



# Cisco ONE Enterprise Cloud Suite

## Ordering Guide for the NEW Cisco ONE ECS Packages

Peter Alexander

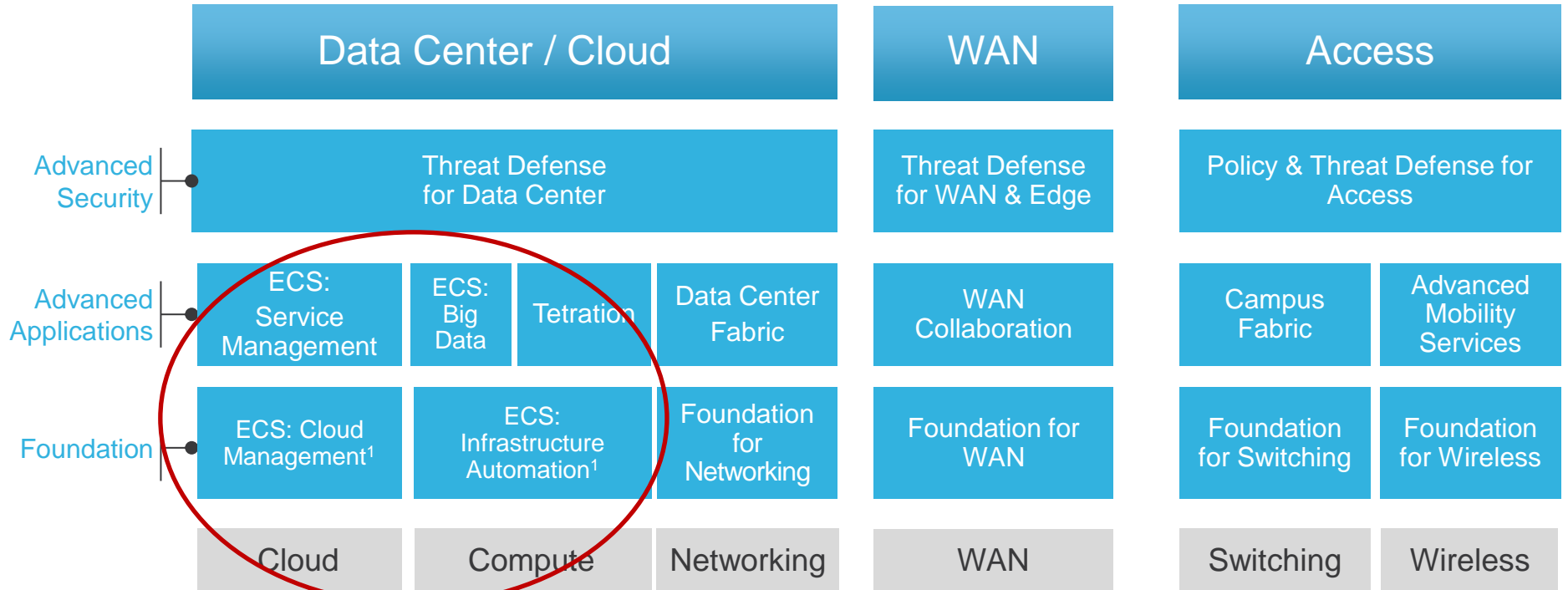
BDM - Data Center Solutions

November 2016 version 2.1

# Cisco ONE DC Compute – Key Changes

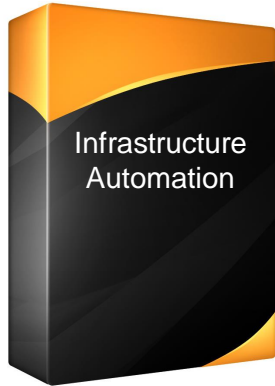
- Four new, independent Enterprise Cloud Suite packages - each designed to meet a specific set of use cases within an Enterprise
- Subscription only pricing (ELA eligibility coming soon)
- No need to purchase any one package before buying another – all can be sold independently!
- “Foundation for Compute” and “ECS” perpetual offers will be EoS (Announcement coming in November 2016)
- High-level ECS portfolio changes:
  - Only full-featured versions of UCS Director and UCS Performance Manager offered
  - Process Orchestrator and IMC Supervisor have been added to the portfolio
  - ICFB and Energy Management have been removed from the portfolio

# Cisco ONE Software



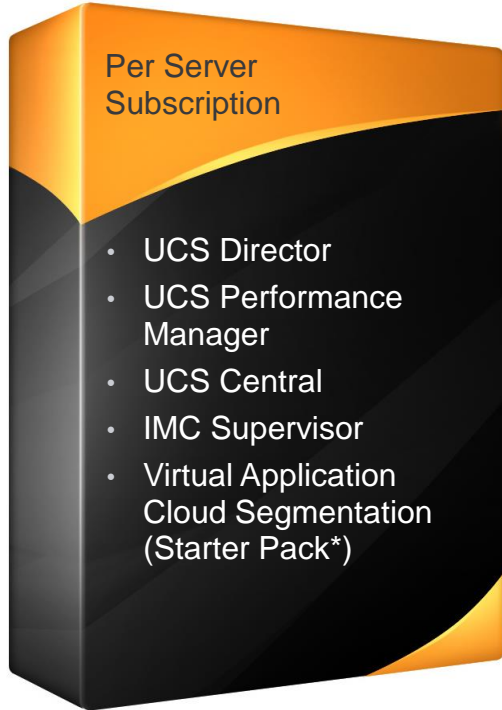
<sup>1</sup>Available together as **“Foundation for Cloud”**

# New Cisco ONE Enterprise Cloud Suite Offers!



All ECS Packages can be purchased independently or together

# Infrastructure Automation



**Selling Motion: Sell with new UCS and to existing UCS**

## Use Cases & Outcomes

### Use Cases:

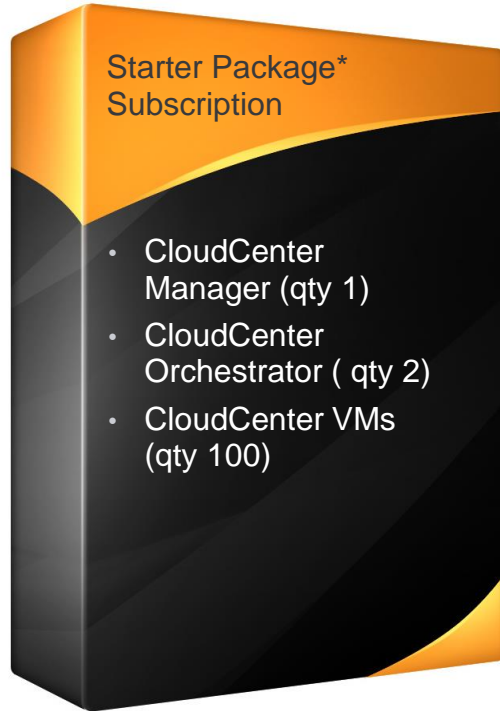
- Self-service consumption of data center infrastructure (compute, network, storage & virtualization)
- Multi-vendor automation & orchestration
- Performance monitoring & capacity planning
- Unified management of UCS Domains
- Secure, repeatable application deployment with micro-segmentation

### Business Outcomes:

- Greater data center productivity
- Simplifies and standardizes data center processes
- Support business acceleration
- Maintains IT control

\* Starter Pack allows up to three application containers per license purchased

# Cloud Management



## Selling Motion: Cloud and Application Delivery

## Use Cases & Outcomes

### Use Cases:

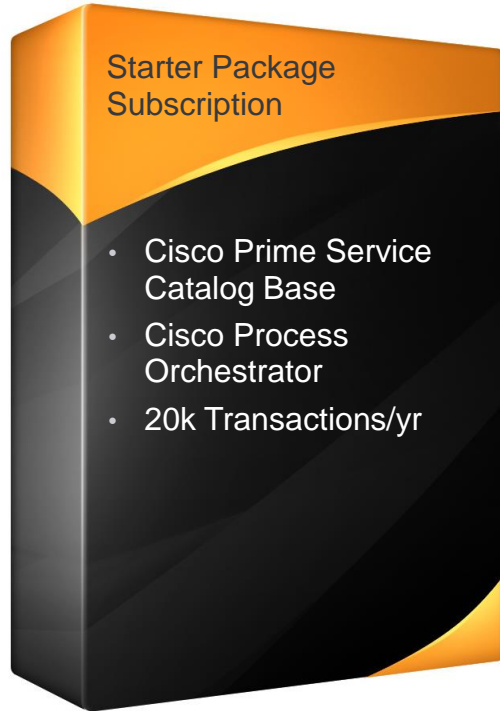
- Deploy and manage applications across data center, private and public cloud environments
- Single application profiles integrate into DevOps and CI/CD solutions
- Migrate and redeploy workloads to any cloud with ongoing management

### Business Outcomes:

- Capacity Augmentation by optimizing utilization of DC, private cloud and public
- Up to 60% faster application deployment across environments
- Real-time benchmark capabilities ensure cost-effective workload placement

- \* Not Sold Per Server
- Additional Managers, Orchestrators and VMs can be ordered using a C1 "spare" PID
- Support provided is Solution Support

# Service Management



**Selling Motion: Business & Data Center service delivery; Cloud & Application delivery**

## Use Cases & Outcomes

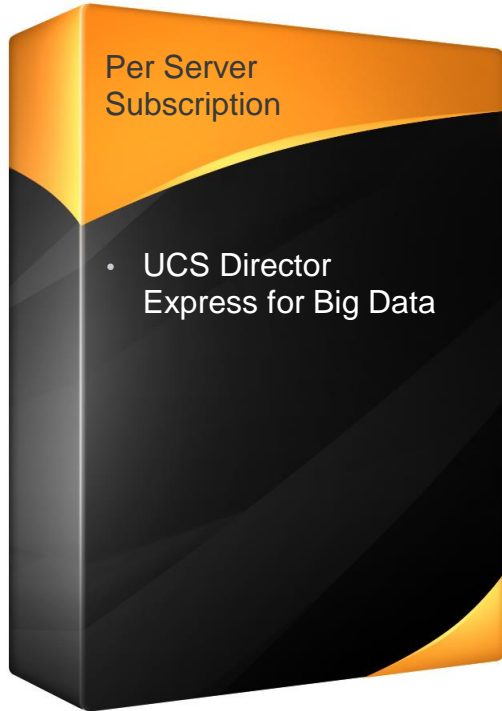
### Use Cases:

- Unified self-service Catalog and Configuration Management for Cloud, Application and Infrastructure services
- Out of the box integration with Cisco UCSD, Cloud Center, and Process Orchestrator
- Auto Import of automation tasks, workflows, application profiles and publish them into the unified catalog
- Solution can be extended to Workplace services and Business Process automation

### Business Outcomes:

- Consolidate multiple portals into one portal
  - Automate integration with backend systems
  - Deliver unified digital experience to LoB, DevOps, and ITOps user segments
- Sold per transaction - a transaction is a PSC service request or PO workflow execution
  - This package includes PSC base features and full PO features including all PO adapters
  - Additional Service Management features and transaction capacity can be added to Service Management Base

# Big Data Automation



**Selling Motion: Include in UCS Big Data opportunities**

## Use Cases & Outcomes

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### Use Cases:

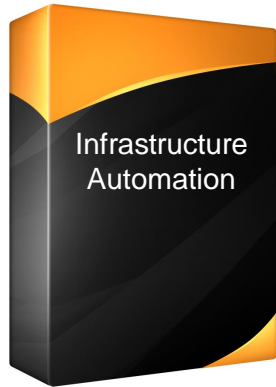
- Single touch deployment of Hadoop clusters on UCS architecture
- Integrate with major distributions: Cloudera, MAPR, HortonWorks, and Splunk Enterprise
- Comprehensive Diagnostics for infrastructure and Hadoop configurations
- Customization via northbound API to integrate with 3<sup>rd</sup> party solutions

### Business Outcomes:

- Consistent Hadoop configurations
- Reduces data center complexity through centralized management of Big Data hardware and software



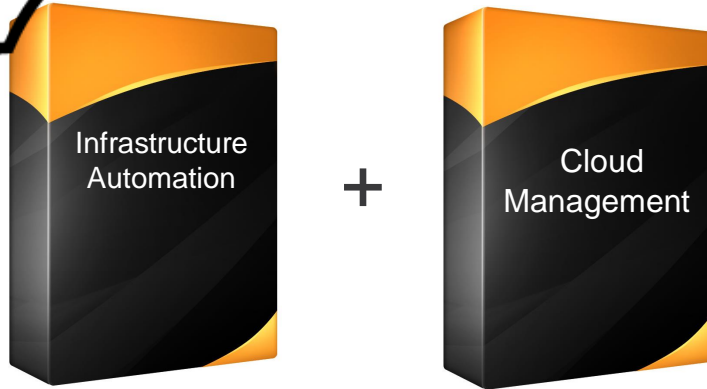
# Choose the ECS Offer that customer needs now



All ECS Packages can be purchased independently or together

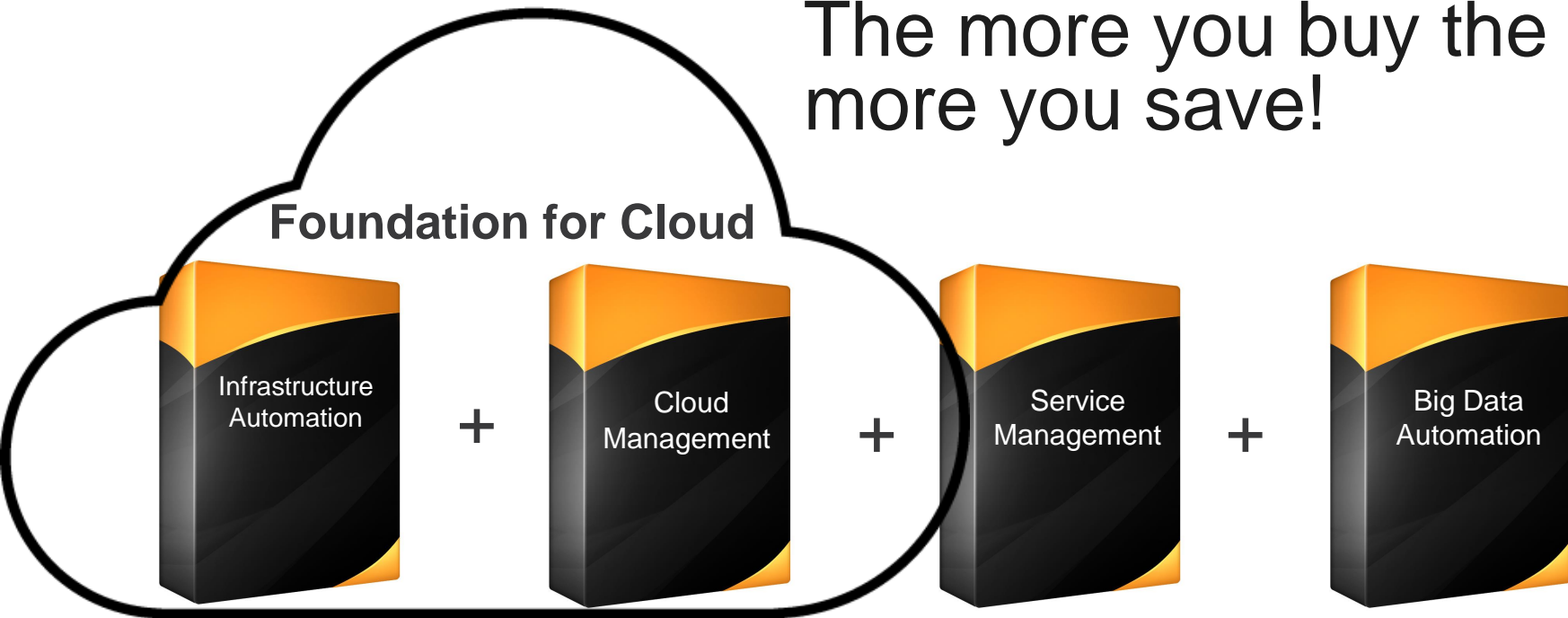
Or choose to buy in combination and save!

Foundation for Cloud



Save more when you combine ECS - Infrastructure Automation with ECS - Cloud Management – This combination is called “Foundation for Cloud”

# The more you buy the more you save!



Combine “Foundation for Cloud” with other ECS Packages and save

# Pricing and Ordering

# Cisco ONE ECS Packages

## Pricing and Ordering – Key Points

- All four ECS Packages are available as a subscription model only
  - Durations are one, three and five years
  - Up front payments regardless of duration\*
  - Subscription pricing includes support. No separate support purchase required
- Cisco Market Pricing/Discounting applies
  - 20% Market discount + 10% promotional discount = 30% Partner discount
  - Add 10% for OIP
  - 5% built-in discount for purchasing ECS Cloud Management and ECS Infrastructure Automation together in the same order. **Must configure using C1-ECS-M and order both packages together** to receive this discount which is automatically applied during configuration.
  - DSA required for 10% Promotional Discount and anything above standard discounts listed above
    - \* Cisco Capital may be used to finance for any duration

# ECS - Infrastructure Automation List Pricing – Per physical server\*

\* ECS Infrastructure Automation includes UCS Director\*\*, UCS Performance Manager, UCS Central, IMC Supervisor and VACS starter pack

Per Server Pricing	1yr Subscription	3yr Subscription	5yr Subscription
1-9 Licenses	\$2,299	\$5,895 (\$1,965 per yr)	\$9,265 (\$1,853 per yr)
10-49 Licenses	\$1,915	\$4,911 (\$1,637 per yr)	\$7,720 (\$1,544 per yr)
50-99 Licenses	\$1,850	\$4,743 (\$1,581 per yr)	\$7,460 (\$1,492 per yr)
100 + Licenses	\$1,808	\$4,635 (\$1,545 per yr)	\$7,290 (\$1,458 per yr)

\*\* A UCS Director Base license is required unless customer has previously purchased. An IMC Supervisor Installation license is required for IMC Supervisor instance

# ECS – Cloud Management List Pricing per Starter Package\*

\* Starter Package consists of (1) CloudCenter Manager, (2) CloudCenter Orchestrators and (100) CloudCenter VM licenses – Includes Solution Support level of TS

Flat Fee	1yr Subscription	3yr Subscription	5yr Subscription
Starter Package	\$110,000	\$297,000 (\$99,000 per yr)	\$440,000 (\$88,000 per yr)
Manager (spare)	\$84,000	\$226,000 (\$75,333 per yr)	\$336,000 (\$67,200 per yr)
Orchestrator (spare)	\$28,000	\$75,600 (\$25,200 per yr)	\$112,000 (\$22,400 per yr)
VM (spare) example...500 (Available quantities: 100, 250, 500, 1,000, 2,500, 5,000, 10,000)	\$101,000	\$272,700 (\$90,900 per yr)	\$404,000 (\$80,800 per yr)

Note: The ECS Cloud Management package at list price is 34% lower than the same offer purchased a-la-carte.

# ECS - Service Management List Pricing per Starter Pack\*

- **Starter Pack consists of Cisco Prime Service Catalog Base and Cisco Process Orchestrator for 20,000 Transactions – see slides 7 & 62 for further explanation of what is included**

Flat Fee	1yr Subscription	3yr Subscription	5yr Subscription
Service Management Base	\$35,100	\$90,000 (\$30,000 per yr)	\$141,000 (\$28,200 per yr)
Service Management Workplace (spare)**	\$58,500	\$150,000 (\$50,000 per yr)	\$235,000 (\$47,000 per yr)
100,000 Transactions per year (spare) (Available quantities: 100k, 200k, 500k and 1 million txns)	\$81,900	\$210,000 (\$70,000 per yr)	\$329,000 (\$65,800 per yr)

\*Transactions are measured based on the aggregation of the number of requisitions being submitted through PSC and the number of high level activities being processed in PO (PSC+PO=total)

\*\* Service Management Base is a prerequisite for Service Management Workplace



# ECS - Big Data Automation

## List Pricing per physical server

Per Server Pricing	1yr Subscription	3yr Subscription	5yr Subscription
Per Server (no volumes tiers) UCS Director Express for Big Data**	\$315	\$810 (\$270 per yr)	\$1,270 (\$254 per yr)

Note: ECS Big Data Automation is 47% lower list price compared to UCSD Express for Big Data a-la-carte and an even better value with the multi-year price

\*\* A UCS Director Base license is required unless customer has previously purchased

# Example #1 ECS–Infrastructure Automation & ECS–Cloud Management

Customer purchases 3 Year Subscription – 30 licenses of ECS-IA and one starter bundle for ECS-Cloud Management)

Example - Three year subscription	ECS – Infrastructure Automation (30 licenses)	ECS – Cloud Management	Total
3yr Subscription List Price	\$147,330	\$297,000	\$444,330
Standard + Promo Discount total 30%	\$(44,199)	\$(89,100)	\$(133,299)
Bundle Discount of 5%	\$(7,367)	\$(14,850)	\$(22,217)
<b>Price after discounts</b>	<b>\$95,764</b>	<b>\$193,050</b>	<b>\$288,814</b>

Note: Bundle discount of 5% applied when purchasing ECS-IA and ECS-Cloud Management on the same order.

Must use specified **C1-ECS-M** configuration to activate the 5% discount which is calculated and reflected in the configuration.



## Example #2 ECS-Infrastructure Automation & ECS-Big Data

Customer purchases 3 Year Subscription – 30 licenses of ECS-IA and 30 licenses of ECS-Big Data

Example - Three year subscription	ECS – Infrastructure Automation (30 licenses)	ECS – Big Data Automation (30 licenses)	Total
3yr Subscription List Price	\$147,330	\$24,120	\$171,270
Standard + Promo Discount total 30%	\$(44,199)	\$(7,236)	\$(51,435)
<b>Price after discount</b>	<b>\$103,131</b>	<b>\$16,884</b>	<b>\$119,835</b>

Note: No bundle discount applies in this scenario – Must have at least ECS-Infrastructure Automation & ECS-Cloud Management to qualify for 5% bundle discount.

# Cisco ONE ECS Packages - Ordering

## Quick steps to order the ECS Infrastructure Automation package:

- Enter [C1-ECS-IAAS](#) in CCW
- Select [Edit Options](#)
- Select [C1F2TECSK9](#) and enter the desired quantity
  - Tiered pricing will auto populate
- Select the subscription duration – the default is 36 months
  - **Only 12, 36 or 60 may be entered for first time purchases**
  - **Other durations available for add-on orders and must be associated with the original contract**
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select done to continue
- When ordering C1-ECS-IAAS for the FIRST time, one UCS Director Base license will be required – to do this, order [CUIC-BASE-K9=](#) (For IMC Supervisor implementations, you will need to purchase [CIMC-SUP-BASE-K9=](#) separately as well)

# Cisco ONE ECS Packages - Ordering

## Quick steps to order the ECS Cloud Management Package: (Contains CloudCenter starter bundle)

- Enter [C1-ECS-CMGT](#) in CCW
- Select [Edit Options](#)
- Select [C1A2TECSCMGTK9](#) and enter quantity 1 for the Starter Package
- Select the subscription duration – the default is 36 months
  - Only 12, 36 or 60 may be entered for first time purchases
  - Other durations available for add-on orders and must be associated with the original contract
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select done to continue
- C1 “spares” are available for ordering additional Managers, Orchestrators and VMs you can see details on slide 48

# Cisco ONE ECS Packages - Ordering

## Quick steps to order the ECS - Service Management Package:

- Read the [ECS – Service Management Ordering Guide](#) first
- Enter [C1-ECS-ITSM](#) in the CCW and select [Add](#)
- Select [Edit Options](#)
- Choose [C1A2TECSITSMK9](#) and enter quantity “1” for the Service Management Base package
- Choose the subscription term SKU – the default is 36 months - [C1A2-3Y-ECSITSM](#)
  - **Only 12, 36 or 60 may be entered for first time purchases**
  - **Other durations available for add-on orders and must be associated with the original contract**
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select [Done](#) to continue
- Additional C1 Options are available to add to the Service Management Workplace package and/or additional Service Management Workload transaction capacity

# Cisco ONE ECS Packages - Ordering

## Quick steps to order the ECS Big Data Automation package:

- Select [C1-ECS-BIGDATA](#) in CCW
- Select [Edit Options](#)
- Select [C1A2TECSBDAK9](#) and enter the desired quantity
  - There is no tiered pricing for quantity
- Select the subscription duration – the default is 36 months
  - **Only 12, 36 or 60 may be entered for first time purchases**
  - **Other durations available for add-on orders and must be associated with the original contract**
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select done to continue
- When ordering C1-ECS-BIGDATA for the FIRST time, one UCS Director Base license will be required – to do this, order [CUIC-BASE-K9=](#)

# Cisco ONE ECS Packages - Ordering

## Quick steps to order multiple ECS packages:

Order using this process to receive 5% additional discount when combining C1-ECS-Infrastructure Automation and C1-ECS–Cloud Management together in the same order.

- Select **C1-ECS-M** in CCW
- Click on **Select Options** to configure
- **Select Options** for **C1-ECS-IAAS** to configure
  - Select **C1F2TECSK9** and enter server quantity desired (must be at least 8), select subscription duration (12, 36 or 60) and then click **Done**
  - Note the warning to purchase UCS Director Base license – click done

...continued on next slide



# Cisco ONE ECS Packages - Ordering

## Quick steps to order multiple ECS packages (cont):

- [Select Options](#) for [C1-ECS-CMGT](#) to configure
  - Select [C1A2TECSCMGTK9](#) and enter quantity 1, select subscription duration (12, 36 or 60 to match ECS-IAAS duration) and then click [Done](#)
  - Choose add-on CloudCenter spares as needed
  - Note the Compliance Hold warning message
- Select [Done](#) to complete configuration or continue to add more ECS Packages
- Click on the [Advanced Application](#) link in the [Available Components](#) box
- Select [C1-ECS-ITSM](#) and/or [C1-ECS-BIGDATA](#) from the menu by clicking on the “+”
- Follow the instructions on slides 22 and 23 to configure each
- Be sure all subscription durations match

# Cisco ONE ECS Packages - Ordering

## Where do I find:

- C1-ECS-Infrastructure Automation Slide 27
- UCS Director Base ordering Slide 35
- C1-ECS-Cloud Management Slide 40
- C1-ECS-Cloud Management spares Slide 48
- C1-ECS-Service Management Slide 55
- C1-ECS-Service Management spares Slide 62
- C1-ECS-Big Data Automation Slide 67
- C1-ECS-Combination Configuration Slide 75
- DRP Exception Process Slide 87
- C1 AS Service Offers Slide 97

# Ordering C1–ECS–Infrastructure Automation

# Cisco ONE ECS Packages - Ordering

## Quick steps to order the ECS Infrastructure Automation package:

- Enter [C1-ECS-IAAS](#) in CCW
- Select [Edit Options](#)
- Select [C1F2TECSK9](#) and enter the desired quantity
  - Tiered pricing will auto populate
- Select the subscription duration – the default is 36 months
  - **Only 12, 36 or 60 may be entered for first time purchases**
  - **Other durations available for add-on orders and must be associated with the original contract**
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select done to continue
- When ordering C1-ECS-IAAS for the FIRST time, one UCS Director Base license will be required – to do this, order [CUIC-BASE-K9=](#) (For IMC Supervisor implementations, you will need to purchase [CIMC-SUP-BASE-K9=](#) separately as well)

# Cisco ONE ECS Packages - Ordering

Enter **C1-ECS-IAAS** in CCW and select **Add**

The screenshot displays the Cisco Commerce Estimates web interface. At the top left is the Cisco Commerce Estimates logo. A search bar contains the text "Search All...". The user's name "Peter Alexander" is visible in the top right corner. Below the search bar is a navigation menu with tabs for "Catalog", "Estimates" (which is highlighted in blue), "Deals & Quotes", "Orders", "Services & Subscriptions", and "Software".

On the left side, there is a "want to ..." section with several options: "View Estimate Information", "Link to Opportunity", "Set Install/Service Location", and "Combined Service Calculator".

The main content area shows details for an estimate. At the top of this section are action buttons: "Export", "Email", "Share", "Clone", "Delete", "Add Tag", and "Continue Shopping". The estimate details include:

- ESTIMATE NAME: Estimate\_YS59290168ZA (YS59290168ZA) [edit icon]
- Global Price List in US Dollars (USD)
- ESTIMATE ID: YS59290168ZA
- CREATED BY: Peter Alexander
- CREATED ON: 12-Oct-2016

Below the details is a section titled "Set preferences for this estimate" with a dropdown arrow. Underneath is a table with one row:


C1-ECS-IAAS	1	<b>Add</b>	<a href="#">Find Products &amp; Solutions</a>	<a href="#">Actions</a> ▾
-------------	---	------------	---	---------------------------

Below the table is a header for a list view with columns: "SKU / Program ID", "Description", "Product Family", and "List Price (USD)".

Two red arrows point to the "C1-ECS-IAAS" text in the table and the "Add" button, indicating the action to be taken.

# Cisco ONE ECS Packages - Ordering


Select [Edit Options](#)



ESTIMATE NAME Estimate\_XX59299209RX (XX59299209RX)  Global Price List in US Dollars (USD)


ESTIMATE ID XX59299209RX      CREATED BY Peter Alexander      CREATED ON 13-Oct-2016


[Set preferences for this estimate](#) ▾

[Find Products & Solutions](#) | [Actions](#) ▾



<input type="checkbox"/>		Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>		1.0 C1-ECS-IAAS <a href="#">more</a> ⓘ C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS	Not Applicable	0.00	<input type="text" value="1"/>	0.00	<input type="text" value="0.00"/>	0.00

 Invalid as of 13-Oct-2016 09:47:38 PDT

 [Edit Options](#) | [Edit Service/Subscription](#) | [Validate](#) | [Add Note](#) | [More Actions](#) ▾ [Add Subtotal](#)

# Cisco ONE ECS Packages - Ordering

Select **C1F2TECSK9** and enter quantity – note that the default duration is 36 months. Select **Done** to finish configuration. NOTE: If you wish to **CHANGE** the subscription duration, you must use the **Subscription Duration Preference** option

Change duration here

➔ Subscription Duration Preference

The screenshot displays the Cisco ONE ECS ordering interface. On the left, a 'Configuration Summary' table lists items and their prices. The main area shows the 'Option Search' results for 'C1F2TECSK9' with a quantity of 32. Below this, the 'C1 Term and Content' section includes a 'Duration' table with three options: 12 months (1,915.00), 36 months (4,911.00), and 60 months (7,720.00). Red arrows point to the 'Done' button, the 'Subscription Duration Preference' link, the 'C1F2TECSK9' option, and the '36' month duration selection.

Category	Qty	Unit List Price (USD)
<b>Cisco ONE Enterprise Cloud Suite</b>		
C1F2TECSK9	32	0.00
C1F2-3Y-ECS10 36 Mth(s)		4,911.00
<b>Cisco ONE Expansions</b>		
C1-UCS-MDMGR-T	32	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-CIMC-SUP-A001	32	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-1Y-UCD-1-K9	32	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>4,911.00</b>
<b>Estimated Lead Time</b>		<b>21 days</b>

SKU	Qty	Lead Time	Unit List Price (USD)
<input checked="" type="checkbox"/> C1F2TECSK9 <b>NPH</b>	32	NPH	0.00

Duration	Unit List Price (USD)
<input type="radio"/> C1F2-1Y-ECS10 12 Month(s) Range 1 to 35	1,915.00
<input checked="" type="radio"/> C1F2-3Y-ECS10 36 Month(s) Range 36 to 59	4,911.00
<input type="radio"/> C1F2-5Y-ECS10 60 Month(s) Range 60 to 60	7,720.00

Do not change duration here

# Cisco ONE ECS Packages - Ordering

To change length of subscription, click the “+” next to **Subscription Duration Preference**, choose duration and **Apply**, then click **Done**

Subscription Duration Preference

Duration: 36 Month(s) **Apply**

Range 1 to 61

**Configuration Summary** View Full Summary

Category	Qty	Unit List Price (USD)
<b>Cisco ONE Enterprise Cloud Suite</b>		
C1F2TECSK9	32	0.00
C1F2-3Y-ECS10 36 Mth(s)		4,911.00
<b>Cisco ONE Expansions</b>		
C1-UCS-MDMGR-T	32	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-CIMC-SUP-A001	32	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-1Y-UCD-1-K9	32	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>4,911.00</b>
<b>Estimated Lead Time</b>		<b>21 days</b>

Reset Configuration Cancel **Done**

**Option Search** Multiple Options Search

C1-ECS-IAAS > Cisco ONE Enterprise Cloud Suite Key

**Cisco ONE Enterprise Cloud Suite**

SKU	Qty	Lead Time	Unit List Price (USD)
<input checked="" type="checkbox"/> C1F2TECSK9 NPH	32	NPH	0.00
Cisco ONE Enterprise Cloud Suite and IaaS			

**C1 Term and Content** View Quantity-Based Pricing

Note: Subscriptions SKUs may be updated when license quantity is changed.

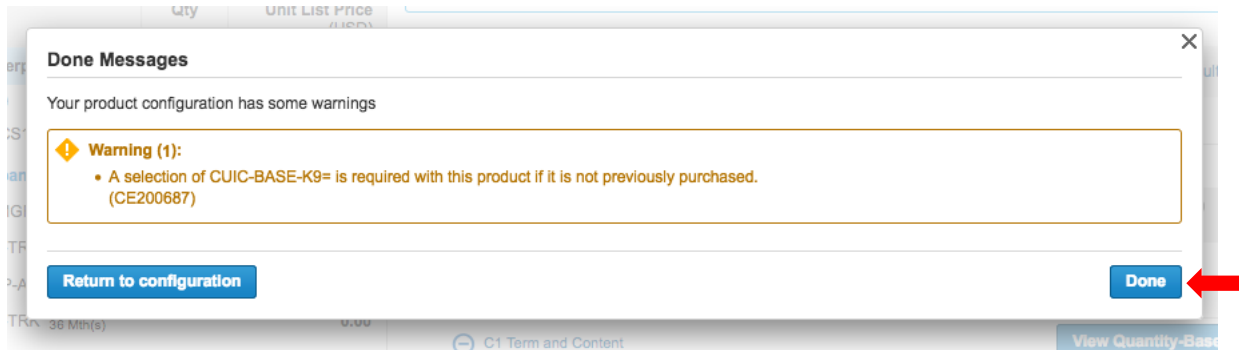
Duration	Unit List Price (USD)
<input type="radio"/> C1F2-1Y-ECS10 12 Month(s) Range 1 to 35	1,915.00
<input checked="" type="radio"/> C1F2-3Y-ECS10 36 Month(s) Range 36 to 59	4,911.00
<input type="radio"/> C1F2-5Y-ECS10 60 Month(s) Range 60 to 60	7,720.00

**Do not change duration here**



# Cisco ONE ECS Packages - Ordering

You will be prompted to order the UCS Director Base license if the customer has not previously purchased it. The UCS Director Base license is required for [C1-ECS-Infrastructure Automation](#) Click **Done** to continue and see slide 35 to order [CUIC-BASE-K9=](#)



# Cisco ONE ECS Packages - Ordering

You are done with your configuration of 32 licenses [C1-ECS-Infrastructure Automation](#)  
Click the “+” to expand the configuration and view the details

Export | Email | Share | Clone | Delete | Add Tag | Continue Shopping


ESTIMATE NAME Estimate\_YS59290168ZA (YS59290168ZA) [✎](#) Global Price List in US Dollars (USD)

ESTIMATE ID YS59290168ZA CREATED BY Peter Alexander CREATED ON 12-Oct-2016

Set preferences for this estimate ▾

Search by Sku , Program ID , Description and Product Family 1 Add Find Products & Solutions Actions ▾

Remove Selected Lines Validate Apply Discount

<input type="checkbox"/>	Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
	1.0 <b>C1-ECS-IAAS</b> <small>SA</small> <a href="#">more ⓘ</a> C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS Valid as of 12-Oct-2016 07:19:48 PDT <a href="#">Edit Options</a>   <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions ▾</a>	Not Applicable	157,152.00	1	157,152.00	0.00	157,152.00

Add Subtotal

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**Estimate Total** All Prices Shown in USD

Average Product Discount	0.00%	<b>Product Total</b>	<b>0.00</b>
Average Service Discount	0.00%	<b>Service Total</b>	<b>0.00</b>
Average Subscription Discount	0.00%	<b>Subscription Total</b>	<b>157,152.00</b>
<b>Total Price</b>			<b>157,152.00</b>

# Cisco ONE ECS Packages - Ordering



To order **CUIC-BASE-K9=** enter in CCW and select **Add**

Export | Email | Share | Clone | Delete | Add tag | Continue Shopping

**ESTIMATE NAME** Estimate\_XX59299209RX (XX59299209RX) [✎](#) Global Price List in US Dollars (USD)

<b>ESTIMATE ID</b> XX59299209RX	<b>CREATED BY</b> Peter Alexander	<b>CREATED ON</b> 13-Oct-2016
------------------------------------	--------------------------------------	----------------------------------

[Set preferences for this estimate](#) ▾

CUIC-base-k9= 	1	<b>Add</b> 	<a href="#">Find Products &amp; Solutions</a>	<a href="#">Actions</a> ▾
SKU / Program ID	Description	Product Family	List Price (USD)	<b>Extended Net Price (USD)</b>  <b>157,152.00</b>
<b>CUIC-BASE-K9=</b>	Cisco UCS Director Software License	UCS Director License	1000	
CUIC-ICFB-K9=	Cisco UCS Director software license for ICF on ly	UCS Director License	0	
RE-BASE-SW-K9	Remote Expert Package	Remote Expert	0	
PCP-BASE-5.1-K9	Prime Cable Provisioning 5.1 Base License	Network Management	10000	

# Cisco ONE ECS Packages - Ordering

Be sure to match the duration for **CUIC-BASE-K9=**. If 12 months then do nothing, if more than 12 months then select **Edit Service/Subscription** (Note: this is a perpetual license!)


ESTIMATE NAME Estimate\_XX59299209RX (XX59299209RX) [✎](#) Global Price List in US Dollars (USD)

ESTIMATE ID XX59299209RX CREATED BY Peter Alexander CREATED ON 13-Oct-2016

[Set preferences for this estimate](#) ▾

1  [Find Products & Solutions](#) [Actions](#) ▾

<input type="checkbox"/>	<input type="checkbox"/>	Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	<input type="checkbox"/>	<b>1.0 C1-ECS-IAAS</b> <b>SA</b> <a href="#">more</a> ⓘ C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS Valid as of 13-Oct-2016 10:04:07 PDT <a href="#">Edit Options</a>   <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions</a> ▾	Not Applicable	157,152.00	<input type="text" value="1"/>	157,152.00	<input type="text" value="0.00"/>	157,152.00
<input type="checkbox"/>	<input type="checkbox"/>	<b>2.0 CUIC-BASE-K9=</b> <b>CP</b> <a href="#">more</a> ⓘ Cisco UCS Director Software License Valid as of 13-Oct-2016 10:05:31 PDT <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions</a> ▾	21 days	1,140.00	<input type="text" value="1"/>	1,140.00	<input type="text" value="0.00"/>	1,140.00



# Cisco ONE ECS Packages - Ordering

Select [Edit Services](#)

## ⊕ Service Preferences

### Service

Hardware, Software, and Services	Unit List Price	Quantity	Line Total
<b>CUIC-BASE-K9=</b> Cisco UCS Director Software License	\$ 1,000.00	1	\$ 1,000.00
<b>CON-SAU-CUICBASE</b> SW APP SUPP + UPGR Cisco UCS Director Base Software Duration: 12 Month(s)	\$140.00	1	\$ 140.00

 [Edit Services](#)

Remove All Services

Remove All Additional Services

Remove All Subscriptions

Product Price List: Global Price List <sup>1</sup>

# Cisco ONE ECS Packages - Ordering

Change the duration to 36 or 60 to match your [C1-ECS-IAAS](#) subscription duration and then select **Update** and then **Done**

SELECT SERVICES FOR

[Open a Case](#) | [Training](#) | [CCW Support Community](#) | [Cisco Feature Navigator](#)

**CUIC-BASE-K9=**

Technical Support Services

Brand ⓘ : CISCO BRANDED

Service	Duration
⊖ SOFTWARE SERVICES	
<input checked="" type="radio"/> Software Application Support With Upgrades (SAU)	12 Month(s) Range: 1 to 60
⊕ SOLUTION SUPPORT FOR SOFTWARE	

Affected Line Items

**Update** Clicking Update allows you to preview changes to pricing for all affected line items based on your service or duration choices.

Description	Service	SKU	Unit List Price
-------------	---------	-----	-----------------



Cancel

Done

# Cisco ONE ECS Packages - Ordering

Now you have a complete **C1-ECS-IAAS** configuration with UCSD Base license

ESTIMATE NAME Estimate\_XX59299209RX (XX59299209RX) [✎](#) Global Price List in US Dollars (USD)

ESTIMATE ID XX59299209RX CREATED BY Peter Alexander CREATED ON 13-Oct-2016

Set preferences for this estimate ▾

Search by Sku , Program ID , Description and Product Family 1  [Find Products & Solutions](#) [Actions ▾](#)

<input type="checkbox"/>	<input type="checkbox"/>	Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	<input type="checkbox"/>	<b>1.0 C1-ECS-IAAS</b> <small>more ⓘ</small> C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS Valid as of 13-Oct-2016 10:04:07 PDT <a href="#">Edit Options</a>   <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions ▾</a>	Not Applicable	157,152.00	<input type="text" value="1"/>	157,152.00	<input type="text" value="0.00"/>	157,152.00
<input type="checkbox"/>	<input type="checkbox"/>	<b>2.0 CUIK-BASE-K9= CP</b> <small>more ⓘ</small> Cisco UCS Director Software Licenses Valid as of 13-Oct-2016 10:07:01 PDT <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions ▾</a>	21 days	1,420.00	<input type="text" value="1"/>	1,420.00	<input type="text" value="0.00"/>	1,420.00

**Estimate Total** All Prices Shown in USD

Average Product Discount	0.00%	<b>Product Total</b>	<b>1,000.00</b>
Average Service Discount	0.00%	<b>Service Total</b>	<b>420.00</b>
Average Subscription Discount	0.00%	<b>Subscription Total</b>	<b>157,152.00</b>
		<b>Total Price</b>	<b>158,572.00</b>

# Ordering C1 – ECS – Cloud Management



# Cisco ONE ECS Packages - Ordering

## Steps to order the ECS Cloud Management Package: (Contains CloudCenter starter bundle)

- Enter [C1-ECS-CMGT](#) in CCW
- Select [Edit Options](#)
- Select [C1A2TECSCMGTK9](#) and enter quantity 1 for the Starter Package
- Select the subscription duration – the default is 36 months
  - Only 12, 36 or 60 may be entered for first time purchases
  - Other durations available for add-on orders and must be associated with the original contract
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select done to continue
- C1 “spares” are available for ordering additional Managers, Orchestrators and VMs you can see details on slide 48

# Cisco ONE ECS Packages - Ordering

Enter **C1-ECS-CMGT** in CCW and select **Add**

The screenshot displays the Cisco Commerce Estimates web interface. At the top left is the Cisco Commerce Estimates logo. A search bar contains the text "Search All...". The user's name "Peter Alexander" is visible in the top right corner. A navigation menu includes "Catalog", "Estimates" (highlighted in blue), "Deals & Quotes", "Orders", "Services & Subscriptions", and "Software".

On the left side, under "I want to ...", there are four options: "View Estimate Information", "Link to Opportunity", "Set Install/Service Location", and "Combined Service Calculator".

The main content area shows details for an estimate:

- ESTIMATE NAME: Estimate\_JY59275232IS (JY59275232IS) [edit icon]
- Global Price List in US Dollars (USD)
- ESTIMATE ID: JY59275232IS
- CREATED BY: Peter Alexander
- CREATED ON: 12-Oct-2016

Below the details is a section "Set preferences for this estimate" with a dropdown arrow.


At the bottom, there is a table with the following structure:

SKU / Program ID	Description	Product Family	List Price (USD)
C1-ECS-CMGT		1	

Two red arrows point to the "C1-ECS-CMGT" text in the first column and the "Add" button in the third column of the table. To the right of the table are links for "Find Products & Solutions" and "Actions".

# Cisco ONE ECS Packages - Ordering


Select [Edit Options](#)





**ESTIMATE NAME** Estimate\_JY59275232IS (JY59275232IS)  Global Price List in US Dollars (USD)

<b>ESTIMATE ID</b> JY59275232IS	<b>CREATED BY</b> Peter Alexander	<b>CREATED ON</b> 12-Oct-2016
------------------------------------	--------------------------------------	----------------------------------

[Set preferences for this estimate](#) ▾

[Find Products & Solutions](#) | [Actions](#) ▾



<input type="checkbox"/>		Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>		1.0 C1-ECS-CMGT <a href="#">more</a> ⓘ C1 Enterprise Cloud Suite - Cloud Management	Not Applicable	0.00	<input type="text" value="1"/>	0.00	<input type="text" value="0.00"/>	0.00
		 Invalid as of 12-Oct-2016 07:27:40 PDT						
		<a href="#">Edit Options</a>   <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions</a> ▾	<a href="#">Add Subtotal</a>					

# Cisco ONE ECS Packages - Ordering

Select **C1A2TECSCMGTK9** and enter quantity 1 – note that the default duration is 36 months.  
Select **Done** to finish configuration NOTE: If you wish to CHANGE the subscription duration,  
you must use the **Subscription Duration Preference** option

Change duration here

Subscription Duration Preference

**Configuration Summary** [View Full Summary](#)

Category	Qty	Unit List Price (USD)
<b>CCM</b>		
C1A2TECSCMGTK9	1	0.00
C1A2-3Y-ECSCMG T 36 Mth(s)		297,000.00
<b>CCM Addons</b>		
<b>Cisco ONE Expansions</b>		
C1-CCM-T	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
C1-CCO-T	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
C1-CCVM-100-T	1	0.00
<b>Subtotal</b>		297,000.00
<b>Estimated Lead Time</b>		2 days

[Reset Configuration](#) [Cancel](#) [Done](#)

**Option Search** [Multiple Options Search](#)

C1-ECS-CMGT > CCM [Key](#)

**CCM**

SKU	Qty	Lead Time	Unit List Price (USD)
<input checked="" type="checkbox"/> C1A2TECSCMGTK9 <small>NPH</small>	1	NPH	0.00
C1 Enterprise Cloud Suite - Cloud Management			
<b>SLP, 24x7Full Access</b>			
<b>Duration</b>			
<input type="radio"/> C1A2-1Y-ECSCMG T	12	Month(s)	110,000.00
	Range 1 to 35		
<input checked="" type="radio"/> C1A2-3Y-ECSCMG T	36	Month(s)	297,000.00
	Range 36 to 59		
<input type="radio"/> C1A2-5Y-ECSCMG T	60	Month(s)	440,000.00
	Range 60 to 60		

Do not change duration here

# Cisco ONE ECS Packages - Ordering

To change length of subscription, click the “+” next to **Subscription Duration Preference**, choose duration and **Apply**, then click **Done** (in this case we change the subscription duration to 12)

The screenshot shows the Cisco ONE ECS Ordering interface. At the top, there is a section titled "Subscription Duration Preference" with a dropdown arrow on the left. Below this, there is a "Duration" field set to "12" with a "Month(s)" label and an "Apply" button. A red arrow points to the "Apply" button. Below the "Duration" field, it says "Range 1 to 61".

Below the "Subscription Duration Preference" section, there is a "Configuration Summary" table. The table has columns for "Category", "Qty", and "Unit List Price (USD)". The table lists several items under "CCM", "CCM Addons", and "Cisco ONE Expansions". The "Subtotal" is 110,000.00 and the "Estimated Lead Time" is 2 days. There are "Reset Configuration", "Cancel", and "Done" buttons at the bottom of the summary table. A red arrow points to the "Done" button.

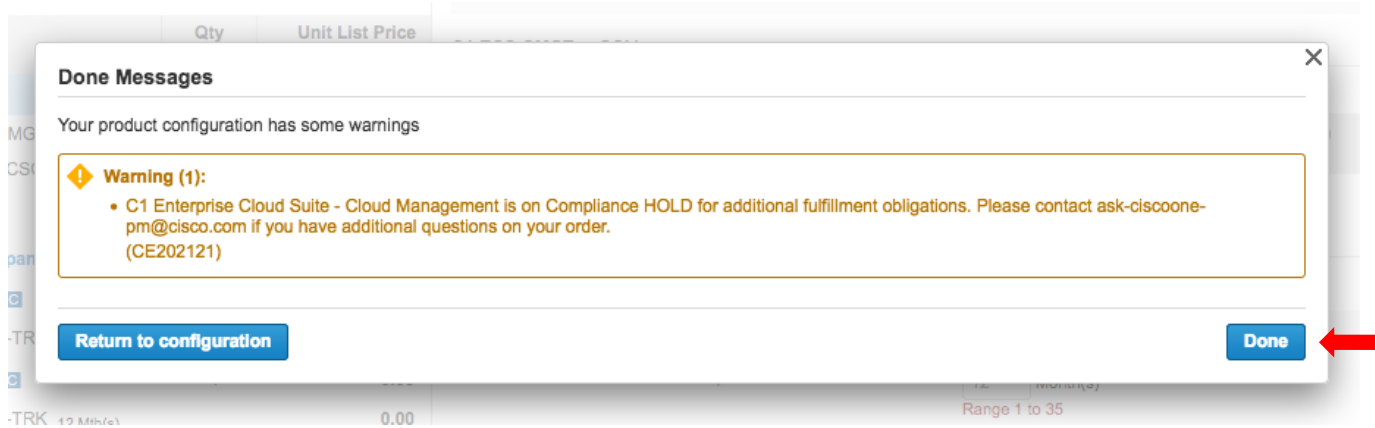
Below the "Configuration Summary" table, there is an "Option Search" section. It shows "C1-ECS-CMGT > CCM" and "Key v". Below this, there is a table with columns for "SKU", "Qty", "Lead Time", and "Unit List Price (USD)". The table lists "C1A2TECSCMGTK9" with a quantity of 1 and a lead time of NPH. Below this, there is a "SLP, 24x7Full Access" section with a "Duration" dropdown menu. The dropdown menu is open, showing three options: "12 Month(s)" (selected), "36 Month(s)", and "60 Month(s)". A red arrow points to the "12" option in the dropdown menu.

**Do not change duration here**

# Cisco ONE ECS Packages - Ordering

You will receive the following warning message for a **Compliance Hold** – Select **Done** to complete the configuration

Compliance hold is required at this time in order to fulfill the software order. This may be removed in the future.



# Cisco ONE ECS Packages - Ordering

You are done with your configuration of **C1-ECS-Cloud Management**  
Click the “+” to expand the configuration


Export Email Share Clone Delete Add tag Continue Shopping



**ESTIMATE NAME** Estimate\_JY59275232IS (JY59275232IS) [✎](#) Global Price List in US Dollars (USD)

**ESTIMATE ID** JY59275232IS **CREATED BY** Peter Alexander **CREATED ON** 12-Oct-2016

[Set preferences for this estimate](#) ▾

[Find Products & Solutions](#) [Actions](#) ▾




<input type="checkbox"/>		Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>		<b>1.0 C1-ECS-CMGT</b> <a href="#">more</a> ⓘ C1 Enterprise Cloud Suite - Cloud Management Valid as of 12-Oct-2016 07:29:19 PDT <a href="#">Edit Options</a>   <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions</a> ▾	Not Applicable	110,000.00	<input type="text" value="1"/>	110,000.00	<input type="text" value="0.00"/>	110,000.00

[Add Subtotal](#)

---

**Estimate Total** All Prices Shown in USD

Average Product Discount	0.00%	<b>Product Total</b>	<b>0.00</b>
Average Service Discount	0.00%	<b>Service Total</b>	<b>0.00</b>
Average Subscription Discount	0.00%	<b>Subscription Total</b>	<b>110,000.00</b>
<b>Total Price</b>			<b>110,000.00</b>



# Cisco ONE ECS Packages - Ordering

## Ordering spares for C1-ECS-Cloud Management

The C1-ECS-Cloud Management Starter Bundle includes CloudCenter Manager (qty 1), CloudCenter Orchestrators (qty 2) and CloudCenter VMs (qty 100).

In many cases, the customer may require more Orchestrators for additional clouds and more VM licenses. To accommodate this, Cisco One “spares” have been created and you can use these to add to the Starter Bundle or order these “spares” at a later date.



# Cisco ONE ECS Packages - Ordering

From the **C1-ECS-CMGT** configuration menu select **CCM Addons** from the **Configuration Summary** box on the left panel

⊕ Subscription Duration Preference

**Configuration Summary** View Full Summary

Category ⓘ	Qty	Unit List Price (USD)
<b>CCM</b>		
C1A2TECSCMGTK9	1	0.00
C1A2-3Y-ECSCMGT 36 Mth(s)		297,000.00
<b>CCM Addons</b>		
<b>Cisco ONE Expansions</b>		
C1-CCM-T <b>IC</b>	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
C1-CCO-T <b>IC</b>	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
C1-CCVM-100-T <b>IC</b>	1	0.00
<b>Subtotal</b>		<b>297,000.00</b>
<b>Estimated Lead Time</b>		<b>2 days</b>

Reset Configuration Cancel Done

ⓘ Cisco automatically added software subscriptions C1A2-3Y-ECSCMGT which may have associated costs  
ⓘ Cisco automatically added software subscriptions C1-3Y-SST-TRK which may have associated costs

⊕ Option Search ⓘ Multiple Options Search

C1-ECS-CMGT > CCM Key ▾

**CCM**

SKU	Qty	Lead Time ⓘ	Unit List Price (USD)
<input checked="" type="checkbox"/> C1A2TECSCMGTK9 <span>↻</span> C1 Enterprise Cloud Suite - Cloud Management	<input type="text" value="1"/>	2 days	0.00

⊖ SLP, 24x7Full Access

**Duration**

<input type="radio"/> C1A2-1Y-ECSCMGT <span>🗨</span>	<input type="text" value="12"/> Month(s) Range 1 to 35	110,000.00
<input checked="" type="radio"/> C1A2-3Y-ECSCMGT <span>🗨</span>	<input type="text" value="36"/> Month(s) Range 36 to 59	297,000.00
<input type="radio"/> C1A2-5Y-ECSCMGT <span>🗨</span>	<input type="text" value="60"/> Month(s) Range 60 to 60	440,000.00

**Do not change duration here**

# Cisco ONE ECS Packages - Ordering

You now have the choice of adding a Manager, Orchestrator or choose from seven VM add on packs

⊕ Subscription Duration Preference

Configuration Summary		<a href="#">View Full Summary</a>
Category ⓘ	Qty	Unit List Price (USD)
C1A2TECSCMGTK9	1	0.00
C1A2-3Y-ECSCMGMT 36 Mth(s)		297,000.00
<b>CCM Addons</b>		
<b>Cisco ONE Expansions</b> ^		
C1-CCM-T	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
C1-CCO-T	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
C1-CCVM-100-T	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>297,000.00</b>
<b>Estimated Lead Time</b>		<b>2 days</b>
<a href="#">Reset Configuration</a>	<a href="#">Cancel</a>	<a href="#">Done</a>

Option Search ⓘ		<a href="#">Multiple Options Search</a>	
C1-ECS-CMGT > CCM Addons <a href="#">Key ▾</a>			
<b>CCM Addons</b>			
SKU	Qty	Lead Time ⓘ	Unit List Price (USD)
<input type="checkbox"/> <b>C1A4TECSCMGT</b> ⓘ C1 Enterprise Cloud Suite - Cloud Center Manager	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A5TECSCMGT</b> ⓘ C1 Enterprise Cloud Suite - Cloud Center Orchestrator	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A6TECSCMGT</b> ⓘ C1 ECS - Cloud Center Virtual Machine 100 Addon	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A7TECSCMGT</b> ⓘ C1 ECS - Cloud Center Virtual Machine 250 Addon	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A8TECSCMGT</b> ⓘ C1 ECS - Cloud Center Virtual Machine 500 Addon	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A9TECSCMGT</b> ⓘ C1 ECS - Cloud Center Virtual Machine 1000 Addon	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A10TECSCMGT</b> ⓘ C1 ECS - Cloud Center Virtual Machine 2500 Addon	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A11TECSCMGT</b> ⓘ C1 ECS - Cloud Center Virtual Machine 5000 Addon	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> <b>C1A12TECSCMGT</b> ⓘ C1 ECS - Cloud Center Virtual Machine 10000 Addon	<input type="text" value="Qty"/>	2 days	0.00

# Cisco ONE ECS Packages - Ordering

In this example – we chose one additional Orchestrator

Change duration here → Subscription Duration Preference

Configuration Summary <a href="#">View Full Summary</a>		
Category	Qty	Unit List Price (USD)
C1A2-3Y-ECSCMGT 36 Mth(s)		297,000.00
<b>CCM Addons</b>		
C1A5TECSCMGT	1	0.00
C1A5-3Y-ECSCMGT 36 Mth(s)		75,600.00
<b>Cisco ONE Expansions</b>		
C1-CCO-T 1C	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
<b>Cisco ONE Expansions</b>		
C1-CCM-T 1C	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>372,600.00</b>
<b>Estimated Lead Time</b>		<b>2 days</b>
<a href="#">Reset Configuration</a>	<input type="button" value="Cancel"/>	<input type="button" value="Done"/>

Info Cisco automatically added software subscriptions C1A5-3Y-ECSCMGT which may have associated costs

Info Cisco automatically added software subscriptions C1-3Y-SST-TRK which may have associated costs

[Option Search](#) Multiple Options Search

C1-ECS-CMGT > CCM Addons Key

**CCM Addons**

SKU	Qty	Lead Time	Unit List Price (USD)
<input type="checkbox"/> C1A4TECSCMGT C1 Enterprise Cloud Suite - Cloud Center Manager	<input type="text" value="Qty"/>	2 days	0.00
<input checked="" type="checkbox"/> C1A5TECSCMGT C1 Enterprise Cloud Suite - Cloud Center Orchestrator	<input type="text" value="1"/>	2 days	0.00

[SLP, 24x7Full Access](#)

	Duration	
<input type="radio"/> C1A5-1Y-ECSCMGT	12 Month(s) Range 1 to 35	28,000.00
<input checked="" type="radio"/> C1A5-3Y-ECSCMGT	36 Month(s) Range 36 to 59	75,600.00
<input type="radio"/> C1A5-5Y-ECSCMGT	60 Month(s) Range 60 to 60	112,000.00

Do not change duration here

# Cisco ONE ECS Packages - Ordering

In this example – we chose a 500 VM pack add on

Change duration here



Subscription Duration Preference

Category	Qty	Unit List Price (USD)
C1A2-3Y-ECSCMGT 36 Mth(s)		297,000.00
<b>CCM Addons</b>		
C1A8TECSCMGT	1	0.00
C1A8-3Y-ECSCMGT 36 Mth(s)		272,700.00
<b>Cisco ONE Expansions</b>		
C1-CCVM-500-T IC	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
<b>Cisco ONE Expansions</b>		
C1-CCM-T IC	1	0.00
C1-3Y-SST-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>569,700.00</b>
<b>Estimated Lead Time</b>		<b>2 days</b>

Cisco automatically added software subscriptions C1A8-3Y-ECSCMGT which may have associated costs  
Cisco automatically added software subscriptions C1-3Y-SST-TRK which may have associated costs

SKU	Qty	Lead Time	Unit List Price (USD)
<input type="checkbox"/> C1A4TECSCMGT C1 Enterprise Cloud Suite - Cloud Center Manager	Qty	2 days	0.00
<input type="checkbox"/> C1A5TECSCMGT C1 Enterprise Cloud Suite - Cloud Center Orchestrator	Qty	2 days	0.00
<input type="checkbox"/> C1A6TECSCMGT C1 ECS - Cloud Center Virtual Machine 100 Addon	Qty	2 days	0.00
<input type="checkbox"/> C1A7TECSCMGT C1 ECS - Cloud Center Virtual Machine 250 Addon	Qty	2 days	0.00
<input checked="" type="checkbox"/> C1A8TECSCMGT C1 ECS - Cloud Center Virtual Machine 500 Addon	1	2 days	0.00

SLP, 24x7 Full Access

	Duration	
<input type="radio"/> C1A8-1Y-ECSCMGT	12 Month(s) Range 1 to 35	101,000.00
<input checked="" type="radio"/> C1A8-3Y-ECSCMGT	36 Month(s) Range 36 to 59	272,700.00
<input type="radio"/> C1A8-5Y-ECSCMGT	60 Month(s) Range 60 to 60	404,000.00

Do not change duration here

# Cisco ONE ECS Packages - Ordering

Remember to synchronize your subscription duration by selecting the button next to **Duration Preference** and then entering the duration period. In this case we stayed with 36 months. Select **Apply**

## Subscription Duration Preference

Duration  Month(s) **Apply**

Range 1 to 61

### Configuration Summary

[View Full Summary](#)

Category <span>ⓘ</span>	Qty	Unit List Price (USD)
C1A2-3Y-ECSCMGT 36 Mth(s)		297,000.00

CCM Addons

- ⓘ Cisco automatically added software subscriptions C1A5-3Y-ECSCMGT which may have associated costs
- ⓘ Cisco automatically added software subscriptions C1-3Y-SST-TRK which may have associated costs

[+ Option Search ⓘ](#)

[Multiple Options Search](#)

C1-ECS-CMGT > CCM Addons

[Key](#) ⌵

# Cisco ONE ECS Packages - Ordering

We now have a **C1-ECS-CMGT** Starter Package plus one additional Orchestrator and 500 additional 500 VMs. You can click to expand and view the details.

Export Email Share Clone Delete Add Tag Continue Shopping

ESTIMATE NAME Estimate\_DU59332515MH (DU59332515MH) Global Price List in US Dollars (USD)

ESTIMATE ID DU59332515MH CREATED BY Peter Alexander CREATED ON 14-Oct-2016

Set preferences for this estimate

Search by Sku , Program ID , Description and Product Family 1 Add Find Products & Solutions Actions

Remove Selected Lines Validate Apply Discount

	Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	<b>1.0 C1-ECS-CMGT</b> more C1 Enterprise Cloud Suite - Cloud M anagement Valid as of 14-Oct-2016 07:46:40 PDT Edit Options   Edit Service/Subscription   Validate   Add Note   More Actions	Not Applicable	645,300.00	1	645,300.00	0.00	645,300.00

Add Subtotal

---

**Estimate Total** All Prices Shown in USD

Average Product Discount	0.00%	<b>Product Total</b>	<b>0.00</b>
Average Service Discount	0.00%	<b>Service Total</b>	<b>0.00</b>
Average Subscription Discount	0.00%	<b>Subscription Total</b>	<b>645,300.00</b>
		<b>Total Price</b>	<b>645,300.00</b>

# Ordering C1 – ECS – Service Management

# Cisco ONE ECS Packages - Ordering

## Quick steps to order the ECS - Service Management Package:

- Read the [ECS – Service Management Ordering Guide](#) first
- Enter [C1-ECS-ITSM](#) in the CCW and select [Add](#)
- Select [Edit Options](#)
- Choose [C1A2TECSITSMK9](#) and enter quantity “1” for the Service Management Base package
- Choose the subscription term SKU – the default is 36 months - [C1A2-3Y-ECSITSM](#)
  - **Only 12, 36 or 60 may be entered for first time purchases**
  - **Other durations available for add-on orders and must be associated with the original contract**
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select [Done](#) to continue
- Additional C1 Options are available to add to the Service Management Workplace package and/or additional Service Management Workload transaction capacity



# Cisco ONE ECS Packages - Ordering

Enter **C1-ECS-ITSM** in CCW and select **Add**

The screenshot shows the Cisco Commerce Estimates interface. At the top, there is a search bar with the text "Search All..." and a user profile for "Peter Alexander". Below the search bar is a navigation menu with tabs for "Catalog", "Estimates" (which is highlighted in blue), "Deals & Quotes", "Orders", "Services & Subscriptions", and "So".

On the left side, there is a section titled "I want to ..." with four options: "View Estimate Information", "Link to Opportunity", "Set Install/Service Location", and "Combined Service Calculator".

The main content area shows a table with the following details:

- ESTIMATE NAME: Estimate\_EF59290323NG (EF59290323NG) [edit icon]
- ESTIMATE ID: EF59290323NG
- CREATED BY: Peter Alexander
- CREATED ON: 12-Oct-2016


Below the table, there is a section titled "Set preferences for this estimate" with a dropdown arrow. Underneath, there is a table with the following columns: "SKU / Program ID", "Description", "Product Family", and "List Price (USD)".

SKU / Program ID	Description	Product Family	List Price (USD)
C1-ECS-ITSM			

Two red arrows point to the "C1-ECS-ITSM" text in the first row and the "Add" button in the second row of the table. To the right of the table, there is a button labeled "Find Products & Solutions".

# Cisco ONE ECS Packages - Ordering


Select [Edit Options](#)





**ESTIMATE NAME** Estimate\_NN59307636KO (NN59307636KO)  Global Price List in US Dollars (USD)

<b>ESTIMATE ID</b> NN59307636KO	<b>CREATED BY</b> Peter Alexander	<b>CREATED ON</b> 14-Oct-2016
------------------------------------	--------------------------------------	----------------------------------

[Set preferences for this estimate](#) ▾

[Find Products & Solutions](#) | [Actions](#) ▾



<input type="checkbox"/>	 <b>Hardware, Software and Services</b>	<b>Lead Time</b> ⓘ	<b>Unit List Price (USD)</b>	<b>Qty</b>	<b>Unit Net Price (USD)</b>	<b>Discount (%)</b>	<b>Extended Net Price (USD)</b>
<input type="checkbox"/>	 <b>1.0 C1-ECS-ITSM</b> <a href="#">more</a> ⓘ C1 Enterprise Cloud Suite - IT Service Management	Not Applicable	0.00	<input type="text" value="1"/>	0.00	<input type="text" value="0.00"/>	0.00
 Invalid as of 14-Oct-2016 07:52:10 PDT							
 <a href="#">Edit Options</a>   <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions</a> ▾ <span style="float: right;"><a href="#">Add Subtotal</a></span>							

# Cisco ONE ECS Packages - Ordering

Select **C1A2TECSITSMK9** and enter quantity 1 – note that the default duration is 36 months.  
Select **Done** to finish configuration

**Change duration here**

Subscription Duration Preference

**Configuration Summary** [View Full Summary](#)

Category	Qty	Unit List Price (USD)
<b>ITSM Base</b>		
C1A2TECSITSMK9	1	0.00
C1A2-3Y-ECSITSM 36 Mth(s)		90,000.00
<b>ITSM for Workplace</b>		
<b>ITSM Workload</b>		
<b>Cisco ONE Expansions</b>		
C1-ITSM-PSC-K9	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-ITSM-PO-K9	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>90,000.00</b>
<b>Estimated Lead Time</b>		<b>2 days</b>

[Reset Configuration](#) [Cancel](#) [Done](#)

**Option Search** Multiple Options Search

C1-ECS-ITSM > ITSM Base [Key](#)

**ITSM Base**

SKU	Qty	Lead Time	Unit List Price (USD)
<input checked="" type="checkbox"/> <b>C1A2TECSITSMK9</b> <a href="#">C1 Enterprise Cloud Suite - ITSM - up to 20K transactions</a>	1	2 days	0.00
<b>C1 Term and Content</b>			
<b>Duration</b>			
<input type="radio"/> C1A2-1Y-ECSITSM	12 Month(s) Range 1 to 35		35,100.00
<input checked="" type="radio"/> C1A2-3Y-ECSITSM	36 Month(s) Range 36 to 59		90,000.00
<input type="radio"/> C1A2-5Y-ECSITSM	60 Month(s) Range 60 to 60		141,000.00

**Do not change duration here**

# Cisco ONE ECS Packages - Ordering

To change length of subscription, click the “+” next to **Subscription Duration Preference**, choose duration and **Apply**, then click **Done** (in this case we change the subscription duration to 60)

The screenshot shows the Cisco ONE ECS Ordering interface. At the top, a red arrow points to the "Subscription Duration Preference" section. Below it, a "Duration" input field is set to "60" with a red arrow pointing to it. To the right of the input field is an "Apply" button with a red arrow pointing to it. Below the "Apply" button, the text "Range 1 to 61" is visible. Below the "Duration" section is a "Configuration Summary" table. The table has columns for "Category", "Qty", and "Unit List Price (USD)". The "Category" column is expanded to show "ITSM Base", "ITSM for Workplace", "ITSM Workload", and "Cisco ONE Expansions". The "ITSM Base" section is expanded to show "C1A2TECSITSMK9" with a quantity of 1 and a unit list price of 0.00. Below it, "C1A2-5Y-ECSITSM 60 Mth(s)" is listed with a unit list price of 141,000.00. The "Cisco ONE Expansions" section is expanded to show "C1-ITSM-PSC-K9" with a quantity of 1 and a unit list price of 0.00. Below it, "C1-5Y-SVC-TRK 60 Mth(s)" is listed with a unit list price of 0.00. Below that, "C1-ITSM-PO-K9" is listed with a quantity of 1 and a unit list price of 0.00. Below that, "C1-5Y-SVC-TRK 60 Mth(s)" is listed with a unit list price of 0.00. The "Subtotal" is 141,000.00 and the "Estimated Lead Time" is "--". At the bottom of the "Configuration Summary" section, there are "Reset Configuration", "Cancel", and "Done" buttons. A red arrow points to the "Done" button. To the right of the "Configuration Summary" is an "Option Search" section. The "Option Search" section is expanded to show "C1-ECS-ITSM > ITSM Base". Below it, the "ITSM Base" section is expanded to show "C1A2TECSITSMK9" with a quantity of 1 and a unit list price of 0.00. Below it, "C1 Enterprise Cloud Suite - ITSM - up to 20K transactions" is listed. Below the "ITSM Base" section is a "C1 Term and Content" section. The "C1 Term and Content" section is expanded to show "Duration". Below it, three options are listed: "C1A2-1Y-ECSITSM" with a duration of 12 months and a unit list price of 35,100.00; "C1A2-3Y-ECSITSM" with a duration of 36 months and a unit list price of 90,000.00; and "C1A2-5Y-ECSITSM" with a duration of 60 months and a unit list price of 141,000.00. A red arrow points to the "Done" button in the "Configuration Summary" section.

**Do not change duration here**

# Cisco ONE ECS Packages - Ordering

You are done with your configuration of [C1-ECS-Service Management](#)  
Click the “+” to expand the configuration

The screenshot displays the Cisco Commerce Estimates interface. The top navigation bar includes 'Catalog', 'Estimates', 'Deals & Quotes', 'Orders', 'Services & Subscriptions', and 'Software'. The 'Estimates' tab is active. On the left, a sidebar titled 'I want to ...' contains links for 'View Estimate Information', 'Link to Opportunity', 'Set Install/Service Location', 'Combined Service Calculator', 'See Recommended Global Sales Kits', 'Calculate Financing Options', 'Security Subscriptions', 'AS-Fixed', and 'Learning Credits'. The main content area shows an estimate for 'Estimate\_EF59290323NG (EF59290323NG)' with a search bar and 'Set preferences for this estimate' section. Below this is a table of items:

	Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	<b>1.0 C1-ECS-ITSM</b> more C1 Enterprise Cloud Suite - ITSM Valid as of 12-Oct-2016 07:47:20 PDT Edit Options   Edit Service/Subscription   Validate   Add Note   More Actions	Not Applicable	141,000.00	1	141,000.00	0.00	141,000.00

A red arrow points to the '+' icon in the first column of the table row. Below the table is an 'Estimate Total' summary:

Estimate Total		All Prices Shown in USD	
Average Product Discount	0.00%	Product Total	0.00
Average Service Discount	0.00%	Service Total	0.00
Average Subscription Discount	0.00%	Subscription Total	141,000.00
		Total Price	141,000.00

# Cisco ONE ECS Packages - Ordering

## Ordering spares for C1-ECS-Service Management

The C1-ECS-Service Management Starter Bundle includes Cisco Prime Service Catalog Base license and Cisco Process Orchestrator

- **PSC Base** is optimized to integrate with UCSD and CloudCenter and publish and manage applications and services to offer to IT consumers. Included in the base bundle is “out of the box” deployment and self-service of: Tenant Management, Service Catalog, Order Management and Upgrades.
- **Cisco Process Orchestrator** includes unlimited use of all currently available adaptors – no restrictions
- **20,000 Annual Transactions** is the aggregation of the number of requisitions being submitted through PSC and the number of high level activities being processed in CPO (PSC+CPO=total)

**Full Prime Service Catalog** in addition to the above features in **PSC Base** includes the ability to set up custom integrations to publish all workplace services and products. Administrative functionality is enabled to build custom solutions for advanced features such as Approval, Pricing, Quoting, RBAC and User Management. **This requires the purchase of an add-on spare in addition to the Starter Package**

The following slides show how to order the upgrade SKU and additional annual transactions

# Cisco ONE ECS Packages - Ordering

From the **C1-ECS-ITSM** configuration menu select **ITSM for Workplace** from the **Configuration Summary** to get the full Cisco Prime Service Catalog add-on or **ITSM Workload** to order additional annual transactions

Change duration here



Subscription Duration Preference

**Configuration Summary** [View Full Summary](#)

Category ⓘ	Qty	Unit List Price (USD)
<b>ITSM Base</b>		
C1A2TECSITSMK9	1	0.00
C1A2-3Y-ECSITSM 36 Mth(s)		90,000.00
<b>ITSM for Workplace</b>		
<b>ITSM Workload</b>		
<b>Cisco ONE Expansions</b>		
C1-ITSM-PSC-K9 IC	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-ITSM-PO-K9 IC	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>90,000.00</b>
<b>Estimated Lead Time</b>		<b>2 days</b>

[Reset Configuration](#) [Cancel](#) [Done](#)

**Info** Cisco automatically added software subscriptions C1A2-3Y-ECSITSM which may have associated costs  
**Info** Cisco automatically added software subscriptions C1-3Y-SVC-TRK which may have associated costs

**Option Search ⓘ** [Multiple Options Search](#)

**C1-ECS-ITSM > ITSM Base** [Key ▾](#)

**ITSM Base**

SKU	Qty	Lead Time ⓘ	Unit List Price (USD)
<input checked="" type="checkbox"/> <b>C1A2TECSITSMK9</b> ⓘ	<input type="text" value="1"/>	2 days	0.00
C1 Enterprise Cloud Suite - ITSM - up to 20K transactions			

**C1 Term and Content**

Duration		
<input type="radio"/> C1A2-1Y-ECSITSM ⓘ	<input type="text" value="12"/> Month(s) Range 1 to 35	35,100.00
<input checked="" type="radio"/> C1A2-3Y-ECSITSM ⓘ	<input type="text" value="36"/> Month(s) Range 36 to 59	90,000.00
<input type="radio"/> C1A2-5Y-ECSITSM ⓘ	<input type="text" value="60"/> Month(s) Range 60 to 60	141,000.00

Do not change duration here

# Cisco ONE ECS Packages - Ordering

Choose ITSM for Workplace to order the full Prime Service Catalog feature set. Select **C1A3TECCITSMK9** and enter quantity 1 – select **Done** to continue.

Note: **ITSM Base** is a prerequisite for ordering **ITSM for Workplace**

## Subscription Duration Preference

**Configuration Summary** [View Full Summary](#)

Category ⓘ	Qty	Unit List Price (USD)
C1A2TECSITSMK9	1	0.00
C1A2-3Y-ECSITSM 36 Mth(s)		90,000.00
<b>ITSM for Workplace</b>		
<b>ITSM Workload</b>		
<b>Cisco ONE Expansions</b>		
C1-ITSM-PSC-K9	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-ITSM-PO-K9	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		90,000.00
<b>Estimated Lead Time</b>		2 days

[Reset Configuration](#) [Cancel](#) [Done](#)

Cisco automatically added software subscriptions C1A2-3Y-ECSITSM which may have associated costs

Cisco automatically added software subscriptions C1-3Y-SVC-TRK which may have associated costs

[Option Search](#) ⓘ [Multiple Options Search](#)

C1-ECS-ITSM > ITSM for Workplace [Key](#) ▾

**ITSM for Workplace**

SKU	Qty	Lead Time ⓘ	Unit List Price (USD)
<input type="checkbox"/> <b>C1A3TECSITSMK9</b>	<input type="text" value="Qty"/>	2 days	0.00
Cisco ONE ECS Prime Service Catalog for Workplace			

[Show Incompatible SKUs](#)



# Cisco ONE ECS Packages - Ordering

Choose ITSM Workload to order additional annual transactions. Select the PID that matches the desired incremental annual transactions. In this case, 500k

⊕ Subscription Duration Preference

### Configuration Summary View Full Summary

Category ⓘ	Qty	Unit List Price (USD)
C1A2-3Y-ECSITSM 36 Mth(s)		90,000.00
<b>ITSM for Workplace</b>		
<b>ITSM Workload</b> ←		
<b>Cisco ONE Expansions</b>		
C1-ITSM-PSC-K9 IC	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
C1-ITSM-PO-K9 IC	1	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subscription</b>		
C1-3Y-SVC-TRK 36 Mth(s)	n nn	
<b>Subtotal</b>		<b>90,000.00</b>
<b>Estimated Lead Time</b>		<b>2 days</b>

Reset Configuration Cancel Done ←

ⓘ Cisco automatically added software subscriptions C1A2-3Y-ECSITSM which may have associated costs  
ⓘ Cisco automatically added software subscriptions C1-3Y-SVC-TRK which may have associated costs

⊕ Option Search ⓘ Multiple Options Search

C1-ECS-ITSM > ITSM Workload Key ▾

### ITSM Workload

SKU	Qty	Lead Time ⓘ	Unit List Price (USD)
<input type="checkbox"/> C1A4TECSITSM-K9 CP Cisco ONE ECS ITSM Workload - 100K transactions	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> C1A5TECSITSM-K9 CP Cisco ONE ECS ITSM Workload - 200K transactions	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> C1A6TECSITSM-K9 CP ← Cisco ONE ECS ITSM Workload - 500K transactions	<input type="text" value="Qty"/>	2 days	0.00
<input type="checkbox"/> C1A7TECSITSM-K9 CP Cisco ONE ECS ITSM Workload - 1000K transactions	<input type="text" value="Qty"/>	2 days	0.00

# Cisco ONE ECS Packages - Ordering


Remember to be certain all subscription durations are the same. Below configuration is for the [C1-ECS-ITSM Starter Package](#), plus the Full PSC upgrade and an additional 500k annual transactions. Click to expand to see details



ESTIMATE NAME Estimate\_NN59307636KO (NN59307636KO) [✎](#) Global Price List in US Dollars (USD)

ESTIMATE ID NN59307636KO CREATED BY Peter Alexander CREATED ON 14-Oct-2016

[Set preferences for this estimate](#) ▾

1  [Find Products & Solutions](#) [Actions](#) ▾



<input type="checkbox"/>	 Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	 1.0 C1-ECS-ITSM <a href="#">more</a> ⓘ C1 Enterprise Cloud Suite - IT Service Management Valid as of 14-Oct-2016 08:25:23 PDT <a href="#">Edit Options</a>   <a href="#">Edit Service/Subscription</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions</a> ▾	Not Applicable	386,100.00	<input type="text" value="1"/>	386,100.00	<input type="text" value="0.00"/>	386,100.00

[Add Subtotal](#)

---

**Estimate Total** All Prices Shown in USD

Average Product Discount	0.00%	<b>Product Total</b>	<b>0.00</b>
Average Service Discount	0.00%	<b>Service Total</b>	<b>0.00</b>
Average Subscription Discount	0.00%	<b>Subscription Total</b>	<b>386,100.00</b>
<b>Total Price</b>			<b>386,100.00</b>

# Ordering C1 – ECS – Big Data Automation

# Cisco ONE ECS Packages - Ordering

## Quick steps to order the ECS Big Data Automation package:

- Select [C1-ECS-BIGDATA](#) in CCW
- Select [Edit Options](#)
- Select [C1A2TECSBDAK9](#) and enter the desired quantity
  - There is no tiered pricing for quantity
- Select the subscription duration – the default is 36 months
  - **Only 12, 36 or 60 may be entered for first time purchases**
  - **Other durations available for add-on orders and must be associated with the original contract**
- **IMPORTANT: To change length of subscription, click the “+” next to “Subscription Duration Preference”, choose duration and apply**
- Select done to continue
- When ordering C1-ECS-BIGDATA for the FIRST time, one UCS Director Base license will be required – to do this, order [CUIC-BASE-K9=](#)

# Cisco ONE ECS Packages - Ordering

Enter **C1-ECS-BIGDATA** in CCW and select **Add**

The screenshot shows the Cisco Commerce Estimation tool interface. At the top left is the 'Cisco Commerce Estimates' logo. A search bar contains 'Search All...'. The user's name 'Peter Alexander' is displayed in the top right. A navigation bar includes 'Catalog', 'Estimates' (highlighted), 'Deals & Quotes', 'Orders', 'Services & Subscriptions', and 'So'. On the left, under 'I want to ...', there are links for 'View Estimate Information', 'Link to Opportunity', 'Set Install/Service Location', and 'Combined Service Calculator'. The main content area shows an estimate summary for 'Estimate\_PH59275320OL (PH59275320OL)' with details for 'ESTIMATE ID', 'CREATED BY', and 'CREATED ON'. Below this is a table with one row: 'C1-ECS-BIGDATA' in the 'SKU / Program ID' column, '1' in the quantity column, and an 'Add' button. A red arrow points to the 'Add' button. The table header includes 'Description', 'Product Family', and 'List Price (USD)'. A 'Find Products & Solutions' link is also visible.

SKU / Program ID	Description	Product Family	List Price (USD)
C1-ECS-BIGDATA			

# Cisco ONE ECS Packages - Ordering

Select [Edit Options](#)

[Export](#) [Email](#) [Share](#) [Clone](#) [Delete](#) [Add Tag](#) [Continue Shopping](#)

**ESTIMATE NAME** Estimate\_OT59275416ZF (OT59275416ZF) [✎](#) Global Price List in US Dollars (USD)

<b>ESTIMATE ID</b> OT59275416ZF	<b>CREATED BY</b> Peter Alexander	<b>CREATED ON</b> 12-Oct-2016
------------------------------------	--------------------------------------	----------------------------------

[Set preferences for this estimate](#) ▾

[Add](#) [Find Products & Solutions](#) | [Actions](#) ▾

[Remove Selected Lines](#) [Validate](#) [Apply Discount](#) ☰

<input type="checkbox"/>		Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>		<b>1.0 C1-ECS-BIGDATA</b> <a href="#">more</a> ⓘ C1 Enterprise Cloud Suite - Big Data Automation	Not Applicable	0.00	<input type="text" value="1"/>	0.00	<input type="text" value="0.00"/>	0.00

[Edit Options](#) | [Edit Service/Subscription](#) | [Validate](#) | [Add Note](#) | [More Actions](#) ▾ [Add Subtotal](#)

# Cisco ONE ECS Packages - Ordering

Select **C1A2TECSBDAK9** and enter quantity (16 is selected here) – there is no tiered pricing for this offer. Note that the default duration is 36 months. Select **Done** to finish configuration

Change duration here

+ Subscription Duration Preference

Configuration Summary [View Full Summary](#)

Category	Qty	Unit List Price (USD)
<b>Cisco ONE Enterprise Cloud Suite</b>		
C1A2TECSBDAK9	16	0.00
C1A2-3Y-ECSBDA 36 Mth(s)		810.00
<b>Cisco ONE Expansions</b>		
C1-CUIC-EBDS-T 1C	16	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subscription</b>		
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>810.00</b>
<b>Estimated Lead Time</b>		<b>21 days</b>

Reset Configuration

Cancel

Done

+ Option Search

Multiple Options Search

C1-ECS-BIGDATA > Cisco ONE Enterprise Cloud Suite

Key

Cisco ONE Enterprise Cloud Suite

SKU	Qty	Lead Time	Unit List Price (USD)
<input checked="" type="checkbox"/> C1A2TECSBDAK9	16	2 days	0.00
C1 Enterprise Cloud Suite - Big Data Automation			

- C1 Term and Content

Duration

- C1A2-1Y-ECSBDA 12 Month(s) Range 1 to 35 315.00
- C1A2-3Y-ECSBDA 36 Month(s) Range 36 to 59 810.00
- C1A2-5Y-ECSBDA 60 Month(s) Range 60 to 60 1,270.00

Do not change duration here

# Cisco ONE ECS Packages - Ordering

To change length of subscription, click the “+” next to **Subscription Duration Preference**, choose duration and **Apply**, then click **Done**

**Subscription Duration Preference**

Duration:  Month(s) **Apply**

Range 1 to 61

**Configuration Summary** [View Full Summary](#)

Category	Qty	Unit List Price (USD)
<b>Cisco ONE Enterprise Cloud Suite</b>		
C1A2TECSBDAK9	16	0.00
C1A2-3Y-ECSBDA 36 Mth(s)		810.00
<b>Cisco ONE Expansions</b>		
C1-CUIC-EBDS-T	16	0.00
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subscription</b>		
C1-3Y-SVC-TRK 36 Mth(s)		0.00
<b>Subtotal</b>		<b>810.00</b>
<b>Estimated Lead Time</b>		--

[Reset Configuration](#) **Cancel** **Done**

**Option Search** [Multiple Options Search](#)

C1-ECS-BIGDATA > Cisco ONE Enterprise Cloud Suite [Key](#)

**Cisco ONE Enterprise Cloud Suite**

SKU	Qty	Lead Time	Unit List Price (USD)
<input checked="" type="checkbox"/> C1A2TECSBDAK9 <a href="#">NPH</a>	<input type="text" value="16"/>	NPH	0.00
C1 Enterprise Cloud Suite - Big Data Automation			

**C1 Term and Content**

**Duration**

- C1A2-1Y-ECSBDA  Month(s) 315.00  
Range 1 to 35
- C1A2-3Y-ECSBDA  Month(s) 810.00  
Range 36 to 59
- C1A2-5Y-ECSBDA  Month(s) 1,270.00  
Range 60 to 60

**Do not change duration here**



# Cisco ONE ECS Packages - Ordering

When you select [done](#) from the previous screen, you will be prompted to order the UCS Director Base license if the customer has not previously purchased it. The UCS Director Base license is required for [C1-ECS-Big Data Automation](#). Follow the ordering instructions on slide 35 of this deck for [CUIC-BASE-K9=](#)

The screenshot shows a configuration interface for Cisco ONE ECS. A modal dialog box titled "Done Messages" is displayed in the foreground. The dialog contains the following text:

**Done Messages**

Your product configuration has some warnings

**Warning (1):**

- A selection of CUIC-BASE-K9= is required with this product if it is not previously purchased. (CE200687)

At the bottom of the dialog, there are two buttons: "Return to configuration" and "Done". A red arrow points to the "Done" button.

The background interface includes a table with columns for "Qty" and "Unit List Price (USD)". A breadcrumb trail at the top reads "C1-ECS-BIGDATA > Cisco ONE Enterprise Cloud Suite".

# Cisco ONE ECS Packages - Ordering

You are done with your configuration of [C1-ECS-Big Data Automation](#).  
Click the “+” to expand the configuration

The screenshot displays the Cisco Commerce Estimation interface. The top navigation bar includes 'Catalog', 'Estimates', 'Deals & Quotes', 'Orders', 'Services & Subscriptions', and 'Software'. The 'Estimates' tab is active. On the left, a sidebar titled 'I want to ...' lists various actions like 'View Estimate Information', 'Link to Opportunity', 'Set Install/Service Location', 'Combined Service Calculator', 'See Recommended Global Sales Kits', 'Calculate Financing Options', 'Security Subscriptions', 'AS-Fixed', and 'Learning Credits'. The main content area shows an estimate for 'Estimate\_PH59275320OL'. A table lists the items, with 'C1-ECS-BIGDATA' highlighted. A red arrow points to the '+' icon next to the item name. The bottom section shows a summary table for the estimate total.

ESTIMATE NAME	Estimate_PH59275320OL (PH59275320OL)	Global Price List in US Dollars (USD)					
ESTIMATE ID	PH59275320OL	CREATED BY	Peter Alexander	CREATED ON	12-Oct-2016		
Set preferences for this estimate							
Search by Sku , Program ID , Description and Product Family							
1 Add Find Products & Solutions Actions							
Remove Selected Lines Validate Apply Discount							
	Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	<input type="checkbox"/> + C1-ECS-BIGDATA more C1 Enterprise Cloud Suite - Big Data Automation Valid as of 12-Oct-2016 07:55:01 PDT Edit Options   Edit Service/Subscription   Validate   Add Note   More Actions	Not Applicable	12,960.00	1	12,960.00	0.00	12,960.00
Add Subtotal							
Estimate Total All Prices Shown in USD							
Average Product Discount	0.00%	Product Total	0.00				
Average Service Discount	0.00%	Service Total	0.00				
Average Subscription Discount	0.00%	Subscription Total	12,960.00				
		Total Price	12,960.00				

# Ordering Combination Packages

# Cisco ONE ECS Packages - Ordering

## Quick steps to order multiple ECS packages:

Order using this process to receive 5% additional discount when combining C1-ECS-Infrastructure Automation and C1-ECS–Cloud Management together in the same order.

- Select [C1-ECS-M](#) in CCW
- Click on [Select Options](#) to configure
- [Select Options](#) for [C1-ECS-IAAS](#) to configure
  - Select [C1F2TECSK9](#) and enter server quantity desired (must be at least 8), select subscription duration (12, 36 or 60) and then click [Done](#)
  - Note the warning to purchase UCS Director Base license – click done

...continued on next slide

# Cisco ONE ECS Packages - Ordering

## Quick steps to order multiple ECS packages (cont):

- [Select Options](#) for [C1-ECS-CMGT](#) to configure
  - Select [C1A2TECSCMGTK9](#) and enter quantity 1, select subscription duration (12, 36 or 60 to match ECS-IAAS duration) and then click [Done](#)
  - Choose add-on CloudCenter spares as needed
  - Note the Compliance Hold warning message
- Select [Done](#) to complete configuration or continue to add more ECS Packages
- Click on the [Advanced Application](#) link in the [Available Components](#) box
- Select [C1-ECS-ITSM](#) and/or [C1-ECS-BIGDATA](#) from the menu by clicking on the “+”
- Follow the instructions on slides 22 and 23 to configure each
- Be sure all subscription durations match

# Cisco ONE ECS Packages - Ordering

Enter **C1-ECS-M** in CCW and select **Add**

The screenshot displays the Cisco Commerce Estimation tool interface. At the top left is the 'Cisco Commerce Estimates' logo. A search bar contains 'Search All...'. The user's name 'Peter Alexander' is shown in the top right. A navigation bar includes 'Catalog', 'Estimates' (highlighted), 'Deals & Quotes', 'Orders', 'Services & Subscriptions', and 'Software'. On the left, under 'I want to ...', are links for 'View Estimate Information', 'Link to Opportunity', 'Set Install/Service Location', and 'Combined Service Calculator'. The main area shows estimate details: 'ESTIMATE NAME Estimate\_RX59357438BE (RX59357438BE)', 'ESTIMATE ID RX59357438BE', 'CREATED BY Peter Alexander', and 'CREATED ON 17-Oct-2016'. Below this is a table with one row: 'C1-ECS-M' in the 'SKU / Program ID' column, '1' in the quantity column, and an 'Add' button. A table below shows columns for 'SKU / Program ID', 'Description', 'Product Family', and 'List Price (USD)'. Red arrows point to the 'C1-ECS-M' text and the 'Add' button.

Export | Email | Share | Clone | Delete | Add Tag | Continue Shopping

ESTIMATE NAME Estimate\_RX59357438BE (RX59357438BE) Global Price List in US Dollars (USD)

ESTIMATE ID RX59357438BE CREATED BY Peter Alexander CREATED ON 17-Oct-2016


Set preferences for this estimate

C1-ECS-M	1	Add	Find Products & Solutions	Actions
----------	---	-----	---------------------------	---------


SKU / Program ID	Description	Product Family	List Price (USD)
------------------	-------------	----------------	------------------

# Cisco ONE ECS Packages - Ordering


Select Options to configure







ESTIMATE NAME Estimate\_NN59307636KO (NN59307636KO)  Global Price List in US Dollars (USD)

ESTIMATE ID NN59307636KO CREATED BY Peter Alexander CREATED ON 14-Oct-2016

Set preferences for this estimate 

Search by Sku , Program ID , Description and Product Family   [Find Products & Solutions](#) [Actions !\[\]\(54f0ad8b6afbf069171bcb3f2d838cc1\_img.jpg\)](#)



<input type="checkbox"/>		Hardware, Software and Services	Lead Time 	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>		1.0 C1-ECS-M <a href="#">more </a> Cisco Enterprise Cloud Suite Bundle  Invalid as of 14-Oct-2016 08:59:18 PDT	Not Applicable	0.00	<input type="text" value="1"/>	0.00	<input type="text" value="0.00"/>	0.00
<a href="#">Select Options</a> <a href="#">Validate</a> <a href="#">Add Note</a> <a href="#">More Actions </a>								<a href="#">Add Subtotal</a>

# Cisco ONE ECS Packages - Ordering

Note that **C1-ECS-IAAS** and **C1-ECS-CMGT** are ready to configure in the right box. **C1-ECS-ITSM** and **C1-ECS-BIGDATA** are found under the **Advanced Applications** link in the left panel. To receive 5% discount on the offers, ECS-IAAS and ECS-CMGT MUST BE SELECTED

BUNDLE CONFIGURATION NAME C1-ECS-M Max. Estimated Lead Time NPH Global Price List in US Dollars (USD)

Set service preferences for this configuration Cancel Done

**Available Components** Unit List Price (USD)

**FOUNDATION FOR CLOUD**

- C1-ECS-IAAS 0.00  
C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS 1 required  
Estimated Lead Time: days
- C1-ECS-CMGT 0.00  
C1 Enterprise Cloud Suite - Cloud Management 1 required  
Estimated Lead Time: days

**ADVANCED APPLICATION**

FOUNDATION FOR CLOUD > 2 Selected (Min 2, Max 2) Key

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
<b>C1-ECS-IAAS</b> <span>ⓘ</span> <span>⚠</span> Add Custom Name   Select Options   Remove Line	0.00	0.00	1	0.00	INVALID
<b>C1-ECS-CMGT</b> <span>ⓘ</span> <span>⚠</span> Add Custom Name   Select Options   Remove Line	0.00	0.00	1	0.00	INVALID

ADVANCED APPLICATION > 0 Selected (Min 0, Max 2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
Add a ADVANCED APPLICATION from the left panel					

**Configuration Summary** All prices shown in USD

Total	0.00
Estimated Lead Time	NPH

Cancel Done



# Cisco ONE ECS Packages - Ordering

Select Options for **C1-ECS-IAAS** and **C1-ECS-CMGT** and configure as previously showed in this guide. Note that when selecting **C1-ECS-IAAS** that a minimum quantity of 8 is required

BUNDLE CONFIGURATION NAME C1-ECS-M Max. Estimated Lead Time NPH Global Price List in US Dollars (USD)

Set service preferences for this configuration Cancel Done



**Available Components** Unit List Price (USD)

**FOUNDATION FOR CLOUD**

- C1-ECS-IAAS 0.00  
C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS 1 required  
Estimated Lead Time: days
- C1-ECS-CMGT 0.00  
C1 Enterprise Cloud Suite - Cloud Management 1 required  
Estimated Lead Time: days

**ADVANCED APPLICATION**

FOUNDATION FOR CLOUD > 2 Selected (Min 2, Max 2) Key

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
<b>C1-ECS-IAAS</b> Add Custom Name   Select Options  Line	0.00	0.00	1	0.00	INVALID
<b>C1-ECS-CMGT</b> Add Custom Name   Select Options  Line	0.00	0.00	1	0.00	INVALID

ADVANCED APPLICATION > 0 Selected (Min 0, Max 2)

Add a ADVANCED APPLICATION from the left panel

**Configuration Summary** All prices shown in USD

Total	0.00
Estimated Lead Time	NPH

Cancel Done

# Cisco ONE ECS Packages - Ordering

Both offers have been configured. **C1-ECS-IAAS** for 16 licenses and for the **C1-ECS-CMGT** Starter Package and the duration is 36 months. At this point you can select **Done** and order this combined offer and benefit from the 5% reduced list price.



Or you can choose to add more ECS offers to save 5% on those as well

BUNDLE CONFIGURATION NAME C1-ECS-M ⓘ Max. Estimated Lead Time 21 days Global Price List in US Dollars (USD)

Set service preferences for this configuration ▾ Cancel Done

Available Components	Unit List Price (USD)
<b>FOUNDATION FOR CLOUD</b>	
⊖ C1-ECS-IAAS C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS <b>1 required</b> Estimated Lead Time: days	0.00
⊖ C1-ECS-CMGT C1 Enterprise Cloud Suite - Cloud Management <b>1 required</b> Estimated Lead Time: days	0.00
<b>ADVANCED APPLICATION</b>	


**FOUNDATION FOR CLOUD > 2 Selected (Min 2, Max 2)** Key ▾

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
<b>C1-ECS-IAAS</b> ⓘ  SA Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line		4,665.45	1	74,647.20	VALID
<b>C1-ECS-CMGT</b> ⓘ  Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line		282,150.00	1	282,150.00	VALID

**ADVANCED APPLICATION > 0 Selected (Min 0, Max 2)**

Add a ADVANCED APPLICATION from the left panel

Configuration Summary	All prices shown in USD
Total	356,797.20
Estimated Lead Time	21 days

Cancel Done 

# Cisco ONE ECS Packages - Ordering

When you select Advanced Applications in the left panel, you will now see **C1-ECS-ITSM** and **C1-ECS-BIGDATA** show. Select one or both to move in the right hand side. In this example we are selecting both offers

Set service preferences for this configuration ▾ Cancel Done

Available Components	Unit List Price (USD)
<b>FOUNDATION FOR CLOUD</b>	
<b>ADVANCED APPLICATION</b>	
<b>C1-ECS-ITSM</b> C1 Enterprise Cloud Suite - IT Service Management Estimated Lead Time: days	0.00
<b>C1-ECS-BIGDATA</b> C1 - ECS - Big Data Automation Estimated Lead Time: days	0.00

FOUNDATION FOR CLOUD > 2 Selected (Min 2, Max 2) Key ▾

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
<b>C1-ECS-IAAS</b> SA Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	4,665.45		1	74,647.20	VALID
<b>C1-ECS-CMGT</b> Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	282,150.00		1	282,150.00	VALID

ADVANCED APPLICATION > 0 Selected (Min 0, Max 2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
---------	-----------------------	---------------------------	-----	---------------------------	--------

Add a ADVANCED APPLICATION from the left panel

**Configuration Summary** All prices shown in USD

Total	356,797.20
Estimated Lead Time	21 days

# Cisco ONE ECS Packages - Ordering

Now all four offers are selected and each will benefit with a 5% reduction in list price. **Select Options** on each of the offers just selected and configure as shown earlier in this guide.

Set service preferences for this configuration Cancel Done

✔ C1-ECS-BIGDATA has been added to the bundle category ADVANCED APPLICATION.

Available Components	Unit List Price (USD)
<b>FOUNDATION FOR CLOUD</b>	
<b>ADVANCED APPLICATION</b>	
C1-ECS-ITSM C1 Enterprise Cloud Suite - IT Service Management Estimated Lead Time: days	0.00
C1-ECS-BIGDATA C1 - ECS - Big Data Automation Estimated Lead Time: days	0.00

FOUNDATION FOR CLOUD > 2 Selected (Min 2, Max 2)						Key
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status	
<b>C1-ECS-IAAS</b> Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	4,665.45		1	74,647.20	VALID	
<b>C1-ECS-CMGT</b> Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	282,150.00		1	282,150.00	VALID	

ADVANCED APPLICATION > 2 Selected (Min 0, Max 2)					
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
<b>C1-ECS-ITSM</b> Add Custom Name   <b>Select Options</b>   Remove Line	0.00		1	0.00	INVALID
<b>C1-ECS-BIGDATA</b> Add Custom Name   <b>Select Options</b>   Remove Line	0.00		1	0.00	INVALID

# Cisco ONE ECS Packages - Ordering

Now all offers have been configured with the same List price duration (required) and list prices have been recalculated by applying a 5% discount. Select **Done** to finish

BUNDLE CONFIGURATION NAME C1-ECS-M | Max. Estimated Lead Time 21 days | Global Price List in US Dollars (USD)

Set service preferences for this configuration Cancel **Done**

**Available Components** Unit List Price (USD)

**FOUNDATION FOR CLOUD**

- C1-ECS-IAAS 0.00  
C1 Enterprise Cloud Suite - Infrastructure Automation & IaaS 1 required  
Estimated Lead Time: days
- C1-ECS-CMGT 0.00  
C1 Enterprise Cloud Suite - Cloud Management 1 required  
Estimated Lead Time: days

**ADVANCED APPLICATION**

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
<b>C1-ECS-IAAS</b> SA Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	4,665.45	4,665.45	1	74,647.20	VALID
<b>C1-ECS-CMGT</b> Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	282,150.00	282,150.00	1	282,150.00	VALID

FOUNDATION FOR CLOUD > 2 Selected (Min 2, Max 2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
<b>C1-ECS-ITSM</b> Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	85,500.00	85,500.00	1	85,500.00	VALID
<b>C1-ECS-BIGDATA</b> Add Custom Name   Edit Options   Edit Services/Subscriptions   Remove Line	769.50	769.50	1	12,312.00	VALID

ADVANCED APPLICATION > 2 Selected (Min 0, Max 2)

**Configuration Summary** All prices shown in USD

Total	454,609.20
Estimated Lead Time	21 days

# Cisco ONE ECS Packages - Ordering


The estimate is finished. Expand to see details




ESTIMATE NAME Estimate\_NN59307636KO (NN59307636KO) [✎](#) Global Price List in US Dollars (USD)

ESTIMATE ID NN59307636KO CREATED BY Peter Alexander CREATED ON 14-Oct-2016

[Set preferences for this estimate](#) ▾

1  [Find Products & Solutions](#) [Actions](#) ▾



<input type="checkbox"/>		Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
		1.0 C1-ECS-M <a href="#">more</a> ⓘ Cisco Enterprise Cloud Suite Bundle Valid as of 14-Oct-2016 09:16:55 PDT <a href="#">Edit Options</a>   <a href="#">Validate</a>   <a href="#">Add Note</a>   <a href="#">More Actions</a> ▾	Not Applicable	454,609.20	<input type="text" value="1"/>	454,609.20	<input type="text" value="0.00"/>	454,609.20

[Add Subtotal](#)

---

Estimate Total		All Prices Shown in USD	
Average Product Discount	0.00%	Product Total	0.00
Average Service Discount	0.00%	Service Total	0.00
Average Subscription Discount	0.00%	Subscription Total	454,609.20
		Total Price	454,609.20

# DRP Exception Process for Cisco One Enterprise Cloud Suite

Peter Alexander  
DC Solution Sales  
October, 2016

# Cisco One Enterprise Cloud Suite Discounting Guidelines

With the introduction of the NEW Cisco ONE Enterprise Cloud Suite offers in October 2016, Cisco also introduced SUBSCRIPTION pricing under a new Market Category offer. The result is a NEW DISCOUNTING structure that requires special attention.

## **C1 ECS Offer Subscription Discounting Structure:**

- 20% Standard Discount
- 10% Promotional Discount (DSA required)
- 10% OIP (Partner registration required)
- 5% Bundle discount for ordering C1-ECS-Infrastructure Automation and C1-ECS-Cloud Management using the C1-ECS-M configuration (discount is automatically applied in CCW)
- Additional discounting requests may be submitted using the DSA process



# Cisco One Enterprise Cloud Suite Discounting Guidelines

The steps on the next few slides are required to request discounts greater than the standard 20% Market Category discount.

- Use these steps to request the additional 10% Promotional Discount
- Use these steps to request discounts beyond 30% (standard + promotional) or 40% (standard + promotional + OIP)

Applies to the following offer PIDs:

- C1-ECS-IAAS
  - C1-ECS-CMGT
  - C1-ECS-ITSM
  - C1-ECS-BIGDATA
  - C1-ECS-M
- 
- Note: Partners registering for OIP in CCW will automatically receive 30% discount (20% standard + 10% OIP)

# Exception Process Overview

## **SCOPE:**

Process for requesting additional discounts (non-standard) above system applied discounts such as Contractual and/or Promotional (ePromo, VIP, SIP..etc) on Discount Restricted Products (DRPs).

## **HIGH LEVEL STEPS:**

**STEP 1:** Field Sales (AM) clicks “Other Non-Standard Terms” in SFDC

**STEP 2:** Select “Other N/S Terms” and enter Justification Text

**STEP 3:** Submit Quote for Approval. Follow up with Regional Commercial Finance Resources.

# Exception Process Steps

## STEP 1:

Field Sales (AM) clicks “Other Non-Standard Terms” in SFDC

The screenshot shows the Salesforce CRM interface for the 'Quotes' page. The navigation bar includes: Home, Leads, Contacts, Accounts, SalesAccountView, Opportunities, **Quotes**, Forecast, MyDealMgr, Bookings, Reports, Dashboards, GSTS, and a plus sign. The page title is 'Taranaki DHB VMWARE'. Below the title, there is a 'Hide Entire Header' link and a note 'All prices shown in USD'. The 'Opportunity Info' section includes: End Customer: CCDHB TA HIQ LTD, Deal ID: 8779390, Opportunity: Taranaki DHB VMWARE (Active), and Non-Standard Status: Not Requested. A note states '0 of 1 Active Quotes are orderable'. The 'Opportunity Total' section shows: Opportunity Total: 284,752.63, Configured Hardware and Software List Total: 653,938.40, Configured Service List Total: 75,959.92, and Special Items List Total: 0.00. A 'Quotes Overview' section shows a progress bar with steps: Build Your Quote (Number of Quote :1), **Qualify and Submit**, Wait for Approval, Enable Ordering, and Ready to Order. Below the progress bar, there is a 'Create a Quote' button and a callout box with the text: 'Click here to request Other Non-Standard Terms' and 'Other Non-Standard Terms have been requested (Remove)'. A yellow callout box points to this link with the text: 'Click on “Click here” to request other Non-Standard Terms'. At the bottom, there is a section for 'Taranaki DHB VMWARE - Quote (Not Submitted)' with a 'Quote ID: 4705849963' and an 'Enable Ordering' button.

# Exception Process Steps

## STEP 2:

Select “Other N/S Terms” and enter justification text in the Comments box.

The screenshot shows a web form titled "Non-Standard Terms" with a grid of checkboxes. A yellow callout box with a black border points to the "Other N/S Terms" checkbox, which is checked and highlighted with a green box. Another yellow callout box points to the "Comments\*" text area, which is also highlighted with a green box and contains the text: "Requesting additional discounts for the following SKU(s): SKUABC - 64% SKUCDF - 70% This is for a large deal and new customer." At the bottom right, there are "Save" and "Save and Continue" buttons.

**Check "Other N/S Terms"**

**Enter Justification Text including SKUs and Requested Discount**

*Requesting additional discounts for the following SKU(s):  
SKUABC - 64%  
SKUCDF - 70%  
This is for a large deal and new customer.*

Save Save and Continue

**NOTE:** Recommended to copy the SKUs from the Quote where the additional discounts are being requested and paste them into the Comments Box. – see next slide for further guidance.

# Exception Process Guidelines

In the comments box, enter the following:


- Enter the SKU and the Discount being requested.
  - For 10% promotional discount enter the following: “Requesting total discount of 30% which is 20% standard discount plus 10% promotional discount”
  - For discounts greater than 30%, be sure to state the reason for the request

# Exception Process Steps

## STEP 3:

Submit Quote for Approval. Follow up with Regional Finance Approvers

Home Leads Contacts Accounts SalesAccountView Opportunities **Quotes** Forecast MyDealMgr Bookings Reports Dashboards GSTS +

[Quotes Overview](#) > Taranaki DHB VMWARE - Quote  **Collaborated: No** ([Collaborate This Quote](#)) [Browser Compatibility](#) | [S](#)

**Taranaki DHB VMWARE**  
Deal ID # 8779390  
Created by Kevin O'Connor on 2012-11-18

**Account Name:** CCDHB TA HQ LTD

**Approval Route:** DEALS DESK

**Non Standard Approvers**




Approval Sequence	Approval Role	Approver
1	Area Service Manager	<input type="text" value="ANDREW FINDLAY"/>
2	UCS Director	<input type="text" value="ANDRE SMIT"/>
3	Operations Director	<input type="text" value="GEOFF LAWRIE"/>

[View Quote Overview](#)

# Cisco AS OFFERS for ECS Packages

# Cisco Advanced Services for ECS

## Value Packages with Modular Ordering Options

	Infrastructure Automation	Cloud Management	IT Service Management	Big Data Management
AS-F Fixed Price	<ul style="list-style-type: none"> <li>UCSD Small &amp; Medium</li> <li>UCS Central</li> <li>VACS</li> </ul>	<ul style="list-style-type: none"> <li>CloudCenter QuickStart </li> <li>CloudCenter Medium </li> </ul>	<ul style="list-style-type: none"> <li>Prime Service Catalog</li> </ul>	
AS-T Custom Transactional	<ul style="list-style-type: none"> <li>ECS / UCSD Advise &amp; Implement</li> </ul>	<ul style="list-style-type: none"> <li>CloudCenter Advanced</li> </ul>	<ul style="list-style-type: none"> <li>Prime Service Catalog Advise &amp; Implement</li> </ul>	<ul style="list-style-type: none"> <li>Big Data Advise &amp; Implement</li> </ul>
AS-S Subscription / Optimization	<ul style="list-style-type: none"> <li>AIM Optimization Automation, Integration &amp; Management </li> </ul>		<ul style="list-style-type: none"> <li>AIM Optimization</li> </ul>	



# Cisco ONE ECS Packages

## Implementation Services

Simply selling or attaching these ECS Offers is not enough. You need to include Cisco AS or Partner Services with your proposals. This helps to ensure customer adoption and stickiness of these solutions and helps to protect against competitive replacement of Cisco infrastructure.

ECS Offer	AS-Fixed Offer	SKU
<b>ECS Cloud Management</b> CloudCenter	CloudCenter Advise and Implement – QuickStart CloudCenter Advise and Implement – Medium	ASF-DCV1-G-CC-QS ASF-DCV1-G-CC-ME
<b>ECS IA &amp; IaaS</b> UCS Director  UCS Central  VACS	AS-F Advise & Implement for UCSD – Small AS-F Advise & Implement for UCSD – Medium AS-F Advise & Implement for UCS Central - Small AS-F Advise & Implement for UCS Central - Medium AS-F Advise & Implement for VACS	ASF-DCV1-G-UCSD-SM ASF-DCV1-G-UCSD-ME ASF-DCV1-G-UCENT-S ASF-DCV1-G-UCENT-M ASF-DCV1-G-VACS
<b>ECS IT Service Management</b> Prime Service Catalog	AS-F Advise & Implement for Prime Service Catalog	ASF-DCV1-G-PSC
<b>ECS Big Data Automation</b> UCS Director Express for Big Data	No AS-Fixed offer available today – use AS-T	
<b>Cloud Automation Strategy Workshop</b>	AS-F Cloud Automation Strategy Workshop	ASF-DCV2-XAAS-WRS

