



A simplified guide to Cisco's Secure Remote Workforce Solutions

Identify the right solutions to keep your customers' businesses up and running, no matter what.



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How to use this guide

This guide will help you:

- Explain in simple terms Cisco's Secure Remote Workforce consumption options.
- Educate your customer on the consumption options available for these solutions.
- Determine which solution and consumption option is right for your customer.
- Get started on the ordering process.

Today's businesses are facing new disruptions at every turn.

Every business's needs are different, and creating connected experiences for a secure remote workforce can be complex.

Our three curated solutions and consumption options will help.

Consumption option overviews



Consumption option overviews

1 Secure Remote Work- Flexible (Multi-EA Enrollments + Hardware)

- Leverage Cisco's flexible enrollments to build a customizable Secure Remote Worker solution
- Multi-suite discounts and DNA hardware bundles
Hardware sold separately

Collaboration:

- Software: Flex 3.0 (Webex® Meetings, Calling, Webex Teams™)
- Hardware (sold separately): headsets, IP phones, desktop devices

Security:

- Software: Security Choice Enrollment (Cisco Umbrella®, Secure Access by Duo, Secure Endpoint [AMP4E], Secure Email Cloud Gateway [CES], Cisco AnyConnect®)

Networking:

- Software: DNA Enrollment (DNA Center, Integrated Services Router [ISR], and Catalyst®), Meraki® Insights
- Hardware (sold separately): 1100 Series ISR, Meraki MX and Z3, Catalyst enterprise access points

2 Secure Remote Work-Core (Single-SKU EA Enrollment)

- For Microsoft E3 customers considering the E5 upgrade
- Market-leading Collaboration & Security products in a simple per user per month price
- Minimum 250 users
- Fixed set of Security and Collaboration products

Collaboration:

- Flex 3.0 (Webex® Meetings, Calling, Webex Teams™)
Option to select a mix of cloud or on-premises calling at no additional cost; option to select flat-rate audio and committed or uncommitted audio for an additional cost

Security:

- Umbrella DNS Security Advantage
- Secure Access by Duo
- Secure Endpoint Advantage [AMP4E]
- Secure Email Cloud Gateway

3 Cisco Designed Secure Remote Work (Small and midsize bundle)

- A simple offer with a per user per month price, combining meetings, messaging, multi factor authentication, secure internet access and email protection for every user.
- Well suited and well priced for smaller, midsize, and growing businesses with 25 to 250 users

Collaboration:

- Flex 3.0 (Webex Meetings, Webex Calling, Webex Teams™)
(A-FLEX-3), discounts will be available on the following security offers

Security:

- Umbrella DNS Essentials
- Secure Access by Duo [MFA]
- Secure Email Cloud Mailbox
- Secure Endpoint [AMP4E], AnyConnect, and Umbrella DNS Advantage also available for discount at customer request

A quick visual comparison

→ Multi-EA Enrollment + hardware

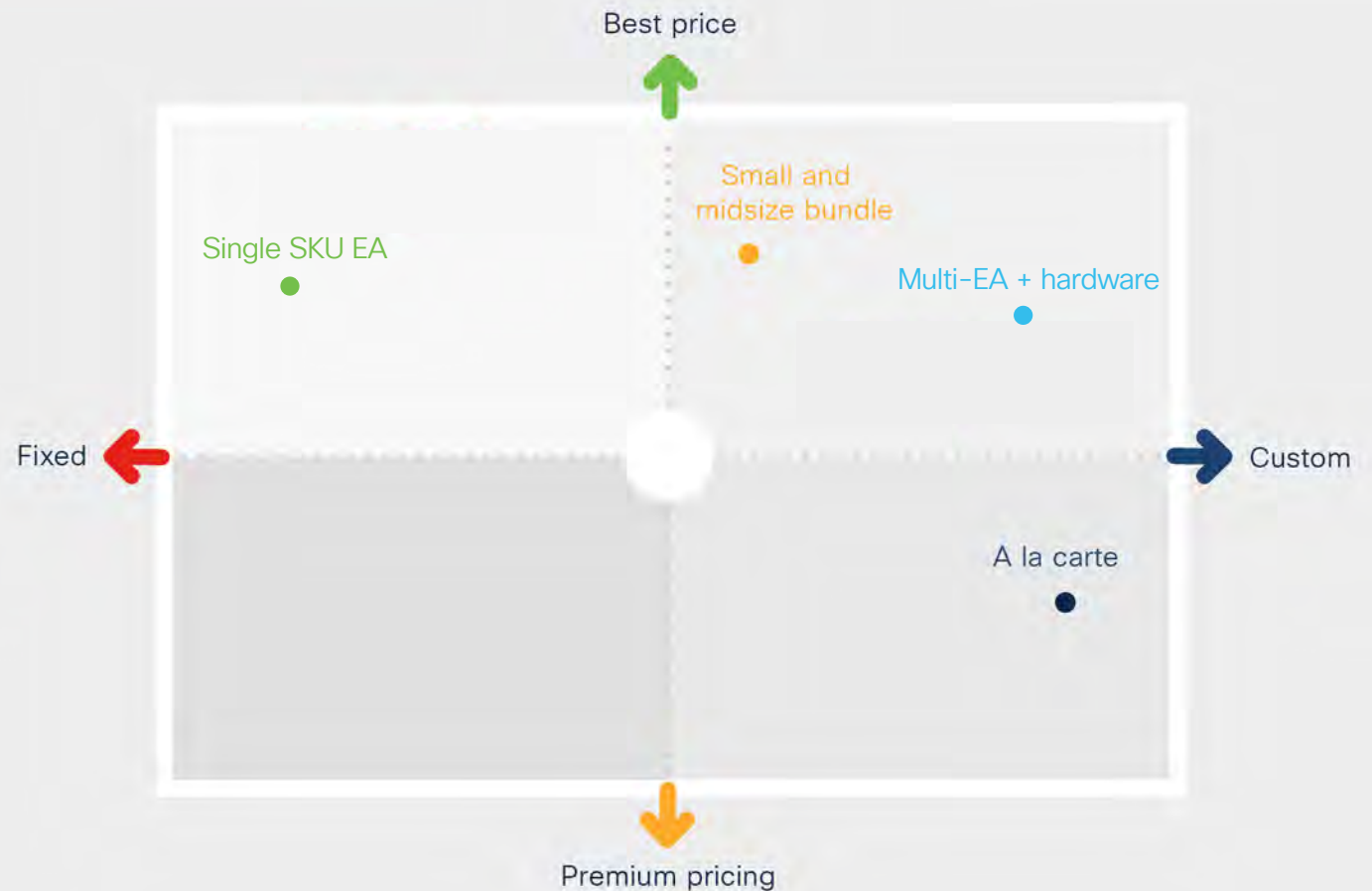
- Enterprise-wide commitment for software.
- Select hardware discounts
- Minimums: \$100 K total contract value for security, 250 knowledge workers for collaboration
- Flexibility to expand licenses, select the applicable products, and capture True Forward monetary value

→ Single-SKU EA Enrollment

- For MS E3 customers considering E5 Upgrade
- Minimum: 250 users
- Aggressive pricing (Microsoft office E5 compete)
- Priced per user per month
- Fixed set of Security and Collaboration products

→ Small and midsize multiline bundle

- From 25 to 250 users
- Auto-discounting approved
- Flexible to select products within predetermined BOM



Buying Program Positioning

Customer Scenario	1 Flexible	2 Core	3 Cisco Designed
Less than 250 users			✓
Greater than 5,000 users	✓		
Brownfield credit (ELA 1.0, 2.0)	✓		
Flexibility/upgrade capability	✓		✓
Migrating from Microsoft E3 to E5		✓	
Greenfield Security & Collaboration	✓	✓	✓
Seeking cloud-based collaboration solution	✓	✓	✓
Partner & Generalist-lead sales motion	✓	✓	✓

Make it easier to buy

Cisco Capital

Technology financing helps businesses of all sizes to preserve cash and existing credit lines while addressing short-term liquidity concerns with deferred payments and rates as low as 0%.

Cisco Refresh

These competitively priced pre-owned solutions cut across all Cisco technologies and include both current and end-of-life products.

Our remanufactured equipment is offered with a like-new warranty and available in over 80 countries.

Cisco Capital

Customers

- Pay as they use
- Acquire the latest technology more affordably
- Simplify expenses
- Defer or reduce payments
- Bundle solutions

[Visit Cisco.com](#)

Cisco Refresh

- Maximize limited budgets
- Meet timelines with immediately available equipment
- Fully warrantied and licensed
- Sustainable solution

[Visit Cisco.com](#)

Cisco Sellers

- Overcome budget constraints
- Offer a complete Cisco solution
- Drive recurring revenue
- Cross-sell and upsell
- Shorten refresh cycles

[Learn more on SalesConnect](#)

- Game-changing prices
- Reduce discounts
- All sales retire quota
- Shorter lead times with faster availability
- Go green for sustainability initiatives

[Learn more on SalesConnect](#)

Partners

- Beat the competition
- Trigger repeat orders
- Close larger, more profitable deals quickly
- Get paid faster
- Bundle solutions (Cisco and non-Cisco)

[Learn more on SalesConnect](#)

- Increase profitability with upfront margins and backend rebates
- Compete with the secondary market
- Meet sustainability requirements
- Fulfill immediate delivery orders

[Learn more on SalesConnect](#)



In-depth offer descriptions

Offer 1

Secure Remote Work – Flexible (Multi-EA Enrollment + Hardware)

Offer Overview

- Designed for any customer looking for flexibility, the Security Choice, Collaboration Flex, and DNA enrollments provide customers all the perks and customizability options they need, including:
 - Expandable EA enrollments
 - Co-termining
 - Multi-suite discounts (DNA and Sec Choice)
 - Fixed growth, growth allowance, and True Forward payment options
 - License flexibility and cost savings

[Contact your SW specialist](#)

[How to Order HW in CCW](#)

→ Who is this for?

- Customers buying enterprise-wide software who want the utmost flexibility to
- expand to other enrollments
- Customers looking for predictable pricing with built-in options for future growth

→ What's the offer?

- A 3- or 5-year software enrollment with Security Choice, Flex 3.0 EA and DNA
- Global availability
- Purchased separately, there are DNA hardware bundle with an automatic discount

Note: This offer requires a contract value of at least \$100 K for Security Choice and DNA, and at least 250 knowledge workers for Flex 3.0 EA.

→ Customer benefit

- Industry gold standard in secure remote workforce solutions
- Flexibility to mix and match products to fit the needs of their business
- Priced to scale predictably and sustainably as their business grows

→ Your benefit

- The average annualized EA yields 2x that of annual à la carte purchases.
- Customers spend more in total (including hardware and services) after EA enrollment.
- EA deals have longer commitments and higher renewal rates.
- For Cisco sellers, these sales qualify for multi-EA sales performance incentive funds (SPIFs).
- For Cisco partners, these sales include standard EA discounts.



Offer 2

Secure Remote Work- Core

(single-SKU EA Enrollment)

Offer Overview

The new SRW Enrollment, offers E3 customers a competitively priced alternative to E5 with Cisco's best in breed collaboration and security solutions:

- Simple per user, per month price
- Single EA agreement terms
- Annual True Forward

• Collaboration:

Webex® Meetings, Calling, Webex Teams™
Option to select a mix of cloud or on-premises calling at no additional cost; option to select flat-rate audio and committed or uncommitted audio for an additional cost

• Security:

Umbrella DNS Security Advantage
Secure Access by Duo
Secure Endpoint Advantage [AMP4E]
Secure Email Cloud Gateway [CES]

→ Who is this for?

- **Ideal for price-sensitive Microsoft Office E3 customers** who want to add best-of-breed security and collaboration solutions that seamlessly integrate with their current E3 products
- Customers who want competitive price points and prefer simplicity over flexibility in their product selection

→ What's the offer?

- Includes a fixed set of Security and Collaboration software products, priced per user, per month
Global availability
- **Note:** Key security technologies such as AnyConnect and Secure Access Duo Beyond are not included in this offer since the target customers have these in their E3 solution set.

*This offer requires a minimum of 250 users and an enterprise-wide, 3- or 5-year contract with autorenewal.

→ Customer benefit

- Best-of-breed collaboration and security solution at competitive price point
- Predictable per-user pricing
- Compelling addition to Microsoft Office E3, without customers having to pay to upgrade to E5

→ Your benefit

- Disrupt the Microsoft EA upgrade cycle and enter C-suite discussions.
- Improve win rates against Microsoft Office E3-to-E5 upgrades.
- For Cisco sellers, these sales qualify for multi-EA SPIFs and put money in your pocket with the RSW kicker.
- For Cisco partners, this offer gives you higher partner profitability than Microsoft does, Value Incentive Program (VIP) partner incentives and Lifecycle Incentives (if eligible), a single SKU for easy ordering through Cisco Commerce Workspace (CCW), and a competitive alternative to a Microsoft Office E5 upgrade.

Offer 3

Cisco Designed Secure Remote Work Bundle (Small and midsize bundle)

Offer Overview

Custom curated for small- and medium-sized businesses, this offer includes:

- Discounted pricing
- Flexible security choices from best-of-breed solutions
- Flexibility to select different user volumes for each product

[How to order for partners](#)

[How to order for sellers and distributors](#)

[Watch CCW Ordering Demo](#)

→ Who is this for?

- Customers Designed for small and medium-sized businesses that have simple requirements but are looking for flexibility in their security options

→ What's the offer?

- Bundle core collaboration products with select security products at a discounted price for small and midsize businesses for 25 to 250 users
- Available globally

→ Customer benefit

- Enterprise-grade capabilities at a small-business friendly price.
- Simplicity in the solution – a single offer priced per user per month that combines everything a business needs to work from home.
- A pick-and-choose menu of best-of-breed security solutions

→ Your benefit

- Simple offer to support small and medium-sized customers
- Flexibility to select different user volumes for each product and remove products to support for brownfield customers
- Autodiscounts for Cisco partners





Bringing the secure remote workforce online

A secure remote workforce is no longer a nice-to-have. It's a must-have for companies to stay afloat in a constantly shifting sea of business and technology. With these three offers, you can breathe new life into businesses of any size, at any price point. It's a big offering that the world needs now, more than ever.

[Learn how to order these offers on SalesConnect](#)
[For Cisco Sellers >](#)
[For Cisco Partners >](#)

Appendix

Important offer definitions

- **Enterprise Agreement (EA):** Buying program under which Cisco customers receive enterprisewide entitlement to predefined software suites. In return for their multiyear commitment to the Cisco Enterprise Agreement, customers receive access to Enterprise Agreement enrollments that deliver unique value through a combination of anytime software access from a single platform, fixed pricing, predictable True Forward (TF) payment dates, consistent services, entitlement management tools, and more.
- **Fixed bundle:** A structure in which the minor-line Product IDs (PIDs) or SKUs are preselected and unable to be edited.
- **Configurable bundle:** A structure in which the minor-line PIDs are selectable.

- **Major-line bundle:** Collection of Assemble to Order (ATO) and standalone PIDs. (An ATO is a collection of two or more products in which there is a top-level or parent PID and one or more minor-line PIDs underneath. Also referred to as a bundle.)
- **Promotion incentives:** Short-term, portfolio-specific discounts designed to meet short-term market needs, help increase profitability, and win competitive deals.
- **True Forward:** Periodic billing adjustment process to account for the overconsumption of products and services in excess of customer's entitlements, including any applicable growth allowance. Unlike a true up, which charges the customer for overconsumption during the current billing cycle, the True Forward program charges the customer prospectively for future billing cycles during the remainder of the term.

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