

Being a Cisco Refresh Partner



Partnering to Sell Cisco Refresh

Customer needs are rapidly changing, thanks to increasing budget demands, shorter timelines, and new government regulation. Cisco Refresh helps to meet these needs by selling certified, fully warrantied, pre-owned equipment. Remanufactured gear is creating a rapidly growing market and significant new opportunities. As part of our global partner ecosystem, you too can deliver additional value, optimize OpEx, and attract and retain customers.

Cisco Refresh offers:

- Cisco Certified gear
- 7,000+ products
- Competitively priced with no hidden costs
- All zero-dollar accessories included
- All required engineering upgrades
- Same Cisco warranty
- Same Cisco security
- SMARTnet-eligible

Incentives and Rebates

Cisco Refresh offers a number of programs to make your participation even more cost-effective: [Learn More](#)

Who Can Be a Partner?

Cisco's global ecosystem of premiere, gold, and distribution partners plays a critical role in Cisco Refresh sales. Any Cisco authorized partner is eligible to work with Cisco Refresh.

Using Cisco Refresh to Close the Deal

In competitive situations, make sure the customer knows that Cisco Refresh is a lower-cost alternative. Blending certified remanufactured equipment with new further reduces the total cost of the solution. refresh helps customers meet their time requirements, maintain legacy configurations, and meet unexpected needs. [Learn more](#)

Selling into the Circular Economy

Helping your customer become a responsible green company also helps to generate revenues for you, by incentivizing customers to return used equipment, buy more sustainable gear, and support designing products that use fewer materials and last longer.

Competing Against the Grey Market

Every year, billions of dollars of used Cisco equipment are sold by unauthorized operators. For partners, this means lost sales opportunities, increased discount pressure, and long-term loss of account control.

How to Order

[Cisco Commerce Workspace \(CCW\)](#): Search, quote, configure, attach services, and order Cisco Refresh

[1-Click Tool](#): Shows available inventory, how to create a blended deal, and apply discounts

[Cisco Outlet](#): An e-commerce surplus platform

All Cisco Refresh deals can be financed through [Cisco Capital](#).

Resources

[Cisco Refresh Selling Spotlight Hub](#)

[Partner Playbook](#)

[External Cisco Refresh Page](#)

[CCW \(Cisco Commerce Workspace\)](#)

