Cisco Security Promotional Bundles

Ordering Guide

August 2016

Contents

1. Introduction

1.1 Purpose, Audience, and Scope

This document describes the pricing, packaging structure, and ordering process for Cisco® Security Promotional Bundles.

Audience: This guide is for Cisco sales staff and specialized channel partners.

Scope: This ordering guide describes pricing and ordering for the following program.

Cisco Security Promotional Bundles

1.2 Ordering and Quoting Tools

Cisco Commerce provides a Deals and Quotes application that enables specialized channel partners and customers to build a system quote with:

- Solutions, products, required modules, and software
- Automatically derived services based on products and the installation site location
- Customized Cisco Capital® leasing options, where available
- Design documentation

For additional information about Cisco Commerce, go to: https://apps.cisco.com/Commerce/home.

Cisco Commerce provides several helpful tools. You can estimate, configure, and order solutions. You can view lead times and price lists under a variety of service contract terms for each selection. You can also track your order.

The following programs and applications are supported in the Estimates and Configurations tool:

- Cisco Security Promotional Bundles

The **Cisco Service Contract Center** makes it easy for Cisco service sales teams and partners to manage and grow their service business profitably. With this integrated solution you can:

- Quote and book your service orders and manage your contracts and renewals simply and easily
- Spend less time solving administrative problems, searching for opportunities, and creating quotes
- Spend more time growing your business using data you can trust; you don't need to spend time fixing or verifying data
- Create and manage your contracts

Here is the link: http://wwwin.cisco.com/CustAdv/globalops/wwsso/service.shtml

1.3 Orderability and First Customer Shipment (FCS)

The following bundles are scheduled to be available on July 2016:

- Cisco Security Promotional Bundles Major Line Bundles

The projected first customer shipment (FCS) date is July 2016.

2. Ordering the Cisco Security Promotional Bundles

The Cisco Security Promotional Bundles are a convenient way to purchase prepackaged hardware and software licenses that cater to the specific security needs of our customers.

The goal of this promotion is to promote an architecture-driven approach to security deployments through attractive volume pricing.

2.1 Bundles

Table 1 outlines the orderable major line bundle (MLB) SKUs for the Cisco Security Promotional Bundles. The bundles cater to different maximum user counts and have an option to include redundancy. There are also flavors with and without Cloud Email Security. The SKUs are named according to the following format:

Table 1.   Security Promotional Bundles MLB SKUs

Part Number	Description
SEC6K-100	SEC6K 100 User Promo Bundle
SEC6K-250	SEC6K 250 User Promo Bundle
SEC6K-500	SEC6K 500 User Promo Bundle
SEC6K-1000	SEC6K 1000 User Promo Bundle
SEC6K-2000	SEC6K 2000 User Promo Bundle
SEC6K-100-R	SEC6K 100 User Promo Bundle with Redundancy
SEC6K-250-R	SEC6K 250 User Promo Bundle with Redundancy
SEC6K-500-R	SEC6K 500 User Promo Bundle with Redundancy
SEC6K-1000-R	SEC6K 1000 User Promo Bundle with Redundancy
SEC6K-2000-R	SEC6K 2000 User Promo Bundle with Redundancy
SEC6K-100-EMAIL	SEC6K 100 User Promo Bundle with Email
SEC6K-250-EMAIL	SEC6K 250 User Promo Bundle with Email
SEC6K-500-EMAIL	SEC6K 500 User Promo Bundle with Email
SEC6K-1000-EMAIL	SEC6K 1000 User Promo Bundle with Email
SEC6K-2000-EMAIL	SEC6K 2000 User Promo Bundle with Email
SEC6K-100-EMAIL-R	SEC6K 100 User Promo Bundle with Email and Redundancy
SEC6K-250-EMAIL-R	SEC6K 250 User Promo Bundle with Email and Redundancy
SEC6K-500-EMAIL-R	SEC6K 500 User Promo Bundle with Email and Redundancy
SEC6K-1000-EMAIL-R	SEC6K 1000 User Promo Bundle with Email and Redundancy
SEC6K-2000-EMAIL-R	SEC6K 2000 User Promo Bundle with Email and Redundancy

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The Security Promotional Bundles contain the following products:

- Cisco Adaptive Security Appliance hardware
- Cisco FirePOWER IPS, Advanced Malware Protection (AMP), and URL Filtering subscription license
- Advanced Malware Protection for Endpoints subscription license
- Cisco Firepower Management Center (VMware)
- Cisco AnyConnect® Apex subscription license
- Cisco Cloud Email Security Premium license (optional)

The maximum AnyConnect Apex, and Cloud Email license count is the same as the number of users indicated in the MLB SKU. The maximum AMP for Endpoints count is 3X the number of users indicated in the MLB SKU.

2.2 Ordering Rules

1. The following technologies come standard in all promotional bundles:
    a. Cisco Adaptive Security Appliance hardware
    b. Cisco FirePOWER IPS, AMP, and URL Filtering subscription license
    c. Advanced Malware Protection for Endpoints subscription license
    d. Cisco Firepower Management Center (VMware) license for 2 devices
    e. Cisco AnyConnect Apex subscription license

2. Customers interested in adding two hardware devices need to select the bundles that have "Redundancy." They are denoted by MLBs with an "-R" at the end of the SKU.

3. Customers interested in Cloud Email Security need to select MLBs that have "EMAIL" in their SKU.

4. Select 1,3 or 5 year license.

5. All subscription license terms within one bundle must to match.
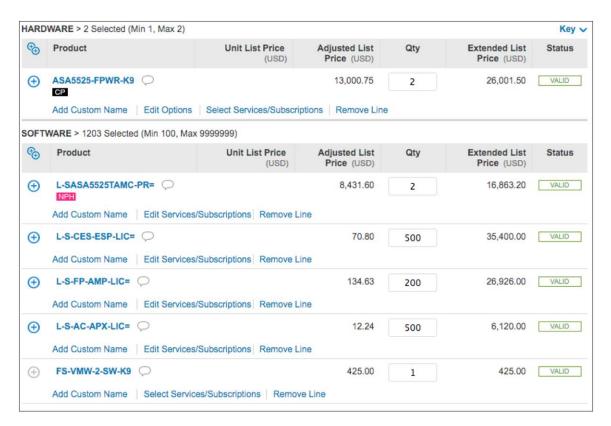
3. Cisco Ordering Tools

3.1 Cisco Tools for Quoting and Ordering

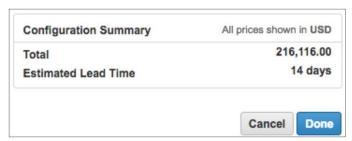Cisco SEC6K bundles must be ordered on [Cisco Commerce](#) by following the steps below:

1. Choose an appropriate major line bundle (MLB) SKU from Table 1. Take into consideration the maximum user count and the optional Cloud Email Security and Redundancy. The example shown below is an MLB bundle for 1000 users that includes Cloud Email Security and two ASA hardware devices.

| SEC6K-1000-EMAIL-R | 1 | Add | Find Products & Solutions | Actions ∨ |

2. Click Select Options to configure the bundle.

3. The bundle will populate with the minimum configuration of license counts.

4. Select 1,3 or 5 year license.

5. All subscription license terms within one bundle must to match.

HARDWARE > 2 Selected (Min 1, Max 2)					Key ⌄
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
⊕ ASA5525-FPWR-K9 💬 **CP** Add Custom Name | Edit Options | Select Services/Subscriptions | Remove Line		13,000.75	2	26,001.50	VALID

SOFTWARE > 1203 Selected (Min 100, Max 9999999)					
Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
⊕ L-SASA5525TAMC-PR= 💬 **NPH** Add Custom Name | Edit Services/Subscriptions | Remove Line		8,431.60	2	16,863.20	VALID
⊕ L-S-CES-ESP-LIC= 💬 Add Custom Name | Edit Services/Subscriptions | Remove Line		70.80	500	35,400.00	VALID
⊕ L-S-FP-AMP-LIC= 💬 Add Custom Name | Edit Services/Subscriptions | Remove Line		134.63	200	26,926.00	VALID
⊕ L-S-AC-APX-LIC= 💬 Add Custom Name | Edit Services/Subscriptions | Remove Line		12.24	500	6,120.00	VALID
⊕ FS-VMW-2-SW-K9 💬 Add Custom Name | Select Services/Subscriptions | Remove Line		425.00	1	425.00	VALID

6. The counts for the Cloud Email Security, AMP for Endpoints, and AnyConnect can be increased if needed. The rest of the counts are fixed. The counts for AnyConnect and Cloud Email Security can be up to the MLB's maximum count. The count for Cisco's Advanced Malware Protection for Endpoints can be up to 3X the MLB's maximum count.

7. Click **Done** to validate the configuration and complete the transaction.

Configuration Summary	All prices shown in USD
Total	216,116.00
Estimated Lead Time	14 days
	Cancel **Done**

4. Cisco Capital Financing

The significant benefits offered by the Cisco Promotional Bundles make it the natural choice for businesses that are looking at multitechnology security deployments. As with any technology investment, the question is the affordability of the new system. The answer is Cisco Capital financing. We can give customers the financing solution that works best for them. It can be flexible repayments to match expenditures with benefits and to mitigate cash flow issues, or an operating lease to avoid capital expenditures.

Cisco Capital financing can help reduce or even remove the barriers preventing organizations from obtaining the technology they need. Our programs help customers and partners:

- Achieve business objectives

- Accelerate growth

- Acquire technology to match current strategies and future needs

- Remain competitive

Cisco Capital financing also helps your customers achieve goals such as optimizing investment dollars, turning CapEx into OpEx, and managing cash flow. And there's just one predictable payment. We operate in more than 100 countries, so regardless of location, customers and partners have access to a trusted means to buy Cisco products and services. Learn more.

For more information about Cisco Capital financing, visit:

- For channel partners: http://www.ciscocapital.com

- For Cisco sales staff: http://wwwin.cisco.com/FinAdm/csc/

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