One Year on Us Год за наш счет!

При продаже 3-х летних подписок

Partner Programs & Incentives

https://www.cisco.com/c/en/us/partners/promotions/secure-one-year-on-us-offer.html

Partner-led 'One Year on Us'

Limited Time Partner Profitability Offer: Partner Hunted – New Logos Only



Cloud Gateway	CMD	Umbrella DNS	Endpoint	Duo	ISE 3.x
1,000 users	250	250	250 devices	250 users	250

Terms:

- Available until end of Q3 FY22 (Apr 30, 2022)
- Deal registration required Partner Hunted Deals Only
- Minimum 3 yr. contract: Annual license credit of 33% = 1 yr. on us over 3 yrs.
- Targeted at capturing new logos only (no renewals)
- · Available in all Geos

Partner Reward:

- For products in Core discount category (Email, Umbrella DNS & Secure Endpoint): up to 65% deal registration discount* + incremental 33% credit on Extended Net Price
- For products in Market discount category (Duo & CMD): up to 35% deal registration discount + incremental 33% credit on Extended Net Price

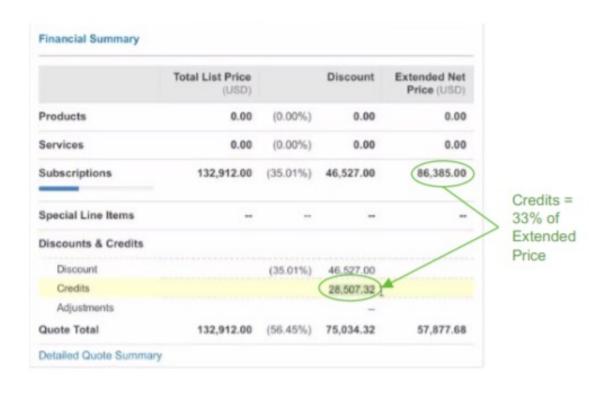
^{*}Up to 72% discount if the deal is eligible for Account Breakaway



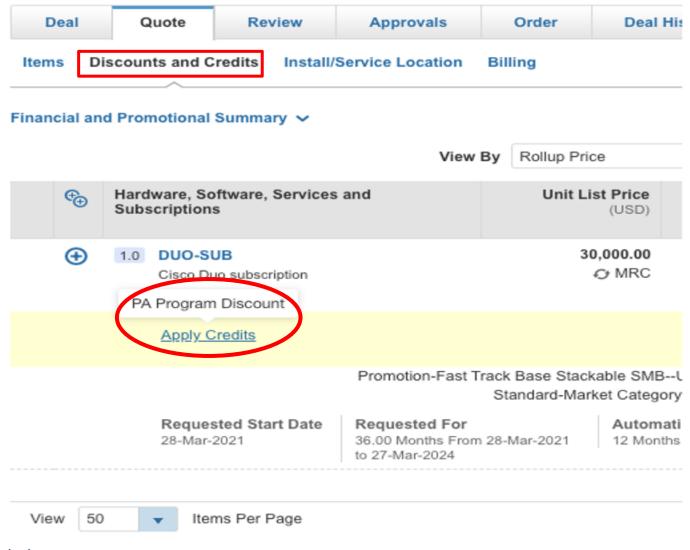
How to Apply "One Year On Us" Purchase Adjustment Credit



Purchase Adjustment Credit Duo MFA Example

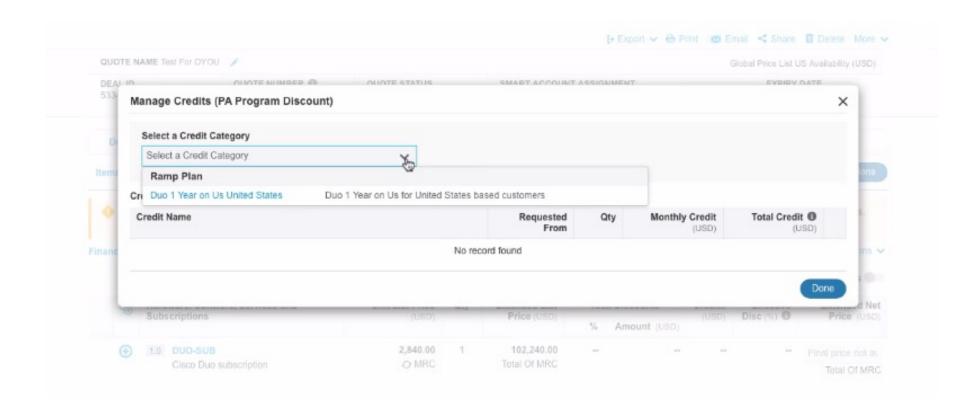




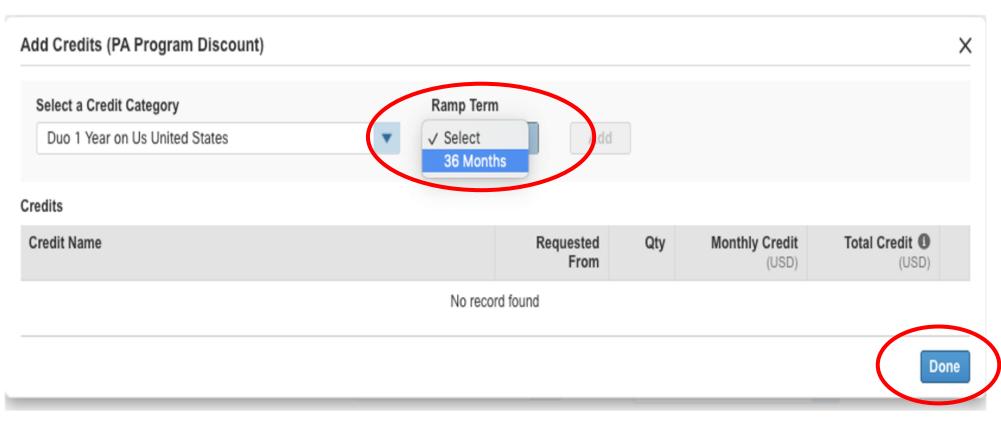


Within the order screen on CCW, Purchase Adjustment requests can be entered into the product line "PA Program Discount" field.

A purchase adjustment of any amount will be routed to Commercial Finance for approval.



Select a credit category based on your end-customer region (United States or International)



After select the credit category, then choose ramp term: default with 36 Months. Then click 'Done'.

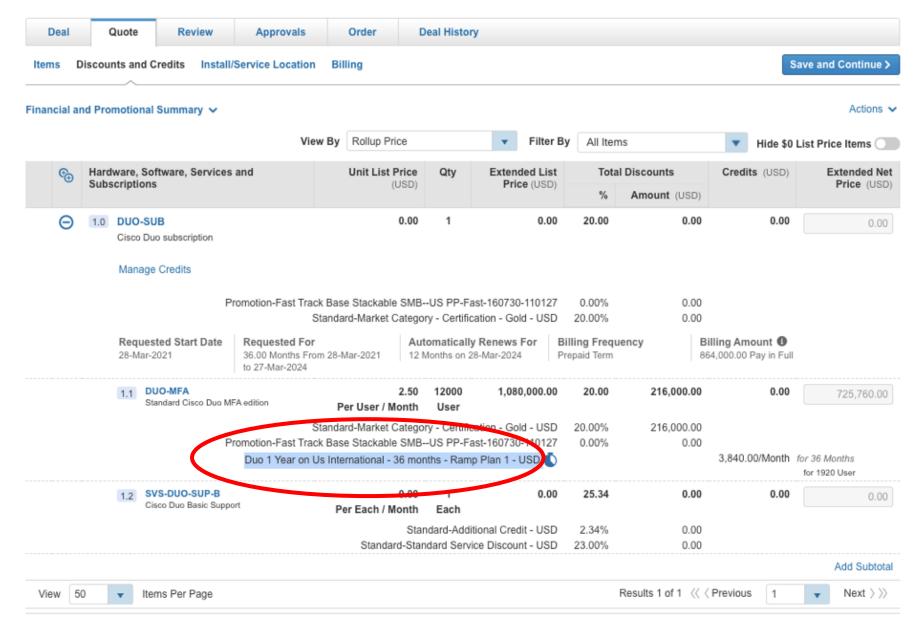
Add Credits (PA Program Discount) Selected credit is successfully applied. Select a Credit Category Select a Credit Category

Credits

Credit Name	Requested From	Qty	Monthly Credit (USD)	Total Credit (USD)	
Duo 1 Year on Us International	28-Mar-2021	1920	3,840.00	138,240.00	î
Duo 1 Year on Us International - 36 months - Ramp Plan 1 🚺	for 36 Months				







Security Partner Discounts — Deal Registration

Security Domain	Security Hunting/Teaming	New Account Breakaway	Competitive Accounts
Secure Firewall	up to 65%	72%	72%
Secure Email	up to 65%	72%	72%
Secure Endpoint	up to 65%	72%	72%
Secure Web Appliance	up to 65%	72%	72%
Cisco Kenna	up to 65%	n/a	n/a
Identity Services Engine	up to 60%	64%	n/a
Secure Network Analytics	up to 60%	64%	n/a
Umbrella and Cloudlock	up to 60%	n/a	n/a
Secure Access by Duo	up to 35%	n/a	n/a
Secure Cloud Mailbox	up to 30%	n/a	n/a



Migration Incentive Program (MIP)

Earn incremental discounts when migrating from Cisco Firewalls or Competitive Firewalls

- **+4%** when migrating from Cisco to Cisco
- +5% when migrating from Competitor to Cisco

All discounts are for direct / distributor pricing, and all 2-tier partners must negotiate directly with their distributor.

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