkte)
PDR	Partner Deal Registration tool

PEC	Partner Education Connection
PH	Partner Helpline (Pre-Sales Support nur für Cisco-Produkte)
POS	Point of Sale
PSPP	Public Sector Partner Program
SBCS	Smart Business Communication System
SBMM	Small Business Market Manager (Cisco Mitarbeiter)
SBTG	Small Business Technology Group
SIP	Solutions Incentive Program
SMB	Small and Medium Business (kleine und mittlere Unternehmen, Mittelstand)
SMB PPB	SMB Partner Practice Builder
SMB U	SMB University
TAC	Technical Assistance Center (Support für Cisco-Produkte)
TAP	Trade-In Accelerator Program
TDM	Technology Decision Maker (Entscheidungsträger im technologischen Bereich)
TMM	Territory Market Manager (Cisco Mitarbeiter)
TMP	Technology Migration Program (Eintauschprogramm)
UC	Unified Communications
VIP	Value Incentive Program



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