CISCO SYSTEMS ®

Cisco Systems International BV

European and Emerging (excl. Latam) Not for Resale (NFR) Program PILOT
Reseller & Partner version

VERSION NUMBER: 2

Updated: 24th March 2006 - Removing the following Hardware products from the Software list:

MCS-7815-I1-IPC1, NM-HD-2V, NM-16ESW-PWR. This is version 2.

To: Cisco Systems Integrators, Service Providers and Distribution Partners in Europe, Middle East and Africa (European & Emerging excl. Latam)

From: EMEA Programs

Please contact your Account Manager with any queries on this program.

Term of validity: Pilot: **March 08th 2006 until July 29th 2006**

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IMPORTANT NOTICE: BY PARTICIPATING IN THE PRESENT PROGRAM, YOUR COMPANY HAS ACKNOWLEDGED, UNDERSTOOD AND ACCEPTED ANY AND ALL TERMS AND CONDITIONS, AS STATED IN THIS DOCUMENT (AS MAY BE UPDATED FROM TIME TO TIME BY CISCO). FOR THE REMAINDER, YOUR DIRECT CISCO EMEA SYSTEMS INTEGRATOR AGREEMENT REMAINS IN FULL FORCE AND EFFECT AND APPLICABLE TO YOUR PARTICIPATION IN THIS PROGRAM.

Introduction and overview

The European & Emerging (excl. Latam) NFR Program rewards Cisco Distribution Partners, Direct Partners and resellers in the Europe, Africa and the Middle East that are registered or have Cisco Certifications, Specializations with generous discounts on software & hardware used for their labs, demos and sales office infrastructure.
AVVID, ATP, Ecosystem, STI and NAC Partners can also benefit from this program.

The Program conditions and discounts are varying and dependant on:
1. Partner type
    a. Gold certified
    b. Silver certified
    c. Premier certified, Cisco Distribution Partner (CDP)
    d. Specialized (no certification)
    e. Registered, Cisco Authorized Distributor (CAD)
2. Hardware (HW) vs. Software (SW) (only software available on the EMEA Wholesale price list, excluding IOS images)

Details and scope of the program

Cisco products provide the right solutions for partners with true end to end solutions. CDPs, Direct Partners and resellers may use a single vendor to provide routing, switching, security, wireless, telephony (if qualified) and much more.

1. Partner eligibility

Cisco Distribution Partners, Cisco Direct Partners and resellers that are Premier, Silver or Gold certified in Europe, Africa and the Middle East or have at least one specialization or ATP, and registered Cisco resellers (who signed ICPA) are eligible to participate in this program.

Eligible partners for the NFR program are divided into 5 main categories/ types:
1. Gold certified partners
   - Partners holding a Gold certification status are listed at the Partner Locator tool (Advanced search)
2. Silver certified partners
   - Partners holding a Silver certification status are listed at the Partner Locator tool (Advanced search)
3. Premier certified partners & CDPs
   - Partners holding a Premier certification status are listed at the Partner Locator tool (Advanced search)
4. Specialized partners
   - Cisco AVVID, ATP, Ecosystem, STI and NAC Partners are considered part of this category/ partner type.
   - A list of current specializations can be found on the following link under Specialized Partner Program
   - Partners with Specializations are listed at the Partner Locator tool (Advanced search).
   - The Partner Locator tool can be checked to find out if a partner is AVVID (including Cisco Technology Developer Partner) or ATP Partners (including Ecosystem, NAC)
   - Names of approved STI partners can be obtained through Larry Reist lreist@cisco.com or Eric v. Sommeren sommeren@cisco.com (List of European and Emerging (excl. Latam) STI partner for which agreement is in place is also posted on: http://wwwin-emea.cisco.com/channels/iStore/0/19905/19010/18877/18890/)
5. Registered partners & CAD
   - A valid/ active ICPA must be in place to be considered a Cisco registered partner
   - To become a registered partner, please go to www.cisco.com and click 'register' to initiate registration process

Partners who don't fall in one of the above categories/ types will have to contact their Cisco Account Manager for support. In this instance, the Standard Price Support/ DSA process will need to be followed to obtain special discounts for a NFR deal.

2. Product eligibility & pricing

Products eligible under this program are Cisco products available on the EMEA Global Price List. A purchase-dollar limit is applied, dependant on the partner type (see table 1.)

Products are bought on the understanding that these are NFR.

Cisco Refurbished products are excluded from the European & Emerging (excl. Latam) NFR program.

If NFR discounts are required on Cisco Refurbished products, the Cisco Account Manager should be contacted for support. The Standard Price Support/ DSA process will need to be followed to obtain special discounts for the NFR deal containing Cisco Refurbished products.

All products must be obtained from a Europe, Africa or Middle East based Cisco Authorized Distributor or Cisco Distribution Partner. Product can not be bought directly from Cisco for this program.

Table 1.
A dollar maximum (Global List Price) is in place, based on the following (as of 13 March 2006):

Partner Type	Maximum allowed until 29 July 2006	Reseller recommended NFR program discount
1. Gold Certified Partner	$200,000	70%
2. Silver Certified Partner	$100,000	70%
3. Premier Certified Partner and CDPs	$ 50,000	70%
4. Specialized (No	$ 37,500	70%

certification), ATP, AVVID, Ecosystem, STI, or NAC partners		
5. Registered Partners & CADs	$ 37,500 (This maximum dollar cap applies to HW and SW purchases)	50%

3. Software eligibility & pricing

The following Software eligibility and pricing rules/ conditions only apply to the partner types 1-4.
For Registered Partners (partner type 5) all software can be purchased but will be included in the Global List Price $ maximum mentioned in the table 1 above.

For Certified, specialized, ATP, AVVID, Ecosystem, STI, NAC and Cisco Distribution Partners (partner types 1-4), specific Cisco software SKUs from the EMEA Wholesale Price list are available at special NFR price of $100 per item (**for the minimum licensing configuration only**) up to the dollar maximum applicable to the specific partner type. (see table 2)

> **Example (minimum licensing):**
> - UNITYU4-50USR-E= 50 User Unity (no Media) with a retail price of $5,200 would be
>   eligible for the $100 program pricing.
> - UNITYU4-100USR-E= 100 user Unity (no media) with a retail price of $10,075 would
>   not be eligible for the $100 special program pricing.

Larger software packages however may be purchased using the 70% hardware discount; this will then be included in the dollar maximum rule applicable to any NFR HW purchases.

Where a separate media charge is required for the NFR configuration purchased, the media charge may be submitted for $100 on the same order as the software license under this program.

All Software must be obtained from a Europe, Africa or Middle East based Cisco Authorized Distributor or Cisco Distribution Partner. Software can not be bought directly from Cisco for this program.

Table 2.
A dollar maximum (Global List Price) is in place, based on the following (as of 13 March 2006):

Partner Type	Maximum allowed until 29 July 2006	Recommended reseller program pricing
1. Gold Certified Partner	$ 37,500	$ 100 / sw license, media charge
2. Silver Certified Partner	$ 25,000	$ 100 / sw license, media charge
3. Premier Certified Partner and CDPs	$ 12,500	$ 100 / sw license, media charge
4. Specialized (No certification), ATP, AVVID, Ecosystem, STI or NAC partners	$ 12,500	$ 100 / sw license, media charge
5. Registered Partners & CADs	Not Applicable (product eligibility rules apply)	Not Applicable (product eligibility rules apply)

For a complete list of all eligible Software SKUs (meeting the minimum licensing criteria) and their respective discounts see APPENDIX 1.

5. How to take advantage of this program

All orders (including those from 1Tier direct partners eg. GSI/ SI/ SP) must be placed and fulfilled through a Europe, Africa, or Middle East based Cisco Authorized Distributor or Cisco Distribution Partner:

- All direct orders from GSI/ SI/ SP partners that are submitted via CCO ordering tool will be cancelled or booked against standard partner discount by Cisco customer service team upon confirmation from the partner.

In order to use this program, the CDP / Direct Partner / reseller must contact their local Cisco (Inside Channel) Account team. The appropriate NFR Price Deviation approval must be obtained before the order can placed with the distributor.

- In case the partner doesn't have a dedicated Cisco(I)CAM then a Cisco Authorised Distributor or Cisco Distribution Partner should be contacted and the Cisco Distribution Account Manager will create the NFR Price Deviation request.

If Cisco CAM or ICAM is unknown, please use the CAM locator tool:
http://tools.cisco.com/WWChannels/CAMLOC/jsp/cam_locator.jsp.

- In the Cisco distribution Price Deviation tool (DART) the Cisco Account team will initiate the NFR approval request/ unique DART ID

The Cisco Price Deviation Team will be validating each request again:
1. Partner status (registered, certified, specialized, AVVID etc.)
2. $ amount submitted, approved, claimed YTD
3. Discount eligibility (SW, HW)

Once the deviation is approved by the Cisco Price Deviation Team a system acknowledgement will be received by the Distributor, partner/ reseller and the Cisco account team detailing the SKUs and discount approved on the deal.

With the deviation acknowledgement (DART ID) Direct Partner / reseller may place the order with a local Cisco Authorized Distributor or Cisco Distribution Partner. Pricing as per the DART ID will be applied by the distributor upon fulfilling the order.

SUMMARY

Table 4. Eligibility / Pricing Matrix

Partner Type	Maximum allowed until 29 July 2006	Reseller recommended NFR Program Discount
1. Gold Certified Partner	• HW: $200,000 • SW: $ 37,500	• HW: up to 70% • SW: $ 100 per item for the minimum licensing configuration
2. Silver Certified Partner	• HW: $100,000 • SW: $ 25,000	• HW: up to 70% • SW: $ 100 per item for the minimum licensing configuration
3. Premier Certified Partner and CDPs	• HW: $ 50,000 • SW: $ 12,500	• HW: up to 70% • SW: $ 100 per item for the minimum licensing configuration
4. Specialized (No certification), ATP, AVVID, Ecosystem, STI or NAC partners	• HW: $ 37,500 • SW: $ 12,500	• HW: up to 70% • SW: $ 100 per item for the minimum licensing configuration
5. Registered Cisco	• HW & SW:	• HW & SW up to 50%

27/03/2006

Partners & CADs	$37,500	

Special Terms and Conditions apply to this NFR program which are specified under section 6 of the Standard Terms and Condition in this document.

Glossary

For the purposes of this promotion document, the terms listed below shall have the following meaning, whether capitalized or not:

"Cisco Distribution Partner or CDP" means a distributor authorized by Cisco to distribute Products and Services within EMEA in accordance with the direct non-exclusive Cisco Distribution Partner agreement between Cisco and such CDP;

"Cisco Distributor" means a CDP or, currently in EEMEA (as specified by Cisco only), a distributor authorized by Cisco to distribute Products and Services within EMEA in accordance with the direct CDP or, as the case may be, non-exclusive distribution agreement between Cisco and such CDP or Distributor;

"Cisco Authorized Distributor or CAD" means a distributor ("Cisco Authorized Distributor" or "CAD") authorized by a Cisco to distribute the Products and Services within EMEA (or the territories indicated in the Cisco Authorized Distributor Agreement) in accordance with the terms of the Cisco Distribution Partner or Distributor's agreement with Cisco (including, without limitation, Cisco's then current guidelines relating to the appointment of and agreement with any such Cisco Authorized Channel), as well as the Cisco Authorized Distributor Agreement between Cisco and such CAD;

"Cisco Reseller" means a reseller authorized to sell, support and install the Products and Services within EMEA in accordance with the terms of the Indirect Channel Partner Agreement and/or the Cisco Distribution Partner or Distributor's agreement with Cisco (including, without limitation, Cisco's then current guidelines relating to the appointment of and agreement with any such Cisco Authorized Channel);

"Registered Partner" means a Cisco Reseller authorized to sell, support and install the Products and Services within EMEA, which has signed the Indirect Channel Partner Agreement;

"Cisco Systems Integrator and/or 1tier partner" means a systems integrator authorized by Cisco to sell, support and install Products and Services within EMEA in accordance with the terms of a direct purchase agreement between Cisco and such systems integrator.

"Cisco Authorized Channel" means, as further listed in the Distributor Locator as posted and updated from time to time on http://tools.cisco.com/WWChannels/LOCATR/jsp/distributor_locator.jsp, any of the above mentioned Cisco authorized channels distributing and/or reselling Cisco products and technology.

"Cisco" shall refer to Cisco Systems International BV, which is the promoter of this offer, Gebouw Building, Haarlerbergweg 13-19, 1101 CH Amsterdam, Nederland part of the Cisco Systems group of companies.

"End User" is the final purchaser or licensee that (i) has acquired Product and/or Cisco Services for its own Internal Use and not for resale, remarketing or distribution, and (ii) is identified as such purchaser or licensee by Cisco Authorized Channel in the POS reporting.

Standard terms and conditions for all CISCO EMEA backend 2-tier Rebate claims –

Version 1.3 per 1 March 2004

In order for a claim to be valid under any current and/or future promotional offer or program, it must be submitted in strict accordance with any, and all of the following conditions. Any claim not respecting these conditions shall be automatically invalid and thus refused and no rebate shall be due by Cisco.

1.   Claim Submission
         The Distributor must claim the promotional value as a back-end weekly rebate.
1.1   All rebate claims must be submitted through the DCA tool http://www.cisco.com/cgi-bin/DcaCco/Home
1.2   Claims may be submitted using the following templates;
1.2.1   Option 1, (POS template including rebate) as part of your **weekly** POS submission. If you are using option 1 those claims must be submitted before each Monday, 13:00 CET, following the week during which they became due
1.2.2   Option 2, (POS extraction and then claim submission). If you are using option 2 you must submit your claims on a **weekly** basis.
1.2.3   Option 3, (Universal template) manual claim submission. Option 3 claims can only be accepted for pre approved volume rebate claims and trade in claims or as may be otherwise specified explicitly by your 2-tier rebates contact on a case-by-case basis.
Please note that, in order to be valid, any and all claims must be submitted at the latest before the 10th of each month following the month of sale of the products and services.

1.3   Important information for claim submission
1.3.1   End user details must be quoted on POS for ALL claims submitted unless otherwise specified in the promotion document. It is the Distributor's responsibility to retain relevant End User details to support the validity of any claim if required by Cisco for validation purposes.
1.3.2   WEB Voucher - All claims submitted for WEB Voucher promotions must be status **'invoiced'** on WEB Voucher at the time of submission in order to be accepted as a valid claim. DCA will automatically reject any claims not invoiced at the time of submission. The unique WEB Voucher number must be used in the 'Promo number column' and the promotion number e.g. EUP2-260 must be entered in the comments column for validation purposes.
1.3.3   Price protection- Price protection claims must be submitted via Inventory extract. Any products in transit at the time of a price decrease, as well as any exceptional claims for price protection must be submitted via Option 3, (Universal template) manual claim submission. These claims must be pre approved by your 2-tier rebates contact and the purchase order number must be quoted in the comments column of the claim.
1.3.4   **Volume rebate**- All claims submitted as a volume rebate via Option 3 (Universal template) must be split into service and product for each claim, submitted. In the column requesting the MFG part number, service must be listed as '**SERVICE'** and product must be listed as **'OTHER'**. Where applicable, all manual claims must also be split by reseller and country code.
1.4   Promotions containing **'bundle'** components are to be claimed as follows:
1.4.1   Option 1 (POS template including rebate claim), if all bundle components are on the same POS and claim. If a promotion contains several different bundles with different names or codes, the particular bundle being claimed must be clearly stated in the comments column.
1.4.2   Option 2 (via POS extract), once all products have appeared on POS. If a promotion contains several different bundles with different names or references, the particular bundle being claimed must be clearly stated in the comments column.
1.4.3   Using Option 1 or 2 and submitting a claim in two parts if there is a delay in shipping some product(s) within a bundle. The first claim must be recognised as a part bundle by entering 'part shipment' in the comments column and the second claim containing the remaining product(s) must be submitted using the same Distributor reference as the first claim and must be recognised as a part bundle by entering 'part shipment' and the 'Distributor reference' of the first claim in the comments column to create a complete bundle claim. If a promotion contains several different bundles with different names or codes, the particular bundle being claimed must be clearly stated in the comments column.
1.5.1   Cisco reserves the right to add, modify, change, improve, suspend or discontinue any product or promotion at any time without prior notice nor liability or costs.
1.5.2   These standard terms and conditions are subject to review by Cisco and any changes made will immediately be effective at the date specified by Cisco. Distributors will be notified via email address emea-2tier-finance@external.cisco.com and hereby acknowledge that such email notification will be sufficient for the updated standard terms and conditions to enter into force.

1.6 If Cisco re-instates a promotion, which has previously expired, those sales reported between the promotion end date and the re-instated date will not be eligible for a rebate claim against such promotion.

1.7 It is the Distributor's responsibility to realise the risk of placing orders for products to be covered by a specific promotion towards the end of a promotional period. The shipment and delivery of those products is governed by the standard Cisco terms and conditions as stated in the Cisco Distribution Partner ("CDP") or Distributor Agreement. Therefore, claims can only be accepted on products that have a POS date prior to the expiration date of the promotional period.

2. Claim Rejections

The Distributors will be able to download rejection files on a daily basis.

Therefore the following rejection timelines now apply;

2.1 Claims that have been rejected by CCO-DCA with the correction action 'Correction required', means it is the responsibility of the Distributor to correct the claim. Corrected claims must be resubmitted within five (5) working days of rejection by CCO-DCA, using the correction file attached to the Distributor Reported Claim Feedback reports. This enhancement will ensure minimal disruption to the validation and payment terms as outlined below.

2.2 End User details will be able to be updated by the Distributor during claim submission within the timeframes outlined above.

2.3 Claims that have been rejected by CCO-DCA with the correction action 'Entitlement error', means no action is required, as the claim has been rejected for a reason that cannot be corrected. However, if a Distributor wishes to dispute a claim that has been rejected due to an entitlement error this must be addressed to their 2-tier rebates contact within 5 working days of rejection by CCO-DCA in order to be admissible. The final decision of entitlement will be decided by Cisco only. If agreed by Cisco, a resubmission will be accepted for validation by the 2-tier rebates team.

2.4 A Distributor may not request – and will not be granted – to cancel a claim with the purpose of using another promotion for POS lines already claimed and paid.

3. Closure Documents

3.1 Monthly Closure

To ensure the terms and conditions outlined above are strictly adhered to, a monthly closure will be agreed upon between Cisco and the Distributor based on the Cisco fiscal month and completed no later than the 15th (fifteenth) of the 3rd (third) month following the month of the original transaction (sales out from Distributor to Authorized Channel) date. The format for such monthly closure is made available by Cisco.

The timeline for closures will be as follows:

Calendar Month 1 - sales submitted via POS with any eligible claims.
Calendar Month 2 - by 10th day of month 2, all claims must have been submitted for the previous month's sales. Any claims submitted after this date must be pre approved by your 2 tier rebates analyst for late submission.
By the end of Calendar Month 2, closure will begin. All rejected claims with correction required will have been resubmitted within 5 (five) working days of rejection. Any claims that have been rejected due to entitlement error but have been disputed by a Distributor following their own investigation will have been addressed to the appropriate 2-tier rebates contact. A final decision will also have been made by Cisco.
Calendar Month 3 - On the last working day of the month an email will be sent to the Distributor for agreement to closure and returned to Cisco by the 15th of Calendar Month 4. In case no reply is received by Cisco within such period, Distributor will be deemed to have finally accepted the closure of the claims, as covered by such email, including its attachment. If, for whatever reason, an email is not sent by Cisco on the first of the month as specified above, Distributor has 14 (fourteen) days from the date the document is sent to return such document to Cisco.
For example, any claims submitted to Cisco for date of sale in January based on the Cisco fiscal month will be closed by the 15th of Calendar Month March.

3.2 Quarterly Closure

Upon receipt of email closure for the last month of each quarter, a quarterly closure letter will be sent to the Distributor for signing and returned to Cisco within 15 (fifteen) working days. A return address will be advised by your 2 tier rebates contact. In case no reply is received by Cisco within such period, Distributor will be deemed to have finally accepted the closure of the claims, as covered by such letter. Cisco reserves the right to review payment of credit memos for outstanding current claims if a

signed closure letter is not received within 30 (thirty) days from the date the document was sent to the Distributor.

4. Validation guidelines
Validation guidelines for 2-tier back-end rebates are as follows

4.1 **Product Promotion** – all valid, 100% error free submitted claims, to be validated within 10 (ten) days from the Monday following the date of submission.

4.2 **Other promotion types** – all valid, 100% error free submitted claims, to be validated within 20 (twenty) days from the Monday following the date of submission

4.3 **Resubmitted rejection file -** all valid, 100% error free resubmitted claims, to be validated according to the terms above.

4.4 The validation date does not equal payment date; however, Cisco will endeavour, on a commercially reasonable efforts basis, to ensure a credit is issued to your account within 10 (ten) days from the validation dates.
Please note: The validation and payment terms above are non binding estimated guidelines only. Cisco reserves the right to extend the validation terms where it is deemed necessary to obtain further clarification on the validity of certain claims following submission.

Please note: The validation and payment terms above are non binding estimated guidelines only. Cisco reserves the right to extend the validation terms where it is deemed necessary to obtain further clarification on the validity of certain claims following submission.

5. **General and important information for all Cisco promotional offers, promotions and/or programs**

5.1 Any promotion and/or special pricing ONLY apply to new Cisco products sourced either directly from Cisco or through a Cisco authorized channel in EMEA, which, in turn, has sourced the product directly from Cisco or indirectly through another Cisco authorized channel in EMEA.

5.2 The $ (USD) rebate value is only valid when used in conjunction with the then current EMEA USD Wholesale Price List (WPL) or Global Price List (GPL), as applicable, shown in any promotion. Any changes to the WPL or GPL, as applicable, will render this promotion invalid.

5.3 Any offer and/or promotion and/or special pricing and/or other program will not affect the purchase price indicated by Cisco on purchase orders or inventory valuation.

5.4 The SMARTnet or any Cisco maintenance/service for product(s) purchased related to products on any promotion will be based on the standard price value off the Wholesale Price List (WPL) of the hardware product, not on the special promotional price.

5.5 This promotion is subject to Product availability.

5.6 All applications will be deemed by Cisco to be submitted by an authorised representative of the Cisco Distributor and with the full approval of the owner/manager of the Cisco Distributor.

5.7 Cisco Distributor should note that by choosing to apply for this promotion it is deemed to have read, understood and agreed to the terms of Cisco's data protection notice which can be found at http://www.cisco.com/en/US/swassets/sw293/privacy_statement.html

5.8 Cisco reserves the right to amend these terms and conditions at any time to comply with applicable local laws.

5.9 If Cisco products, which are supplied to you with special discounts and/or special pricing as referred to herein, are found to have been sold by you to parties and for projects or purposes in breach of the present promotion terms and conditions, then Cisco may, in addition to all its other rights and remedies all of which are reserved, undertake one or more or all of the following actions:
(a) Invoice you for the difference between such special discount and the then-current resale discount in the applicable sale and purchase agreement between Cisco and you;
(b) Audit your purchases and invoice you for all reasonable costs incurred by Cisco in its performance of the audit;
(c) Suspend your access to WEB VOUCHER and other Cisco sales and marketing programs;
(d) Suspend shipments to you and;
(e) Terminate your applicable sale and purchase agreement with Cisco for cause.
For avoidance of doubt, the special discount shall also be subject to all the terms and conditions set forth in the applicable sale and purchase agreement between Cisco and you, except for any deviation in the discount level. By submitting your orders/claims based on the above special discount, you are deemed to have accepted all of the above terms and conditions.

5.10 Cisco reserves the right to request Cisco Distributor to submit complete and sufficient evidence of the delivery of the products concerned by the promotion and/or special pricing to the End User covered by such promotion, in accordance with the terms and conditions of such promotion and/or special pricing. Cisco Distributor will submit such evidence no later than 10 (ten) days as of Cisco's request. Unless prohibited by the applicable laws, Cisco reserves the right to contact the End User and/or Authorized Channel directly in order to verify the existence of a purchase order. Cisco Distributor

agrees that Cisco may conduct audits in order to verify compliance of these guidelines, subject to the direct distribution agreement with Cisco, to the extent applicable.

5.11 All matters relating to this promotion or the interpretation or application of these terms and conditions, or disputes regarding eligibility for the promotion must be submitted in writing to Cisco at the address specified above within 3 (three) months of the claim, transaction or matter in question. Any such disputes shall be resolved by Cisco at its sole discretion and its decision shall be final. This promotion and these terms and conditions will be governed by and construed in accordance with English law and the parties hereby submit to the exclusive jurisdiction of the English courts.

Additional special terms and conditions

Please read the following additional special terms and conditions carefully before submitting your claim as these are specific to this promotion.

6.1 Any POS with a transaction date not within the validity period mentioned above is not eligible to be claimed against this promotion.

6.2 When submitting claims for this promotion through CCO-DCA you must quote **'(unique DART ID/ PP reference claim number'** in the PROMO NUMBER column and 'Promo category (eg. **Composite/ OIP etc)'** in the PROMO TYPE column and **NFR program** in the comments column.

6.3 In order to qualify for rebates under this programme, all POS reports must also include serial numbers associated with the (serialised) Products purchased.

6.4 Not For Resale is defined as products installed at the Cisco Partner's premises, and owned by a Cisco Partner that have no direct revenue generating function. For example:

- for demonstration at Partner premises only
- for lab-use
- for office use
- NOT for hosting purposes
- NOT for SP infrastructure

6.4.1 Cisco is entitled to claim the difference between the promotional discount enjoyed and Global List Price minus appropriate Certification / Specialisation discount, and disqualify the Partner from this and other promotions and programs, in case this condition is not met

6.4.2 Cisco is entitled to audit the Partner for validating the presence and appropriate use of equipment and software purchased under this promotion.

6.5 Products purchased with this promotion may not be resold before two years from date of purchase. If the Partner chooses to sell the products after those two years period, they may do so with the following provisions.

- a. Product cannot be represented as new Cisco equipment, and should be sold as used equipment.
- b. New software licenses must be obtained from Cisco prior to product being sold
- c. Maintenance products are non-transferable

6.6 This promotion cannot be combined with Premier, Silver or Gold discounts.

6.7 This promotion cannot be combined/stacked with any other promotions or discounts including NFR SKUs or credits offered by Cisco, unless specifically authorized in writing by Cisco Price Deviation Team.

6.8 Financing options such as leasing may be available in combination with this promotion. Please contact your Channel Account Manager for further information on leasing options.

6.9 No claims will be valid for POS sold 90 days after promo ends. (Distributor)

6.10 Cisco reserves the right to change any aspect of this promotion at any time.

6.11 There are no return privileges on these products. Exceptions may only be granted by a Cisco Distribution Account Manager and if a return is granted, the promotional discount amount originally granted by Cisco will be refunded back to Cisco.

6.12 The CDP / Direct Partner / Reseller must abide by the rules of the promotion as defined and outlined in this document.

6.13 SMARTnet is not included in the discount structure above.

6.14 All requests are subject to review and verification of information prior to approval for ordering.

6.15 Direct Partner / Reseller must be Premier, Silver, Gold, or hold at least one Cisco specialization, or ATP or participate in the AVVID promotion.

6.16 Apart from ATP products, any Partner can have access to any Cisco product on GPL

6.17 Software purchased under the Certified/Specialized Software NFR (Not For Resale) Promotion may not be resold.

6.18 All non-IOS software on the Cisco Wholesale price list qualifies for this promotion for the base level of software license.

6.19 Larger software packages may be purchased using the 70% hardware discount. This promotion is not applicable to IOS images or software.

6.20 Software must be for the minimal user count only.

6.21 In the case of software pre-installed on an appliance, it will be considered hardware for the purposes of this promotion.

6.22 Where applicable there will be a $100 media charge (in the event that media is listed separately on the Wholesale price list)

6.23 Through the promotion period, Cisco reserves the right to deviate from Partners' eligibility from this promotion, in case large amounts of NFR products were purchased by the Partner prior to the promotion period.

Please note: any claims not complying with ANY conditions of this document may not be accepted or in case of acceptance by Cisco, without prejudice of any other rights that might be available to Cisco in contract or law, the latter may refuse at any time to comply with any of its obligations arising hereunder.

Combinations rules/ Additional special terms and conditions
This promotion cannot be combined with any other promotional program and/or special pricing currently available.
These combination rules are correct as of the day this promotion document was written.

FAQ

Q: Are these dollar limits per location or company?
A: Per Company as registered with Cisco as Partner.

Q: Do I get special rates for SMARTnet?
A: No

Q: Is SMARTnet required?
A: No, except if the Partner's Service contract with Cisco specifies
   that this is a requirement.
   SMARTnet is strongly suggested.
   Note:
   AVVID Partners using this program ARE required to purchase
   SMARTnet at time of purchase.

Q: Where can I find more information on this program?
A: European Theater Product Programs: http://www.cisco.com/web/partners/sell/programs/index.html

APPENDIX 1.

Eligible NFR program SW SKU's for $100.- recommended resale price:

Part Number	Part Description	List Price $
VPT-SW-1.0=	Cisco Voice Provisioning Tool, software application	1,000.00
VPT-SW-1.0	Cisco Voice Provisioning Tool, software application	1,000.00
UNITYV4-50USR	Unity VM, 50 users (w/ 16 sessions)	4,000.00
UNITYU4-50USR-E	Unity UM Exchg, 50 users, 16 session, 2 TTS	8,000.00
UNITYU4-50USR-DC	Unity UM Domino, 50 users, 16 session, 2 TTS, incl DUC	9,500.00
UNITYCN1-TTS	One port TTS	1,400.00
UNITYCN1-SYSDISK	Windows 2003 OS for use with Unity Connection only	2,000.00
UNITYCN1-K9-MS	Unity Connection media server SW license for ASR and TTS	2,000.00
UNITYCN1-ASR	One port Auto Speech Recognition	1,400.00
UNITYCN-K9-25USR	Unity Connection, 25 users, 8 ports, 1 TTS	1,600.00
UNITY40-SVRLIC-32	Unity server license for VM or UM. Incl 32 sessions. No TTS.	5,000.00
UNITY40-SL16-VERUP	Unity, UM or VM version update to 4.0 - 16 session license	2,000.00
UNITY4-DEMO-10USR	Unity 4.0, 10 users, 2 sessions, Demo software DVD	275.00
UNITY-UPG16-PROMO=	Add 35 VM Users, Add 12 Sessions to Spring into Msg Promo	3,000.00
UNITY-UM-USR-E	One Unity UM for Exchange User	135.00
UNITY-SVRLIC-UPG32	Unity UM or VM 4.0, upg server license frm 16 to 32 sessions	5,500.00
UNITY-RS-ML	Unity, one session Real Speak TTS	1,400.00
UNITY-FOVRSVR4-32	Cisco Unity Data Store 4 -32 sessions - Per Processor	1,500.00
UNITY-CDSET-4.0	Unity-only CD set (no msg store, etc)	500.00
UNITY-CD-4.0=	UNITY-CD-4.0=	500.00
UNITY-BRIDGE-4	4 sessions of Unity Bridge software	7,000.00
SW-PASR1.4-SVR2S=	Personal Assistant Svr SW 1.4, 10 usr, 2 single lang ASR sns	4,995.00
SW-PASR1.4-SVR2M=	Personal Assistant Svr SW 1.4, 10 usr, 2 multi lang ASR sns	5,995.00
SW-PASR1-USR10=	Personal Assistant 10 User Licenses	1,250.00
SW-PASR1-K2-8M=	Personal Assistant ASR key, expand 2 to 8 sn, multi lang.	9,000.00
SW-PASR1-K2-4S=	Personal Assistant ASR key, expand 2	2,200.00

27/03/2006

	to 4 sn, single lang.	
SW-PASR-T4=	Personal Assistant 1.4 TTS key, 4 TTS sessions	5,600.00
SW-PASR-T2=	Personal Assistant 1.4 TTS key, 2 TTS sessions	2,800.00
SW-IPSOFTPHONE1=	Cisco IP Softphone CD/ 1 license	150.00
SW-IPCOMM-E1-CH1	Cisco IP Communicator with One Station User License	240.00
SW-CER-1.2-SVR=	CER 1.2 software on CD, with 100 user licenses	5,995.00
SW-CCM-UL-IPCOMM-E	Single CallManager Unit License for IP Communicator	150.00
SW-CCM-UL-7970	Call Manager License for single 7970 phone	195.00
SW-CCM-UL-7960	CallManager Unit license for single 7960 IP phone	150.00
SW-CCM-UL-7941	License, CallManager, Cisco IP Phone 7941	150.00
SW-CCM-UL-7940	CallManager Unit license for single 7940 IP phone	150.00
SW-CCM-UL-7920	CallManager Unit License for Single Wireless IP Phone 7920	150.00
SW-CCM-3.3-X306=	SW CallMgr 3.3,IBM x306	5,995.00
SW-CCM-3.3-UPG=	CallManager 3.3(5) upgd from CCM 3.1, 3.2, 3.3(x), same svr	200.00
SW-CCM-3.3-7845=	SW CallMgr 3.3, MCS 7845	15,995.00
SW-CCM-3.3-7835=	SW CallMgr 3.3, MCS 7835	7,995.00
SW-CCM-3.3-7825SE=	SW CallMgr 3.3, MCS 7825, 100 Svr Usr Lic, Mid-Mkt Bndl Only	1,995.00
SW-CCM-3.3-7825=	SW CallMgr 3.3, MCS-7825H-3.0 and MCS-7825I-3.0	5,995.00
SW-CCM-3.3-7815	SW CallMgr 3.3, MCS 7815	3,995.00
SW-CCM-1USER=	Cisco CallManager 1 Station License Pkg.	150.00
SW-CCC-V12=	Cisco Conference Connection V1.2 software, 20 user license	15,000.00
SW-CCC-V12	Cisco Conference Connection V1.2 software, 20 user license	15,000.00
SU7PK8-12215BC2=	Cisco ubr7200 Ser IOS DOCSIS 2-WAY BPI IP+	11,000.00
SPS-2.2-S-EVL-K9	SIP Proxy Server Ver 2.2 for Solaris Evaluation Copy	6,500.00
SPS-2.2-L-EVL-K9	SIP Proxy Server Ver 2.2 for Linux Evaluation Copy	6,500.00
SP-BERBEE-50=	Solutions Plus Audio And Text Broadcast - 50 Users	2,750.00
SF-WAFS-MGR-K9=	WAFS Central Manager License for 1 WAE	3,000.00
SF-WAFS-3.0-SA-K9	WAFS Software v3.0 (SATA)	4,900.00

27/03/2006

SCUE-LIC-50CME	Unity Express License 50 Voice Mailbox-Auto Attendant-CCME	500.00
SCUE-50CME-1.1.1=	^Cisco Unity Express -50 Voice Mailboxes Auto Attendant CME	500.00
S831CHPK9-12311YS	Cisco 831 Series IOS IP/FW/PLUS 3DES	150.00
S72ZK91-12218S	Cisco 7200 Series IOS SERVICE PROVIDER/SSH 3DES	750.00
S4KL3EK9-12225EWA	Cisco IOS ENHNCD L3 C4500 SUP4/5,3DES(OSPF,EIGRP,IS-IS)	9,995.00
S384UASK9A-12311T	Cisco 3845 IOS ASK9-AESK9 FEAT SET FACTORY UPG FOR BUNDLES	2,000.00
S372IPV-12308T	Cisco 3725 Ser IOS IP VOICE	700.00
S28NASK9-12308T	Cisco 2800 IOS ADVANCED SECURITY	1,000.00
S280UAISK9-12401	Cisco 2801 IOS SPSK9-AISK9 FEAT SET FACTORY UPG FOR BUNDLES	1,000.00
S280ESK9-12311T	Cisco 2801 IOS ENTERPRISE SERVICES	1,400.00
S26IPV-12314T	Cisco 2600 IOS IP VOICE	500.00
S26CP-12305	Cisco 2600 Ser IOS IP PLUS	700.00
S26CP-12215ZJ	Cisco 2600 Ser IOS IP PLUS	700.00
PPWR-PS-360W	1 48V (360W) power supply for EtherSwitch Modules	595.00
PIX-525-SW-FO	PIX 525 Failover (FO) feature license	1,000.00
PIX-515-SW-R-UR=	515/515E R to UR License Upgrade (includes VAC PLUS, 128MB RAM)	4,000.00
PIX-515-SW-FO-UR=	PIX 515/515E Failover-to-Unrestricted (FO-to-UR) license upg	4,495.00
PIX-515-SW-FO-R=	PIX 515/515E Failover-to-Restricted (FO-to-R) license upg.	495.00
PIX-515-SW-FO-AA=	PIX 515/515E Failover to FO-Active/Active License	2,500.00
PIX-501-BUN-K9	PIX 501-10 3DES/AES Bundle (Chassis, SW, 10 Users, 3DES/AES)	595.00
NTTS-3.X-SL-1	1 Single Language Nuance 3.X TTS Port	1,296.00
NTTS-3.1=	Nuance Text-to-Speech Vocalizer 3.0	3,000.00
NTTS-3.1-SL-1	1 Single Language NuanceVoc. 3 TTS Ports	1,296.00
NTTS-3.0=	Nuance 3.X Text-to-Speech SW for Cisco Approved Platforms	3,000.00
NSR-3.X-SL-1	1 Single Language Nuance 3.X ASR Port	3,600.00
NFC-5.0-SW-K9	NFC5.0 - Solaris and Linux RHEL	10,000.00
NASR-3.0	Nuance Speech Recognition SW for Cisco Approved Platforms	3,000.00
MPE-1.1-SMALL	MeetingPlace Express 1.1 Small Bundle-20V,6W CUL(~200 seats)	18,900.00

27/03/2006

MP-WEBCONFSW-5.3	Cisco MeetingPlace Web Conferencing Rel 5.3 w/ 20 ul	24,995.00
MP-WEB-UL-20=	Cisco MeetingPlace Web Conf. user license bundle, 20 Uls	18,000.00
MP-WEB-UL-20	Cisco MeetingPlace Web Conf. user license bundle, 20 Uls	18,000.00
MP-WEB-CONF-SW=	Cisco MeetingPlace Web Server Software w/ 20 user licenses	24,995.00
MP-WEB-CONF-SW	Cisco MeetingPlace Web Server Software w/ 20 user licenses	24,995.00
MP-VIDEO=	Cisco MeetingPlace Video Integration	17,995.00
MP-VIDEO	Cisco MeetingPlace Video Integration	17,995.00
MP-RM-RECORDING=	Cisco MeetingPlace Web-Voice Recording System License	11,995.00
MP-RM-RECORDING	Cisco MeetingPlace Web-Voice Recording System License	11,995.00
MP-OUTLOOK-5.3	Cisco MeetingPlace for Outlook Release 5.3 (req svr)	17,995.00
MP-OUTLOOK-4.3.0=	Cisco MeetingPlace for Outlook 4.3.0	17,995.00
MP-OUTLOOK-4.3.0	Cisco MeetingPlace for Outlook 4.3.0	17,995.00
MP-OUTLOOK	^Cisco MeetingPlace for Outlook	17,995.00
MP-NOTES-4.3.0=	Cisco MeetingPlace for Notes 4.3.0	17,995.00
MP-NOTES-4.3.0	Cisco MeetingPlace for Notes 4.3.0	17,995.00
MP-NOTES	Cisco MeetingPlace for Notes	17,995.00
MP-MTGTM-SITE-5.3	Cisco MeetingPlace MeetingTime Release 5.3 Site License	5,995.00
MP-MTGTM-5UL-5.3	Cisco MeetingPlace MeetingTime Release 5.3, 5 user licenses	5,995.00
MP-MTGTIME-SITE=	Cisco MeetingPlace MeetingTime Site License	5,995.00
MP-MTGTIME-SITE	Cisco MeetingPlace MeetingTime Site License	5,995.00
MP-MA-4	Cisco MeetingPlace Gateway Mod., 120 IP ports	19,995.00
MP-LANGUAGES=	Cisco MeetingPlace Additional Language License	5,995.00
MP-LANGUAGES	Cisco MeetingPlace Additional Language License	5,995.00
MP-LANG-5.3	Cisco MeetingPlace Multi-lingual Software Release 5.3	5,995.00
MP-IM=	Cisco MeetingPlace Instant Messaging	17,995.00
MP-IM	Cisco MeetingPlace Instant Messaging	17,995.00
MP-FLEX-MENU=	Cisco MeetingPlace Flex Menu Option	5,995.00
MP-FLEX-MENU	Cisco MeetingPlace Flex Menu Option	5,995.00
MP-EMAIL	Cisco MeetingPlace SMTP Email Gateway Software	5,995.00
MP-DIRSVCS-5.3	Cisco MeetingPlace Directories	17,995.00

27/03/2006

	Integration Rel 5.3 (req svr)	
MP-DIRECTORIES=	Cisco MeetingPlace Directories Integration Application	17,995.00
MP-DIRECTORIES	Cisco MeetingPlace Directories Integration Application	17,995.00
MP-CONF-UI-5.3	Cisco MeetingPlace Conf Scheduler Rel 5.3 w/ 5 web conf ul	4,995.00
MP-CONF-UI	Cisco MeetingPlace Conference UI with 5 web conf licenses	4,995.00
MP-AUDIO-UL-30	Cisco MeetingPlace audio conf. user license bundle, 30 Uls	28,800.00
MM1.1-K9=	MobilityManager 1.1 SW and Linux OS appliance w/ K9	1,995.00
LNSR-3.X-SL-1	1 Single Language Limited Nuance 3.X ASR Port	1,260.00
LL-PIX-515-SW-R	PIX 515/515E Restricted Platform License	995.00
IPIVR-40-DART-NFR=	IPIVR 4.0 kit for DART with 5 ports - NO ASR/TTS	1,000.00
IPIVR-3.X	IP IVR 3.x Software. Includes 5 IP IVR Ports	4,995.00
IPIVR-3.5=	IP IVR 3.x Software. Includes 5 IP IVR Ports	4,995.00
IPCXIVR-40ES-1B	IPCX or IVR 4.0 7825/7835 Expansion Server SW w/OS	2,995.00
IPCXIVR-40DB1PS1	IPCX or IVR 4.0 MS SQL 2K Server 1 Processor Software	2,995.00
IPCXIVR-3YES-SVR1	IPCX or IP IVR 3.5 or later 3.Y Expansion Server (SW only)	2,995.00
IPCXIVR-3YDB-1PS1=	IPCX or IP IVR 3.5 or later 3.Y MS SQL Svr 1 Proc (SW only)	2,995.00
IPCX-40STD-SEAT10	IPCX 4.0 STD Seat Qty 10 (agent or supervisor)	5,950.00
IPCX-40PRE-SEAT1	IPCX 4.0 PRE Seat Qty 1 (agent or supervisor)	1,495.00
IPCX-40PRE-1B=	IPCX 4.0 PRE 7825 or 7835 Server Software	9,995.00
IPCX-40PRE-1B	IPCX 4.0 PRE 7825/7835 Server SW,OS	9,995.00
IPCX-4040SPU-1B	IPCX 4.0-4.0 STD-PRE 7825/7835 Server SW,OS Upg	2,529.00
IPCX-4040SEU-1B	IPCX 4.0-4.0 STD-ENH 7825/7835 Server SW,OS Upg	1,517.00
IPCX-4040-SPU-S1	IPCX 4.0-4.0 STD-PRE Seat Qty 1 Upg	619.00
IPCX-4040-SEU-S10	IPCX 4.0-4.0 STD-ENH Seat Qty 10 Upg	3,433.00
IPCX-40-DART-NFR=	IPCX 4.0 NFR Kit for DART: PREMIUM with 6 Seats-NO ASR/TTS	1,000.00
IPCX-3YSTD-SVR1	IPCX 3.5 or later 3.Y Std Server (SW only)	3,995.00

27/03/2006

IPCX-3YSTD-SEAT1	IPCX 3.5 or later 3.Y Std Seat Qty 1 (agent or supervisor)	595.00
IPCX-3YPRE-SVR1	IPCX 3.5 or later 3.Y Pre Server (SW only)	9,995.00
IPCX-3YPRE-SEAT1	IPCX 3.5 or later 3.Y Pre Seat Qty 1 (agent or supervisor)	1,495.00
IPCX-3YENH-SVR1	IPCX 3.5 or later 3.Y Enh Server (SW only)	5,995.00
IPCX-3YENH-SEAT1	IPCX 3.5 or later 3.Y Enh Seat Qty 1 (agent or supervisor)	995.00
IPCX-3X40-SU-1B	IPCX 3.X-4.0 STD 7825/7835 Server SW,OS Upg	1,011.00
IPCX-3X3YSPU-SVR1	IPCX 3.X to 3.5 or later 3.Y Std to Pre server SW upgrade	5,995.00
IPCX-3X3Y-SPU-S1	IPCX 3.X to 3.5 or later 3.Y Std to Pre seat Qty 1 upgrade	895.00
IPCX-3.5-DART-NFR=	IPCX 3.5 NFR Kit (CISCO AND CISCO PARTNERS ONLY)	1,000.00
ICSUNITY-VMUM-25U=	ICS Unity VM to UM Upgrade for twenty five users	2,050.00
ICSUNITY-UM-25USER	ICS Unity UM 25 User Package	3,625.00
ICM-AGTWEB-T1-L	ICM Web Collaboration Agent - 1 to 199	800.00
ICD-3.1-E-BS=	Exp Enh 3.1 Bundle 10CADagts, 10 IVR, 1HR,1Sup,1rec	19,995.00
FR-SVC-FWM-VC-T2=	Catalyst 6500 and 7600 virtual FW licensing for 50 VF	25,000.00
FL28-SPSK9-AISK9=	Cisco 2800 Ser SP Services to Adv IP Services Upgrade	1,000.00
FL-SRST-SMALL=	Feat Lic Survivable Remote Site Telephony up to 24 phones	750.00
FL-SRST-SMALL	Feat Lic Survivable Remote Site Telephony up to 24 phones	750.00
FL-CCME-SMALL=	Cisco Call Manager Express Feat License For Up To 24 Users	750.00
FL-CCME-SMALL	Cisco Call Manager Express Feat License For Up To 24 Users	750.00
CWWLSE-2.11SWUP-K9	Upgrade to CWWLSE 2.11 software from 1.x and 2.X software	495.00
CWW-6.1-WIN	CiscoWorks for Windows 6.1	2,495.00
CWVMS-2.3-WINB-K9	VMS 5 Device Basic License	495.00
CWVMS-2.3-R-K9	VMS 2.3 WIN 20 Device Restricted	7,995.00
CWVMS-2.2-WINR-K9	VMS 2.2 WIN 20 Device Restricted	7,995.00
CWVM-2.1	CiscoWorks, Voice Gateway Manager 2.1 for WIN/SOL	9,995.00
CWSNM-1.5-K9	CiscoWorks Small NMS Solution, Incl. WUG 8, CV 6.0, RME 3.5	2,995.00
CWRW-1.3-K9	Routed WAN Mgmt 1.3 for WIN/SOL; ACL, IPM, RME, CV	14,995.00

27/03/2006

CWQPM-3.2-R-K9	QoS Policy Mgr 3.2 for WIN; 20 Device Restricted	7,995.00
CWLMS-2.5-R-K9	LMS 2.5.1 Enterprise WIN/SOL 300 Dev Restricted - Rev Dec05	9,995.00
CWLMS-2.5-MR-K9	LMS 2.x Minor Update Kit to LMS 2.5 UR - Incl May05 Updates	495.00
CWLMS-2.2-K9	LAN Management 2.2 for WIN/SOL; CM, DFM, RME, CV	19,995.00
CWITEM-2.0-WIN-K9	IP Telephony Env Monitor 2.0 for WIN	19,995.00
CWITEM-2.0-ADD-K9	ITEM 2.0 WIN addon to LMS 2.X	12,500.00
CVPN3005-SW-47-K9	VPN3005 :SW	495.00
CVP-30-STUDIO=	CVP 3.0 Studio License	5,500.00
CVP-30-SRVR	CVP 3.0 Base System	5,000.00
CVP-30-QT-SRVR=	CVP 3.0 Queue And Transfer Base System	4,000.00
CVP-30-QT-MN500PT	CVP 3.0 Queue And Transfer Port Min 500 ports	640.00
CVP-30-PT	CVP 3.0 Self Service Sessions	950.00
CTI-AGTCAD-L	Cisco Agent Desktop	1,100.00
CSAU1.0-BASE25-K9	Cisco Security Auditor 1.0 Base Package - Up To 25 Devices	5,000.00
CSACS-4.0-WIN-K9	Cisco Secure ACS 4.0 for Windows	8,995.00
CSACS-3.3-WINMR-K9	^WIN Only-Minor Release update for CSACS 3.3-Jul04	495.00
CSACS-3.3-WIN-K9	Cisco Secure ACS 3.3 for Windows	5,995.00
CSACS-3.2-WIN-K9	^Cisco Secure ACS 3.2 for Windows	5,995.00
CSA-STARTER-K9=	CSA Starter Bundle	3,000.00
CSA-STARTER-K9	CSA Starter Bundle	3,000.00
CSA-SRVR-K9=	Cisco Security Server Agent (Win + Sol), 1 Agent	1,050.00
CSA-SRVR-K9	Cisco Security Server Agent (Win+Sol), 1 Agent	1,050.00
CSA-PROFILER-K9	Cisco Security Agent Profiler	19,995.00
CSA-B25-DTOP-K9	Cisco Security Desktop Agent (Win + Sol), 25 Agent Bundle	1,625.00
CP-CFGPR-BUN-7920	Cisco 7920 Configuration Program ASSY, Standard Package	350.00
CNR-6.1-BASE2K	Netwk Registrar 6.1, base license/kit, all pltfms, 2K IP	10,000.00
CNR-6.1-BASE1K	Netwk Registrar 6.1, base license/kit, all pltfms, 1K IP	5,000.00
CM4.X-U-K9-DL320=	SW CallMgr 3.x to 4.x Upgd, HP DL320, 1000 Svr Usr Lic	2,995.00
CM4.X-U-K9-7825SE=	SW CallMgr 3.x to 4.x Upgd, MCS-7825, 100 Svr Usr Lic	995.00
CM4.X-U-K9-7825=	SW CallMgr 3.x to 4.x Upgd, MCS-7825, 1000 Svr Usr Lic	2,995.00

27/03/2006

CM4.1-U-K9-DL320=	SW CallMgr 3.x to 4.1 Upgd, HP DL320, 1000 Svr Usr Lic	2,995.00
CM4.1-U-K9-7835=	SW CallMgr 3.x to 4.1 Upgd, MCS-7835, 2500 Svr Usr Lic	3,995.00
CM4.1-U-K9-7825SE=	SW CallMgr 3.x to 4.1 Upgd, MCS-7825, 100 Svr Usr Lic	995.00
CM4.1-K9-X306=	SW CallMgr 4.1 for IBM X306	5,995.00
CM4.1-K9-X306	SW CallMgr 4.1 for IBM x306 server, 1000 Svr Usr Lic	5,995.00
CM4.1-K9-UPG=	SW CallMgr 3.3 To 4.1(3) Upgrade for SASU	7,995.00
CM4.1-K9-DL380=	SW CallMgr 4.1, HP DL380, 1CPU	7,995.00
CM4.1-K9-DL380	SW CallMgr 4.1, HP DL380/1CPU, 2500 Svr Usr Lic	7,995.00
CM4.1-K9-DL320=	SW CallMgr 4.1, HP DL320	5,995.00
CM4.1-K9-DL320-1	SW CallMgr 4.1, HP DL320-G3, 1000 Svr Usr Lic	5,995.00
CM4.1-K9-DL320	SW CallMgr 4.1, HP DL320, 1000 Svr Usr Lic	5,995.00
CM4.1-K9-7835=	SW CallMgr 4.1, MCS 7835	7,995.00
CM4.1-K9-7835	SW CallMgr 4.1, MCS-7835	7,995.00
CM4.1-K9-7825=	SW CallMgr 4.1, MCS-7825	5,995.00
CM4.1-K9-7825-I1	SW CallMgr 4.1 For MCS-7825-I1	5,995.00
CM4.1-K9-7825-H1	SW CallMgr 4.1 For MCS-7825-H1	5,995.00
CM4.1-K9-7825	SW CallMgr 4.1, MCS-7825H-3.0 or MCS-7825I-3.0	5,995.00
CM4.1-K9-7815SE=	SW CallMgr 4.1, MCS-7815, 100 Svr Usr Lic	1,995.00
CM4.1-K9-7815SE1	SW CallMgr 4.1, MCS-7815, 100 Svr Usr Lic	1,995.00
CM4.1-K9-7815=	SW CallMgr 4.1, MCS 7815	3,995.00
CM4.1-K9-7815	SW CallMgr 4.1, MCS-7815	3,995.00
CM4.0-K9-X345D=	SW CallMgr 4.0, IBM X345, 2CPU	15,995.00
CM4.0-K9-X345=	SW CallMgr 4.0, IBM X345, 1CPU	7,995.00
CM4.0-K9-X306=	SW CallMgr 4.0 for IBM x306	5,995.00
CM4.0-K9-UPG=	SW CallMgr 4.0(2a) New Install and Upgrade, SASU	7,995.00
CM4.0-K9-SUP=	SW CallMgr 4.0(2a) New Install And Upgrade, SMARTnet	7,995.00
CM4.0-K9-DL380=	SW CallMgr 4.0, HP DL380, 1CPU	7,995.00
CM4.0-K9-DL320=	SW CallMgr 4.0, HP DL320	5,995.00
CM4.0-K9-7835=	SW CallMgr 4.0, MCS 7835	7,995.00
CM4.0-K9-7825SE	SW CallMgr 4.0, MCS 7825, 100 Svr Usr Lic Mid-MKt Bndl Only	1,995.00
CM4.0-K9-7825=	SW CallMgr 4.0, MCS-7825H-3.0 and MCS-7825I-3.0	5,995.00

CM4.0-K9-7815SE=	SW CallMgr 4.0, MCS-7815, 100 Svr Usr Lic	1,995.00
CM4.0-K9-7815SE	SW CallMgr 4.0, MCS-7815, 100 Svr Usr Lic	1,995.00
CM4.0-K9-7815=	SW CallMgr 4.0, MCS 7815	3,995.00
CM4.0-4.1-K9-UPG=	SW CallMgr 4.0 to 4.1(3) Upgrade For SASU	200.00
CFS-FAX-CHAN-1	Fax 1 Channel License	2,028.00
CFS-9-X-SEC-DOC	Cisco Fax Secure Docs Module	14,388.00
CFS-9-X-ENT-STE	Cisco Fax Server Enterprise Suite 9.X Software	21,588.00
CD28N-AISK9=	CISCO 2800 ADVANCED IP SERVICES Feature Pack	1,700.00
CD28-AISK9=	CISCO 2801 ADVANCED IP SERVICES Feature Pack	1,700.00
CD26XM-IPV=	Cisco 2600XM Ser IOS IP VOICE Feature Pack	500.00
CD26XM-ASK9=	Cisco 2600XM Ser IOS ADV SECURITY Feature Pack	1,000.00
CCS-DCASVR-W-K9=	Dynamic Content Adapter Server Windows 128bit Encrypt	10,000.00
CCA-100-SM-BUN-K9	Clean Access Server + Manager Bundle (100 Users)	5,995.00
CBC-4.0	Cisco Broadband Configurator 4.0 for a single CPU system	1,500.00
BB-SM5.3-CDBUNDLE=	BBSM53 CD,DOCS,MS W2K/ISA	5,000.00
BB-SM-53HSSVRUPG=	BBSM Hotspot 1.0 to BBSM 5.3 Hotspot upgrade	1,500.00
BB-SM-5.3-UPG=	BBSM UPG 5.2/5.2A-5.3,DOC	2,500.00
ASA5510-SEC-PL	ASA 5510 Security Plus License w/ A/S HA, more VLANs + conns	1,000.00
ASA5500-SC-5	ASA 5500 5 Security Contexts License	3,750.00
AIR-WCS-WL-UG-K9	Cisco WCS Base to Location System UG, Windows	3,495.00
AIR-WCS-WL-1.0-K9	Cisco WCS w/Location v3.0 up to 50 Lightweight AP W2K/2003	5,995.00
AIR-WCS-WB-1.0-K9	Cisco WCS Base v3.0 up to 50 Lightweight AP Win2K/2003Server	3,995.00
AIR-WCS-LL-1.0-K9	Cisco WCS w/ Location v3.0 up to 50 Lightweight APs, Linux	5,995.00
7304-SW-SPARECD	Cisco 7304 Series Software Spare CD	400.00
7200-SW-SPARECD	Cisco 7200 Series Software Spare CD	400.00

27/03/2006