

THERE ARE LOTS OF ADVANTAGES TO SELLING CISCO THROUGH INGRAM MICRO.

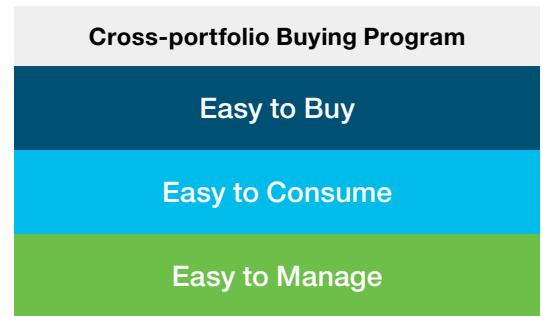
CISCO ARCHITECTURE. A LEVEL UP.

It's never been easier or more simplified to sell Cisco through Ingram Micro. We found ways to simplify everything, including licensing management and vendor consolidation.

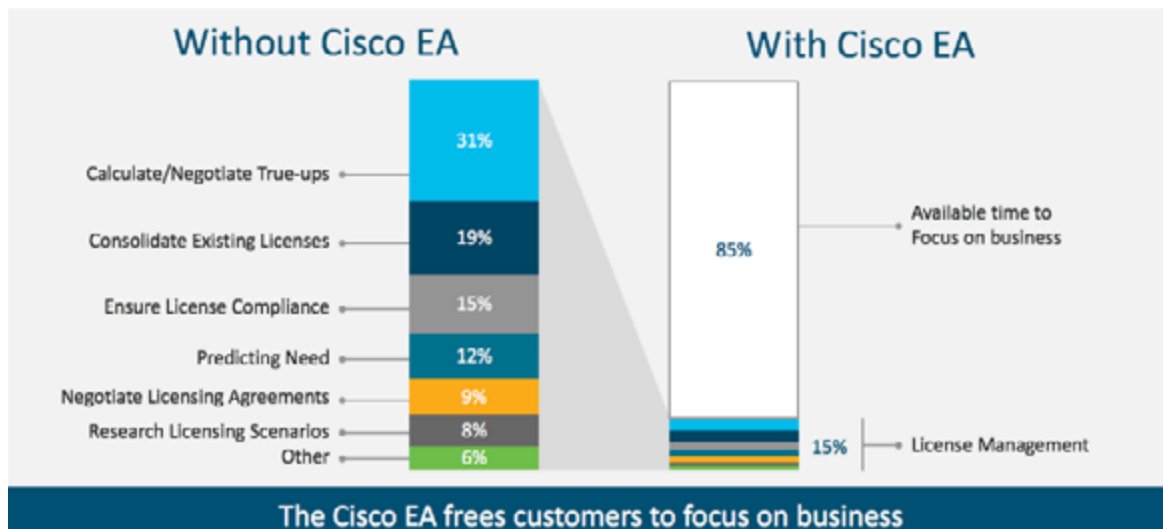
WHAT IF THERE WAS AN EASIER WAY?



CISCO ENTERPRISE AGREEMENT



CISCO EA REDUCES CUSTOMER LICENSING COMPLEXITY ESG Analyst Study



EA (ENTERPRISE AGREEMENTS) SUITE OPTIONS

Enrolling in our Data Center is easy. In fact, with lower financial requirements, two-suite minimum and a simple login, growing your business has never been easier.

Data Center Enrollments for Cisco EA

Data Center						AppDynamics ⁴	Security Choice ⁴
ACI/NX-OS¹	Hyperflex¹	Intersight Advantage	CloudCenter Suite	Container Platform	Workload Optimization	APPDYNAMICS	Tetration or TaaS
ACI Premier (includes ACI/NX-OS Advantage) Network Assurance Engine Network Insight	HX Premier (includes HX Advantage) (equivalent to transactional HX Enterprise) Advanced Data Protection Application Acceleration	N/A	CloudCenter Suite Premier (includes CC Advantage) Action Orchestrator (Premier Adapters, Adapter SDK) Workload Manager (CI/CD Project Board, ITSM Extension-ServiceNow)	N/A	N/A	Requirements	
ACI Advantage	HX Advantage (equivalent to transactional HX Standard)	Intersight Advantage	CloudCenter Suite Advantage	Container Platform	CWOM Advantage	Customer Benefits for Enrollment	
NX-OS VPN Fabric License Enterprise LAN Streaming Telemetry DCNM-LAN Network Services	ACI Multi-Site ACI Multi-POD Streaming Telemetry ACI Base License PTP/Cisco Netflow	Intersight Advantage UCS Director UCS Central IMC Supervisor	Cost Optimizer (Cost Reporting, Aggregation and Remediation) Action Orchestrator (Essentials and Advantage Adapters, 3rd Party Import) Workload Manager (VM/Container Mgmt, Policies & Governance, Consumption Reports, Application Service Mgmt, Multi-tier Application Profile, Infrastructure Automation, ACI Extension)	Container as a Service K8s Lifecycle Management Hybrid Cloud Optimized Container Networking Industry Integrated (Istio, Open Service Broker) HX & UCS Integrated	Workload Optimization Automated Scaling Automated Placement Automated Compute-Fabric Actions Cloud-native support SLA Adherence	EA Benefits	
						<ul style="list-style-type: none"> Annual payments True Forward (No retroactive billing) Co-termination Price protection (NTE) Single EA Workspace 	
						Multi-suite discounting	
						5% 2 Suites*	
						10% 3 Suites	
						15% 4 Suites	
						18% 5 Suites	
						20% 6+ Suites	
						*Must include ACI or HX	
						Requirements	
						<ol style="list-style-type: none"> Minimum TCV: \$100K net after discount and credits Minimum Suites: Any 2 suites² Coverage: <ul style="list-style-type: none"> Enterprise-wide for ACI and Hyperflex App-specific minimum TCV commitment for other suites <p>1. Enterprise Wide Coverage requirements apply 2. Customers who have purchased or are purchasing other enrollments can waive the 2 suite minimum 3. Does not count toward 2 suite minimum 4. Signed under their own respective agreements but counts towards the multi-suite discount</p>	

ENTERPRISE AGREEMENT AUTHORIZATION REQUIREMENTS

Enterprise Agreements with Data Center have never been easier.

EA Data Center	
ACI and Hyperflex	COMCERT AND (Advanced Data Center Architecture Specialization (DCAS) OR Global Gold)
Cloud - Intersight, Tetration, CloudCenter, Container Platform, Workload Optimization	Integrator for Cisco ONE ECS (INT-ONEECS) OR Advanced Data Center Architecture Specialization (DCAS) OR Global Gold

Level up your Cisco business with our Data Center solution sales specialist:



Elisabeth Hauser
Solution Sales Specialist II
elisabeth.hauser@ingrammicro.com
(800) 456-8000, ext. 66913



A LEVEL UP.