

Welcome, we will begin soon.

# Check out our Partner Operational Readiness Hub!

[www.cisco.com/go/thehub](http://www.cisco.com/go/thehub)



A screenshot of the Cisco Partner Operational Readiness Hub website. The page features a dark header with the 'SalesConnect' logo, a search bar, and navigation links for Home, Releases and Announcements, Learning Journey, Live Training Sessions, Black Belt, Programs, and Cisco Automation and Digitization (CAD) Hub. The main content area is titled 'Partner Operational Readiness' and includes a 'Welcome!' message, a search bar, and a calendar. Below these are several content tiles: 'Learning Journey' (a person on a bicycle), 'Releases and Announcements' (a man on a phone), 'Previous Training Resources' (two women at a laptop), 'Black Belt Operations' (a man at a computer), 'Partner Operational Readiness Assessment' (a woman at a computer), and 'Cisco Automation &amp; Digitization Hub Teaser Video'. At the bottom, there is a section titled 'Build your readiness, program by program' with buttons for Buying Programs, Cisco+, Commerce, Customer Experience (CX), Distribution, Licensing and Entitlement, Software as a Service (SaaS), Tric+, and Acquisitions.



Welcome, we will begin soon.

# Check out our Cisco Software Licensing page!

<https://www.cisco.com/c/en/us/buy/licensing.html>

Cisco Software Licensing

## Simplifying your licensing journey

When it comes to Cisco, you have choice in how you purchase, consume, and deploy software.

### Get started with Smart Licensing

Cisco Smart Licensing is a flexible software licensing method that simplifies the way you activate and manage licenses across your organization. Manage your Smart Licenses through your Smart Account.

[Create account](#) [login](#)

#### Highlights

We are delivering more visibility into your entitlements and more consistency across our portfolio and your experience.

[Read the blog >](#)

No registration required. Simply connect your new devices with your subscription out of the box.

[Learn details >](#)

### Flexible licensing options and usage visibility

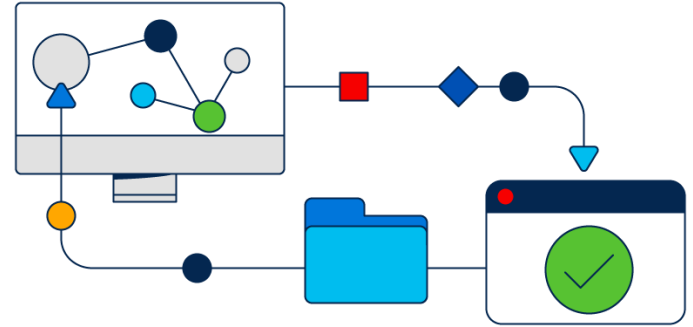


# Licensing 101 Training





(Smart Accounts / Smart Licensing)

Commercial Offers & Licensing Experience (COLx)  
Partner Operations Enablement (POE)

February 2024



# Welcome

-  This session will be recorded
-  Recording and deck will be shared
-  Questions encouraged in the Q&A panel
-  Exit survey feedback welcome

# Agenda

1. POE and COLx website overview
2. About Cisco® Smart Accounts and Smart Licensing
3. Demonstration
  - Create Smart Accounts
  - Requesting Access
  - Create Virtual Accounts
  - Add Users
  - Registration Token
  - Smart License Usage
  - Transfer Licenses
  - Run Reports
4. Open Q&A
5. Resources

# POE and COLx Website Overview



Commerce & Lifecycle Operations



# Partner Operational Readiness Hub

The screenshot shows the Partner Operational Readiness Hub interface. At the top, there is a navigation bar with 'SalesConnect' logo, a search bar, and a 'Site Directory' link. Below the navigation bar, the main header features the title 'Partner Operational Readiness' with a large graphic and a 'Welcome!' message. The interface is divided into several sections: a 'Learning Journey' section with a video thumbnail, a 'Releases and Announcements' section with a video thumbnail, a 'Previous Training Resources' section with a video thumbnail, a 'Black Belt Operations' section with a video thumbnail, a 'Partner Operational Readiness Assessment' section with a video thumbnail, and a 'Cisco Automation & Digitization Hub Teaser Video' section with a video thumbnail. On the right side, there is a 'Search Content' section with a search bar, a 'Mark your calendar' section with a calendar view, and a 'Releases and Announcements' section with a list of updates. At the bottom, there is a 'Build your readiness, program by program' section with a grid of program categories: Buying Programs, Cisco+, Commerce, Customer Experience (CX), Distribution, Licensing and Entitlement, Software as a Service (SaaS), TNC+, and Acquisitions.

1 Releases and Announcements

2 Learning Journey

3 Live Training Sessions

4 Black Belt

5 Programs

6 Cisco Automation and Digitization (CAD) Hub

7 Search Content

<https://cisco.com/go/TheHub>

## 1 Releases and Announcements

Access the latest and past enhancements to our various programs and the Readiness Review archive.

## 2 Learning Journey

Courses designed to help you learn at your own pace about end-to-end key capabilities and processes of Cisco tools and programs.

## 3 Live Training Sessions

Easily register for multiple sessions with a single click and access Previous Training Resources.

## 4 Black Belt

Provides a simplified and uniform role-based education framework across all Cisco architectures and solutions.

## 5 Programs

Access all program pages including Licensing & Entitlements.

## 6 Cisco Automation and Digitization (CAD) Hub

This hub will provide you with an understanding of how our integrated solutions (APIs) can be used to achieve specific business outcomes.

## 7 Search Content

Easily find any type of content within our Hub.



# COLx – Licensing Pages

[Visit Cisco.com Licensing Page](#)

Cisco Software Licensing

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#### Highlights

We are delivering more visibility into your entitlements and more consistency across our portfolio and your experience.

[Read the blog](#)

No registration required. Simply connect your new devices with your subscription out of the box.

[Learn details](#)

- Get started with Smart Licensing and Smart Accounts.
- Accessible to **customers** and **partners**.

[Licensing & Entitlements Page](#)

Home Buying Programs True Forward Smart Licensing and Entitlements Support Resources

Commercial Offers & Licensing Experience Approved Centers Cisco Smart Software Collateral, Training and Support

### Your center for approved Cisco Smart Account, License Management and Entitlement Documentation, Training, and Support

Your customers are at different stages of their Smart Software Licensing Strategy. Over the last decade they have had to manage PAK licensing, Smart Licensing, hybrid situations, On Prem, or a combination of these and other situations. Finding accurate documentation, useful training and immediate support for their journey lets you move on to cutting edge solutions for creating their business outcomes. The documents, training and support presented below are accurate, up-to-date materials for Smart Software Licensing.

[DOCUMENTATION](#) [TRAINING RESOURCES](#) [LICENSING SUPPORT](#) [LICENSING TOOLS](#)

- This site contains the latest information for licensing training, documentation, and support options.
- Accessible to **partners** and **internals**.





# About Cisco® Smart Accounts and Smart Licensing



Commerce & Lifecycle Operations



# Software management is complex industry-wide



**Causing compliance issues  
and low utilization**

Licenses are complex



**Making it hard to optimize  
software spending**

Software management  
requires specialized  
knowledge



**Creating risk and  
increasing cost**

Manual approach is  
error prone, expensive,  
and doesn't scale

**“Software Asset Management is becoming more challenging every year.”**

Roger Williams, Research Director, Gartner. <https://www.gartner.com/smarterwithgartner/prepare-your-it-asset-management-for-2020/>

# Cisco Software Framework

Simplicity – Flexibility – Value

## Software portfolio



Collaboration



Security



IoT



Mobility  
and Video



Network compute and Cloud

## Deployment models

Cloud/Hybrid



On-Premises

Partner/  
SP hosted  
and managed

## Purchase licensing programs



Transactional  
perpetual | **Subscription**



**Flexible**  
Utility | Capacity |  
Advantage licensing  
program



Enterprise and  
Service provider  
**license agreements**

# Cisco Smart Accounts



A Cisco® Customer Smart Account is a customer-managed data repository providing full visibility and access control to Cisco software licenses, entitlements, and product instances across the company.



All Smart License-enabled products must have a Smart Account assigned in CCW, to submit the Order.

The screenshot displays the Cisco Customer Center (CCW) interface for an order. The top navigation bar includes tabs for 'Items', 'Discounts', 'Shipping and Install', 'Billing', and 'Review and Submit'. Below the navigation, there are buttons for 'Check Local Validations', 'Save', and 'Save and Continue'. A red error banner states: 'To identify errors, you can use the Filter options available on this page.' Below this is a search bar with the placeholder text 'Search by Sku, Description and Product Family' and an 'Add' button. A blue information banner reads: 'Please click the checkbox against any/multiple line to review Cisco Refresh Remanufactured options.' The main content area shows a table of order items with columns for 'Remove from Order', 'Validate', 'Edit Services', 'Apply Success Track', 'More', 'Filter By', and 'Show All Items'. The first item is 'Hardware, Software and Services' with a 'P.O. Line Reference' of '1.0'. The second item is 'C9606R-48S-BN-A' with a 'Smart Account' (SA) icon highlighted in a green box. Below the item name, there is a red warning icon and the text 'Valid as of 02-Jun-2023'. A green box highlights the error message: 'End Customer Smart Account Required' and the link 'Assign Smart Account'. Other details for the item include 'Catalyst 9600 Series 6 slot, 1xSup, 1xLC, DNA-A LIC more', '56 days' for the estimated lead time, and '1' for the quantity. At the bottom of the item row, there are links for 'Edit options', 'Change Service/Subscription', 'Validate', 'Add Note', and 'More Actions'.

Smart Accounts are foundational to Smart Licensing

# Customer benefits



**Greater visibility**  
of Cisco® software  
licenses, entitlements,  
and users across  
the organization



**Centralized  
management**  
of software licenses  
and entitlements  
to improve  
asset utilization



**Drive down costs**  
and improve ROI by  
making better  
informed purchase  
and renewal decisions



**Organize** and  
manage by business  
unit, geo or other  
company designation,  
and delegate admin  
duties

Easy | Fast | Free

# Data you get from your Smart Account



## License information

Assets you currently own



## Order information

Asset acquisition details,  
applicable regions



## Consumption information

Reports on devices that are  
currently leveraging assets

# Setting up your Smart Account

Users, Virtual Accounts, other settings



Organize software licenses using Virtual Accounts

Virtual Accounts can be set up by business unit, product, geography or any other destination – you decide what works best for your organization

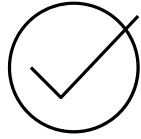
**The result:** Better utilization and more efficient planning

# Smart and Virtual Account User Roles



## Smart Account Administrator

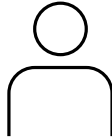
Edit Smart Account properties, add and edit users and Virtual Accounts, view event logs, and manage licenses for the entire Smart Account.



## Smart Account Approver

Edit Smart Account properties, view all users, and view event logs. Approvers cannot manage licenses.

**Note:** This role is used less and less, as Admin and User roles are more preferred.



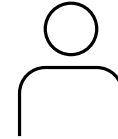
## Smart Account User

Access all Virtual Accounts and perform licensing activities but cannot create new Virtual Accounts or manage users.



## Virtual Account Administrator

Add and edit users to assigned Virtual Accounts, view event logs for assigned Virtual Accounts, view account agreements, and manage licenses for the assigned Virtual Accounts.



## Virtual Account User

Manage licensing for Virtual Accounts they are assigned to, but they cannot add new users.



## Smart / Virtual Account Viewer

Access the Licensing tools and view the content or data but may not have the ability to add, delete, transact or modify.



# Poll



Commerce & Lifecycle Operations



# Poll

Q1: All Smart License enabled products must have a Smart Account assigned to be able to submit the Order in CCW.

A. True

B. False

# Poll

Q1: All Smart License enabled products must have a Smart Account assigned to be able to submit the Order in CCW.

A. True

B. False

# Poll

Q2: What data can you get from a Smart Account?

- A. License information
- B. Order information
- C. Consumption information
- D. All of the above

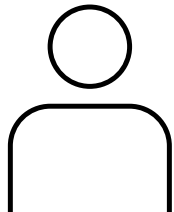
# Poll

Q2: What data can you get from a Smart Account?

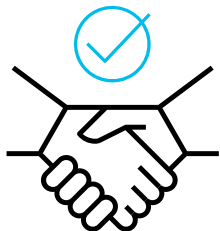
- A. License information
- B. Order information
- C. Consumption information
- D. All of the above

# Partner Holding Account Questions

What's the difference between a Customer Smart Account and a Partner Holding Account?



A **Customer Smart Account** - Is where licenses are **deposited for Customers to access and consume**, it serves as the repository for all Smart Licensing enabled Cisco assets. All Customers **need to create** a “Customer Smart Account” for their own licenses.



A **Partner Holding Account** - Partners or Resellers **store Smart enabled products temporarily**, before depositing them into an end customer Smart Account.

It is recommended that **partners deposit licenses directly into the Customer Smart Account** because licenses **can only be consumed** in the Customer Smart Account.

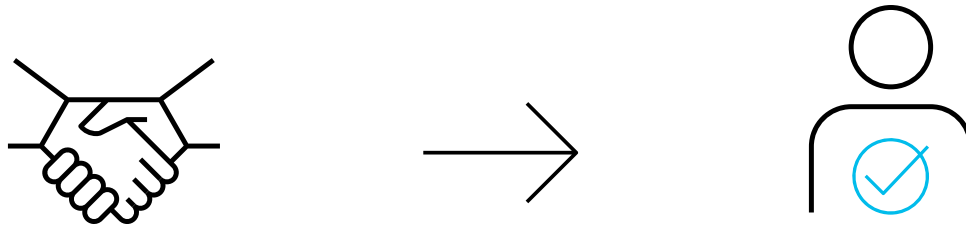
The key distinguisher between the two is that Licenses can only be consumed in the Customer Smart Account, not a Partner Holding Account

# Partner Holding Account Questions

Can a Partner have a Customer Smart Account?

Partners who will be **ordering/consuming** licenses for **themselves** will also **need a Customer Smart Account**.

Partners may also have the additional role of helping manage their Customer's Smart Account.



# Partner Holding Account Questions

Can a Partner have access to a Customer Smart Account and Virtual Accounts?

User roles that can be assigned to a Partner from a Customer's SA Admin:

Smart  
Account  
Admin

Virtual  
Account  
Admin

Smart  
Account  
User

Virtual  
Account  
User

Smart / Virtual  
Account  
Viewer

By **authorizing access to Partner Users** in their Smart Account, **Customers implicitly acknowledge** that it will enable Partners to **access all the information within the Smart Account** that includes Licenses, Devices and so on.

The Customer is responsible for all the actions performed by their Partners which includes any licensing transactions as well.



# Partner Holding Account Questions

## Can a Partner have access to a Customer Smart Account and Virtual Accounts?

Role	Access Level	Select this when...
<b>Smart Account Administrator</b>	Partners can view and manage license inventory for the entire Smart Account and can also perform Account management activities.	You can select this option if only one Partner will be managing your entire Smart Account, and if the Partner needs to manage Users and Virtual Accounts on your behalf.
<b>Virtual Account Administrator</b>	Partners can view and manage licenses only in specific Virtual Account(s) for which they have been granted access. Partners can also manage Users in the assigned Virtual Account(s).	You can select this option if the Partner will be managing licenses in specific Virtual Account(s) but not within all the Virtual Accounts. Please note that the Partner will also be able to manage Users for the assigned Virtual Account(s).
<b>Smart Account User</b>	Partners can view and manage license inventory for the entire Smart Account.	You can select this option if the Partner will be managing your entire Smart Account, but you would like to keep control over the Account management activities (adding/ deleting Virtual Accounts and User management).
<b>Virtual Account User</b>	Partners can view and manage license inventory for assigned Virtual Account(s).	You can select this option if the Partner will be managing licenses within a particular Virtual Account, but you would like to keep control over adding or deleting Users within that Virtual Account.
<b>Smart / Virtual Account Viewer</b>	Partners can view the content or data but may not have the ability to add, delete, transact or modify.	You can select this option if the Partner will only need the ability to view the data and contents associated with a Smart or Virtual Account, as they will not be able to perform any transactions.

# Partner Holding Account Questions

Where can a Partner manage a Customer Smart Account?

## Cisco Software Central

Access everything you need to activate and manage your Cisco Smart Licenses.

### Download and manage

software.cisco.com

Smart Software Manager	Download and Upgrade	Traditional Licenses
Track and manage your licenses. Convert traditional licenses to Smart Licenses. <a href="#">Manage licenses &gt;</a>	Download new software or updates to your current software. <a href="#">Access downloads &gt;</a>	Generate and manage PAK-based and other device licenses, including demo licenses. <a href="#">Access LRP &gt;</a>
Manage Smart Account Update your profile information and manage users. <a href="#">Manage account &gt;</a>	EA Workspace Generate and manage licenses purchased through a Cisco Enterprise Agreement. <a href="#">Access EA Workspace &gt;</a>	Manage Entitlements eDelivery, version upgrade, and more management functionality is now available in our new portal. <a href="#">Access MCE &gt;</a>



# Cisco Software Licensing

## Traditional Licensing (PAK)



### Physical/Electronic delivery

Causes confusion



### PAK registration

Manually register each device



### Device-specific

Licenses are limited to only one device



### Locked

Licenses were node locked



### Limited view

Difficult to know what you own



## Smart Licensing (SL)



### Digital fulfillment

Automatic license provisioning



### Easy registration

No PAKs, easy activation, and ready to use



### Company-specific

Flexible licensing to use across devices



### Unlocked

Add users and licenses as needed



### Complete view

Software, services, and devices

# Types of Cisco Software Licenses and tools

Smart Accounts are used to establish your account, and to set up Virtual Accounts, users, groups and access levels

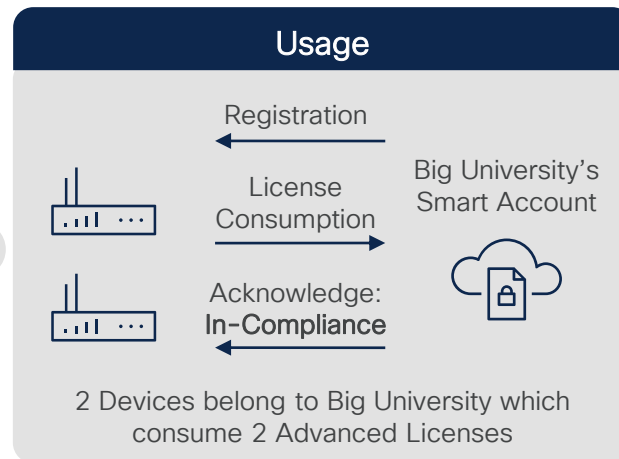
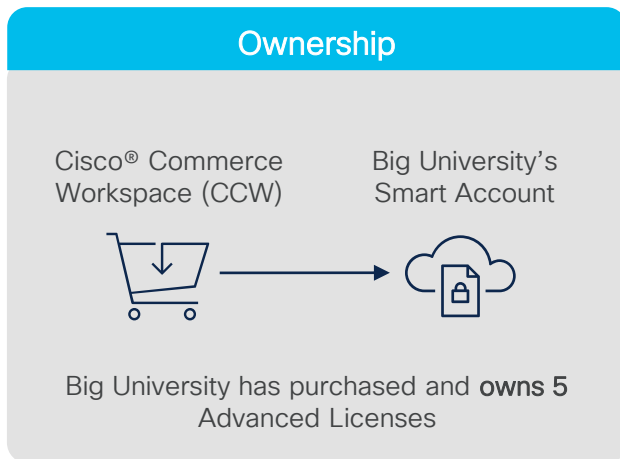
Type of license	PAK Licenses	Smart, SLP and/or Hybrid licenses	RTU Licenses
Use this tool	License registration portal	CSSM/My Cisco® Entitlements	Customer system
To do this	<ul style="list-style-type: none"><li>• Generate license</li><li>• Port licenses</li><li>• Convert PAK to smart</li><li>• Reassign to different Virtual Accounts/user/device/access</li></ul>	<ul style="list-style-type: none"><li>• Generate token</li><li>• Convert hybrid to smart</li><li>• Reassign to different Virtual Accounts/users/device/access</li><li>• Portability and node lock</li></ul>	<ul style="list-style-type: none"><li>• Locally managed, honor-based software license on customer system</li></ul>

Activate Smart Account or CSSM by following our [Quick Start Guide](#)

# Smart Licensing and Smart Accounts

## Example scenario

1. The Customer is Big University
2. Big U has set up their Smart Account
3. In CCW they purchased 5 Advanced Licenses
4. Licenses are deposited into their Smart Account
5. Big U is currently using 2 licenses on their devices
6. 3 Licenses are still available to be used
7. They are in compliance



## Big university is in software compliance

Big University owns 5 licenses.....	+5
2 licenses are being consumed.....	(-2)
Licenses available to be used.....	+3

# Smart Licensing/Smart Licensing Using Policy (SLP)

## Benefits

- No Day 0 Friction
- No Eval Mode
- Less Cisco Connectivity
- Supports Closed Networks
- Maintains Regulatory Compliance

## Smart Licensing

- Day 0 registration **is** required
- **Mandatory** evaluation mode
- **Regular** interval Licenses reporting
- Acquire before use model
- Permanent License Registration (PLR)/ Specific License Registration (SLR) for off-line customers



## Smart Licensing using Policy (SLP)

- Day 0 registration **not** required
- **Eliminates** evaluation mode
- Usage reports are stored on the device and **reported later**
- Acquire before use **only for export** control Licenses
- No PLR/SLR required due to flexible policy model

The Smart Licensing using Policy is an evolved version of Smart Licensing Starting with IOS-XE 17.3.2 and 17.4.1 all products running these versions or higher will support Smart Licensing using Policy

# Converting existing assets to Smart Licensing



## PAK Conversion

Convertible unfulfilled PAKs (classic) **unassociated with a device** in your Smart Account directly to Smart Licenses



## Device Conversion

Convertible classic licenses (PAK-based) **associated with a device** in your Smart Account to Smart Licenses



## Device-led Conversion

Classic/Perpetual right to use (RTU) licenses to Smart Licenses automatically, **upon device registration** to your Smart Account

Detailed prerequisites and steps provided in back up slides

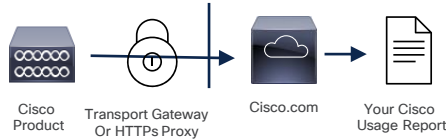
# Smart Licensing Deployment Methods - Connected

←-----→ Easier to Use



## Direct cloud access

Cisco product sends usage information directly over the internet, no additional components needed.



## Direct cloud access through an HTTPs proxy

Cisco Products send usage information over the internet via a Proxy Server-Smart Call Home Transport Gateway (Free VM Download) or off-the-shelf Proxy (such as Apache).



## Mediated access through an on-premise collector

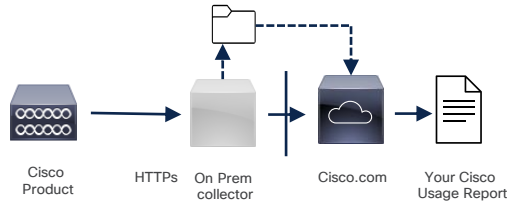
Cisco Products send usage information to a local connected collector, which acts as a local license authority. Periodically, an exchange of information will be performed to keep the databases in sync.

Increased Security →-----→



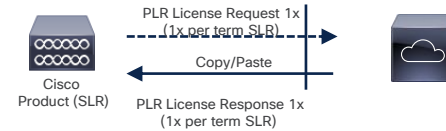
# Smart Licensing Deployment Methods - Disconnected

←-----→ Easier to Use



## Mediated access through an on-premise collector – optional disconnected

Cisco Products send usage information to a local disconnected collector, which acts as a local license authority. Once a month, an exchange of synchronization information will be performed either connected or disconnected to keep the databases in sync.



## License Reservation: (PLR/SLR)

Designed for highly secure intelligence and military environments where communications with outside is difficult. Products will operate normally without regular communication to CSSM.

Increased Security →-----→

# Smart Account best practices



Create Virtual Accounts to organize and assign your licenses and devices.



Avoid creating multiple Smart Accounts for your company as you can't transfer licenses and devices between them.



If no customer Smart Account, then assign the end customer email to a deal or quote and create a customer Smart Account.



While ordering, always select the customer Smart Account or default partner holding account and assign to a specific Virtual Account.



Assign the end customer Smart Account to a deal or quote so that licenses get provisioned.

Licenses can be consumed only in a customer Smart Account

# Poll



Commerce & Lifecycle Operations



# Poll

Q3: Role-based user access is applied at the Smart and Virtual Account Levels?

A. True

B. False

# Poll

Q3: Role-based user access is applied at the Smart and Virtual Account Levels?

A. True

B. False

# Poll

Q4: Virtual Account administrators can add or edit users in \_\_\_\_\_.

- A. Smart Account
- B. Assigned Virtual Accounts
- C. All Virtual Accounts
- D. All of the above

# Poll

Q4: Virtual Account administrators can add or edit users in \_\_\_\_\_.

- A. Smart Account
- B. Assigned Virtual Accounts
- C. All Virtual Accounts
- D. All of the above

# Demonstration



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# Demonstration



Create Smart  
Accounts



Request access  
to existing



Create Virtual  
Accounts



Add users



Registration token



Smart License usage



Transfer licenses



Run reports

# Poll



Commerce & Lifecycle Operations



# Poll

Q5: How many Virtual Accounts can be created under one Smart Account?

A. 2

B. 1

C. 5

D. Many

# Poll

Q5: How many Virtual Accounts can be created under one Smart Account?

A. 2

B. 1

C. 5

D. Many

# Poll

Q6: Virtual Accounts can be set to Public or Private Access Level?

A. True

B. False

# Poll

Q6: Virtual Accounts can be set to Public or Private Access Level?

A. True

B. False

# Resources



Commerce & Lifecycle Operations



# Resources



## Hardware support

<https://www.cisco.com/c/en/us/support/web/tsd-cisco-worldwide-contacts.html>



## Licensing support

How to complete over 70 common licensing transactions with step-by-step instructions, 2-minute videos, Guide Me, or open a case. <https://www.cisco.com/go/scm>. Click [here](#) to learn more!



## Smart Licensing training and documents

Access [Smart Licensing & Entitlements](#) homepage  
Access [live training here](#)  
Access a [comprehensive list of training documents here](#)  
Access [Get Smart with Smart Training](#)  
Access [Smart Licensing and Accounts FAQ](#)



# Q&A



Commerce & Lifecycle Operations





The bridge to possible



Commerce & Lifecycle Operations

# Back Up Slides



Commerce & Lifecycle Operations



# Summary of license conversion processes

## PAK conversion

### Conversion modes

Through LRP  
(License Registration  
Portal)

### Prerequisites

- Device has convertible licenses present on it.
- Device is tagged to the SA, VA.

### Summarized steps

1. Log on to the LRP portal using the link: <https://software.cisco.com/software/swift/lrp/>
2. Select the correct VA where the PAK is located.
3. Select the PAK which needs to be converted to smart entitlement.
4. From the PAK context option, select "Convert to Smart Licensing."
5. Select SKUs under PAK and quantity of Licenses to be converted and Submit.
6. Licenses are converted to smart entitlements; Success message is shown.
7. Entitlements available on CSSM under selected Smart and Virtual Account.

Through CSSM  
(Cisco® Smart  
Software Manager)

- PAK should not be fulfilled.
- PAK should be tagged to the SA, VA.
- PAK should have convertible licenses entitlement.
- CSSM convert to Smart Licensing tab should have synced with the latest PAK info.

1. Log on to the CSSM portal and select the following tabs: **software.cisco.com** > Manage licenses > Convert to Smart license tab.
2. Go to Convert PAKs tab.
3. Assigned PAKs will show up on the CSSM portal. Click Convert to Smart License.
4. Select SKUs under PAK and quantity of Licenses to be converted.
5. Review and confirm.
6. Once converted to Smart Entitlement, the old classic licenses will be invalidated.

# Summary of license conversion processes

## Device conversion

### Conversion modes

Through LRP

### Prerequisites

- PAK should not be fulfilled.
- PAK should be tagged to the SA, VA
- PAK should have convertible licenses entitlement

### Summarized steps

1. Log on to the LRP portal using the link: <https://software.cisco.com/software/swift/lrp/>.
2. Select the correct VA where the device is located.
3. Go to Device tab. Locate the device to be migrated (please filter using PLM UUID/UDI SN/MAC address/Host ID etc.).
4. Select the device where the classical licenses needs to be converted to Smart entitlements.
5. From the context option, select “Convert licenses to Smart Licensing” option.
6. Select SKU and quantity of Licenses to be converted.
7. Review, Confirm, and click Submit.
8. Once the licenses are fully converted, the device will be removed from LRP.
9. Confirmation message will be shown once the licenses are converted.
10. The entitlements will now be available on Cisco® Smart Software Manager (CSSM) under selected Smart and Virtual Account.

Through CSSM

- Device has convertible licenses present on it.
- Device is tagged to the SA, VA.
- CSSM convert to Smart Licensing tab should have synced with the latest device info.

1. Log on to the CSSM portal and select the following tabs: [software.cisco.com](https://software.cisco.com) > Manage licenses > Convert to Smart license tab.
2. Go to Convert Licenses tab.
3. Assigned Device will show up on the CSSM Portal. The CSSM portal will be refreshed every 1 hour. If the assigned device is not visible in CSSM, please recheck after an hour.
4. Go to Convert Licenses tab and click Use License Conversion wizard or select the device from the list.
5. Click Convert to Smart License.
6. Select SKU and quantity of Licenses to be converted.
7. Review, Confirm, and click Submit.

# Summary of license conversion processes

## DLC conversion

### Conversion modes

Through DLC  
(Device-Led  
Conversion)

### Prerequisites

- Device has convertible licenses present on it.
- Device should support DLC process
- Device-Led Conversion to Smart Licensing should be enabled in CSSM (Log in to CSSM from <https://software.cisco.com/#> > Click the Convert to Smart Licensing tab. > Click the Conversion Settings tab and check this option).
- Device is updated to the correct IOS version (Check product related documentation for details).
- You have registered your device in CSSM.
- You have configured the Layer 3 connectivity to the CSSM On-prem. (Only in case of On-prem).

### Summarized steps

1. Register device to Smart Account.
2. Execute **License smart conversion start** command on CLI to directly deposit existing Perpetual licenses into Smart Account.
3. Device will send the migration data to the CSSM. The CSSM will then take time to convert the licenses and deposit them into your account.
4. Following Start of DLC process, devices establishes communication with CSSM, and process cannot be interrupted. However, in case communication breakdown and to cancel current attempt, use **“license smart conversion stop.”**
5. Going back to Inventory -> Licenses on CSSM , you should see the count for your perpetual type license automatically increment by 1 for each device that you converted.