

# Cisco ONE Enterprise Cloud Suite



## Solution Structure

Q What is new?

A We have changed the structure and licensing for Cisco ONE™ Enterprise Cloud Suite. The new structure consists of four offers: Infrastructure Automation, Cloud Management, Service Management, and Big Data Automation. Licensing is now 100 percent by subscription.

Q Why the change in product structure?

A The new structure of Enterprise Cloud Suite aligns with our customers' journey to hybrid cloud. A modular approach allows customers to purchase the automation they need today and then extend their automation capabilities across a wider range of business functions.

Q Are there new SKUs associated with the four offers? When will these new offers be available for ordering?

A Yes, there are new SKUs associated with each offer. For pricing and ordering information, please contact your Cisco® sales representative or reseller partner.

## Subscription Licensing

Q Why the change to subscription licensing?

A There are a number of reasons for this change.

- Subscriptions better align with the consumption model of cloud services.
- Subscriptions allow customers to move the cost of software from capital budgets to operating budgets, providing greater accounting flexibility.
- Subscriptions usually reduce the entry cost for customers compared to the cost with perpetual licenses.
- Enterprise Cloud Suite modular automation combined with subscription licenses allows customers to purchase only the automation they want to implement today with the ability to grow in the future.

Q Will I be required to move to the new subscription licenses?

A No. However, Cisco will be announcing end-of-sale by the end of the calendar year for the perpetual licenses. Existing customers who want to expand their consumption of the solution will be better served by migrating to the new subscription licenses.

Q What are the migration plans for existing customers?

A Cisco will announce migration plans for existing customers shortly after end-of-sale is announced for the perpetual licenses.

### Deeper Look into Offers

Q What are the four offers for Cisco ONE Enterprise Cloud Suite?

A The four offers are:

- **Infrastructure Automation:** Provides full data center automation across computing, network, storage, and virtualization layers as well as a self-service catalog for direct delivery of infrastructure resources to end users
- **Cloud Management:** Provides single-profile modeling and deployment of applications to approximately 20 data center and private and public cloud environments
- **Service Management:** Reduces service catalog sprawl through a unified portal of IT and non-IT based services deployed to a data center or private or public cloud
- **Big Data Automation:** Delivers single-click deployment and monitoring of Hadoop and Splunk clusters and associated software, providing consistent production environments

Q Are there any dependencies among the four offers?

A No. There are no technology or purchasing dependencies among the new Enterprise Cloud Suite offers. Each can be purchased separately.

Q Why is the new Enterprise Cloud Suite a better choice for customers?

A The four offers represent the layers required for a comprehensive hybrid cloud. Customers have told us that they prefer a modular approach to adopting hybrid cloud instead of deploying all components at once. This approach allows organizations to achieve ROI faster, allows teams to become accustomed to the new processes sooner, and accelerates adoption of hybrid cloud environments in organizations.