



Cisco Developer Network Discount Guidelines - Not-for-Resale (NFR)

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Introduction

The CDN Discount Purchase Program enables Cisco Developer Network participants to purchase not-for-resale (NFR) Cisco hardware and software at 70% to 80% discount, depending on location (off list price) for use in their labs and demonstrations (non-production environments) only.

The CDN Discount Guidelines provide a description of the program, terms and conditions. If you have any questions about the CDN Discount, please contact the program office at cisco-developer-network@cisco.com.

Definitions

1. **Cisco Commerce Workspace Tool** (“CCW”): The Cisco website at which CDN Partners register for NFR and submit all required information. The CCW website is located at: <http://apps.cisco.com/ICW/PDR/home.do>
2. **GPL**: The Cisco Global Price List <https://tools.cisco.com/qt/pricing/MainServlet>
 - a. **GPT**: Cisco Global Pricing Tool- Search engine within the Cisco Global Price List
3. **Product**: Cisco Hardware, Software, and Documentation, as defined GPL.
4. **Term**: Cisco’s Fiscal Year (August 1 through July 31). CDN Partner may purchase a limited quantity of Products and Services under the Program during each Term.

Availability, Discount Levels, and Fiscal Year Limits

- The program is currently available in United States, LATAM, Canada and EMEA, for orders placed solely through a Cisco Distributor Partner
- Limits are based on list price before the discount and Cisco's fiscal year beginning in August and ending in July. These limits apply per participant, regardless of the number of participant locations or affiliates. Cisco will reject any order that causes the participant to exceed this limit.
- Purchases must be made through a Cisco Distributor Partner (i.e. Comstor, Ingram Micro, or Tech Data in the United States). To find a Cisco Distributor Partner in your country, please refer to the Cisco Distributor Locator tool at <http://tools.cisco.com/WWChannels/LOCATR/performDistributorSearch.do>.
- Purchasing SMARTnet services (with Software Application Services or Software Application Services plus Upgrades) is recommended for any hardware or software purchased under the Discount Purchase Program. For more information on the benefits of a SMARTnet, Software Application Services (SAS) and Software Application Services plus Upgrades (SASU) services, go to http://www.cisco.com/en/US/products/svcs/ps3034/serv_category_home.html.

	US	LATAM	Canada	EMEAR
Promotion Name (within CCW)	NFR - Certified/Specialized NFR Program – US PP-NFRC57410-110731	NFR - LATAM Certified/Specialized Not-For-Resale PP-NFRD29879-080426	Channel NFR Program PP-NFRR47126-100123	NFR for Authorised – EEA PP-NFRE67070-120731
Product/Service Eligibility	<ul style="list-style-type: none"> All products on the Global Price List (*) All Services on GPL except for Cisco Share Support Services and Cisco UCSS for voice (EMEAR have specified services enabled) 			
Program Discount	80% off all products (*) 50% off SBTG 70% off UCS 61% off UCS Solutions 70% off Webex, TP, Ironport 70% off Services		80% off all products (*) 65% off SBTG 70% off UCS 61% off UCS Solutions 70% off Webex, TP, Ironp 70% off Services	70% of all products (*) 70% off UCS 61% UCS Solutions (Promo) 70% off Webex, TP, Ironport 70% on specified services
Max NFR Spend limit for CDN Partners (FY)	\$ 100K Net	\$ 50K Net	\$ 25K Net	\$ 90K Net
Combinations	Cannot be combined with any other promotions/discounts			Can only be combined with TMP
Program Rules	Products cannot be resold for 12 months			Products may never be resold but can be churned via Trade In Migration Program
Find out more	www.cisco.com/go/nfr (North America)	www.cisco.com/go/nfr (Latin America)	NFR Website	www.cisco.com/go/nfr (Europe)

Prepare

Step 1: Requirements

You will need to have a cisco.com account and have an active CDN Membership.

- Cisco.com account
- CDN Membership, <http://developer.cisco.com>

Plan

Step 1: Cisco Pricing Tool

If you need assistance with product pricing and or sku's please access the Cisco Pricing Tool Product Family or Product Description <https://tools.cisco.com/qtc/pricing/MainServlet>

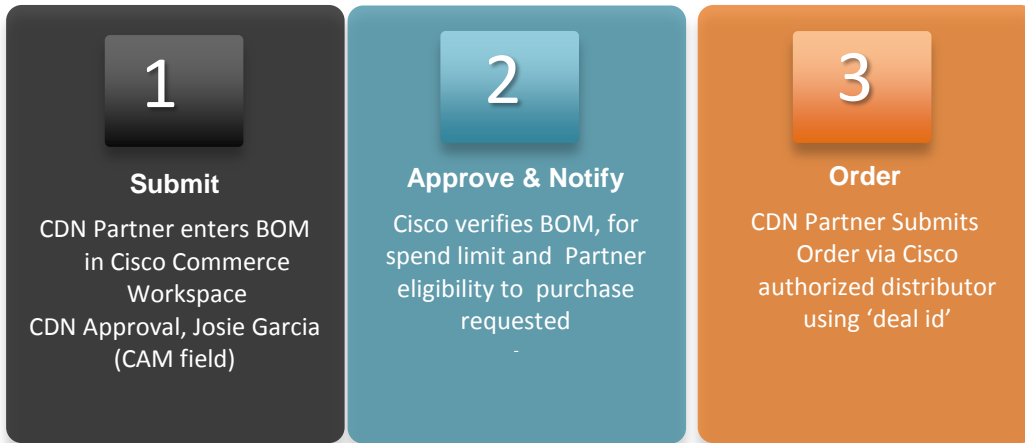
Step 2: Bill of Materials (BOM)

For assistance with your BOM please contact the Partner Relationship Management Team (PRT) or you can go the Cisco Approved Distributor if you have an account.

Deal Id	Prod Family (L3)	Part Number	Extended Net Price (USD)	Deal Id	Prod Family (L3)	Part Number	Extended Net Price (USD)
7087406	UCS	UCS-CPU-E72870	\$ -				
	UCS	UCS-MKIT-082RX-C	\$ -	887	1700	CAB-AC	\$ -
	UCS	UCS-MR-2X082RX-C	\$ -		CCBUSVR	MCS7816I5-K9-CXA1	\$ 1,440
	UCS	UCS-MR-2X082RX-C=	\$ 9,176		COSE-CBR	CON-ESW-CCXNELIC	\$ 1,220
	UCS	UCS-SSD100G11F105=	\$ 3,946		COSE-CBR	CON-ESW-LCCX85LS	\$ 1,220
	UCSB	N20-AC0002	\$ -		IPCCX	L-CCX-85-E-10SL=	\$ 2,250
	UCSB	N20-BBLKD-7MM	\$ -		IPCCX	L-CCX-85-EHA-L-K9=	\$ 1,619
	UCSB	N20-BHTS6	\$ -		IPCCX	L-CCX-85-E-L-K9=	\$ 2,250
	UC SUPPORT	CON-UCS7-B23E7192	\$ 488		IPIVR	IWR-85-NFR=	\$ 18
	UCSX	UCS-EZ-B230-E7192	\$ 46,479		SMARTNET	CON-SNT-M7816I5K	\$ 482
		Unspecified			UCSSCCX	UCSS-U-CCX-E-1-1	\$ 18
7087406		Sum:	\$ 60,089			Unspecified	
				5410887		Sum:	\$ 10,518

Step 3: Cisco Commerce Workspace Tool - step by step instructions below

CCW Ordering Instructions



NFR Deal Submission Screen 1

CDN partners submit NFR Deals in Cisco Commerce Workspace at <http://www.cisco.com/go/ccw>, select "Deal" in the "Quick Start" options under "Create"

CISCO Search **Go**

Products & Services Support How to Buy Training & Events Partners

Cisco Commerce Workspace

[Open a Case](#) | [Training](#) | [CCW Support Community](#) | [Log Out](#)

Quick Start

Create Deal | Quick Quote | Configuration | Order
Software Upgrade (PUT) | Guided System Configuration

View All Deals & Quotes | Configurations | Orders | Invoices | Notifications

Manage Proxy

Download Deal & Quote Reports

Share Deals & Quotes

Quick Links

[View All Promotions](#) | [My Cisco Workspace](#) | [Workspace Profile and Preferences](#) | [List Price Catalog](#) | [CICS File Manager](#)

Preferred Language: English [Change]
Disclaimer: Please provide input in English only.

Find Products

Enter a product description or SKU

Search

[Search Tips](#) | [Search by Product Family](#)

NFR Deal Submission Screen 2

Enter the name of your deal – any, select “Create Deal”. It is suggested to use your Company Name within the deal title



Solutions	Products & Services	Ordering	Support	Training & Events	Partner Central
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[Cisco Commerce Workspace](#)

Create a Deal

*Required Field

Deal Name: *

NFR Deal Submission Screen 3

Enter your Partner Company information in the End Customer fields. In the Cisco Account Manager field (CAM) select “Other” in the drop down and type “maharlow”. Click on “Save & Continue” to proceed.

[Export](#) [Share](#) [Print](#) [Delete](#) [Email](#)

Partner

End Customer

* Required Field

Partner Name and Address :

[View Partner Profile](#)

Customer Name and Address: *

Please make sure this customer name matches the name on the purchase order.
[Select a Different End Customer](#) [View End Customer Profile](#)

Use the Contact Details in my User Profile:

Partner Contact: *
First Name: * Last Name: *
Title: *
Phone Number: *
Email Address: *

Customer Contact: *
First Name: * Last Name: *
Title: *
Phone Number: *
Email Address: *
Company Website:

Cisco

Cisco Channel Account Manager (CAM): - Select CAM

Cisco

Cisco Channel Account Manager (CAM) *

Other

Cisco Channel Account Manager (CAM) Email ID *

maharlow @Cisco.com

To locate CAM please [click here](#)

[Find your CAM with the CAM Locator.](#)

Cisco Account Manager (AM)
(To be assigned by Cisco.)

Save

Save and Continue

NFR Deal Submission Screen 4

In “About The Deal” complete required fields.

***Important: “Intended Use” (see red box) **must** be “Internal Business Use” for NFR deals. If you select “Lab” you will not be able to purchase Services.

Who's Involved | **About the Deal** | Promotions | Quote | Review and Submit | Order

Save Save and Continue

About the Deal

* Required Field

Deal Description:

Intended Use: * Definitions... Lab

Deal Category: * What's this? **Other - Resale/Infrastructure**

Deal Source: Other

Deal Type: Purchase

Expected Closing Date: * 17 Sep 2010

Probability of Closing: 100% - Guaranteed

Expected Cisco Hardware and Software List Amount: * \$

Expected Cisco Service List Amount: * \$

Total Expected Amount: \$

[Currency Converter](#)

User currency dictated by promotion rules and country policy

Expected Technology Mix *

Technology Name	% of Technology Mix
<input type="text"/>	<input type="text"/>

Remove Add Technology

Competitors

Competitor Name	Technology Name
<input type="text"/>	<input type="text"/>

Remove Add Competitor

Save Save and Continue

NFR Deal Submission Screen 5

In the “Promotions” tab Click Select (red box) and select the CDN specific NFR Program Promotion Code NFR Promotion Name change by theater. You will only see the promo codes that are available to you. If you do not see your theatre promotion please make sure that you are associated with your CDN account by sending an email to cisco-developer-network@cisco.com. Please **DO NOT** select the NFR- Registered Partner NFR Program.

Who's Involved
About the Deal
Promotions
Quote
Review and Submit
Order

Select a Promotion > Enter Qualifying Information

Select a Promotion that will best support your Deal.

Select or View a Promotion
 Currently Selected Intended Use: Internal Business Use

Promotion Code and Information	Price List	Start Date	End Date	Deadline to Register Deal	Intended Use
+ MSCP					
+ Opportunity Incentive Program (OIP)					
- NFR					
<input type="button" value="Select"/> NFR- Registered Partner NFR Program <small>PP-NFR57413-110731</small> View Promotional Details	Global Price List US Availability	11-Sep-2010	31-Jul-2012	31-Jul-2012	Lab, Internal Business Use
<input type="button" value="Select"/> NFR - Certified/Specialized NFR Program <small>PP-NFRC57410-110731</small> View Promotional Details	Global Price List US Availability	11-Sep-2010	31-Jul-2012	31-Jul-2012	Lab, Internal Business Use
+ PUBLICSECTOR					
+ REMARKETINGANDREFURBISHMENT					
+ OUTSOURCING					
+ OTHER					
+ Solutions Incentive Programs (SIP)					
+ E-Rate Incentive Programs					

NFR Deal Submission Screen 6

Review NFR Terms & Conditions. Select "Yes" radio button to accept them

Who's Involved | About the Deal | Promotions | Quote | Review and Submit | Order

[Select a Different Promotion](#) > Enter Qualifying Information

Save Save

NFR - Certified/Specialized NFR Program

PP-NFRC57410-110731

YOUR COMPANY HAS ACKNOWLEDGED, UNDERSTOOD AND ACCEPTED ANY AND ALL TERMS AND CONDITIONS, AS STATED IN THIS DOCUMENT

http://www.cisco.com/web/partners/downloads/partner/WWChannels/incentive/nfr_terms_and_conditions.pdf Yes

Certification Level	Base NFR CAP	Total Architecture Increase	Master Bonus	Max NFR CAP
Gold	\$500 Net	\$150	\$200	\$850 Net
Silver	\$250 Net	\$150	\$200	\$600 Net
Premier	\$150 Net	\$150	\$200	\$500 Net
Select	\$100 Net	\$150	\$200	\$100 Net

Annual allowances are calculated on Cisco Fiscal Year. Please note that the yearly allowances below are Net and not List

What is the purpose of this request?

Please explain in detail the exact use and location of this equipment.

NFR Deal Submission Screen 7

Add items to your quote either by adding SKUs one at a time or by importing a saved configuration. Select the purchase method before proceeding. **The Yellow triangle indicates that this item will need to be configured, please select the Select Options to configure.** If you have technical issues with your configuration or locating a SKU # please contact the Partner Relations Team www.cisco.com/go/prt or your Cisco Approved Distributor if you have an account.

Who's Involved | About the Deal | Promotions | Quote | Review and Submit | Order

Items | [Trade In Items](#) | [Discounts & Credits](#) | [Install Site](#) | [Billing](#) Save Save and Continue

Go to the [Discounts & Credits](#) step to view and apply discounts and promotions to this quote.



Please select Buy Method on each Item, for configuring and attaching Services.

Imported Quotes

Add Product, Service or Software Subscription Part: Qty: Add Import a Saved Configuration... Find Products... Compare Versions

View All Items

Expand All | Collapse All Active Price List: Global Price List US Availability

	Hardware, Software and Services	Lead Time	Buy Method	Unit Price	Qty	Extended List Price
<input type="checkbox"/>	1.0 CISCO1802/K9  ADSL/ISDN Router with Firewall/IDS and IPSEC 3DES Select Options Select Service Validate (INVALID as of Fri Dec 09 05:26:49 CST 2011)	25 days	Cisco	195.00	2	2,990.00
<input type="checkbox"/>	2.0 CISCO1802/K9  ADSL/ISDN Router with Firewall/IDS and IPSEC 3DES Select Options Select Service Validate (INVALID as of Fri Dec 09 05:26:49 CST 2011)	25 days	Cisco	195.00	2	2,990.00

Buy Method dropdown menu options: --Select--, --Select--, TELCOBUY, COMSTOR, D & H DISTRIBUTING CO, INGRAM MICRO, SCANSOURCE, TECH DATA, AVNET INC

Items Per Page 100 showing 1 - 2 of 2 < Prev 1 Next >

Total List Price: 5,980.00
Total Lead Time: n/a
All prices shown in USD

Save Save and Continue

NFR Deal Submission Screen 8

NFR can be combined with CTMP **only** in EMEAR- www.cisco.com/go/tmp

Quote ID : 4506156796 ⓘ		Quote Total 5,980.00	
Quote Status :	Not Submitted	Total List Price:	5,980.00
Deal ID:	7724845	Discounts:	(.00 %) (.00)
Expiry Date :	N/A	Credits:	(--)
		Adjustments:	(--)
View Quote History View Contact Details		All prices shown in USD	

Export Share Print Delete Email

Who's Involved About the Deal Promotions **Quote** Review and Submit Order

[Items](#) | [Trade In Items](#) | [Discounts & Credits](#) | [Install Site](#) | [Billing](#)

Continue

Ineligible Promotions for Trade Ins

This quote has ineligible promotions associated. In order to add trade ins please go to Promotion tab to remove any ineligible promotions.

Total List Price: 5,980.00
 Discounts: (.00 %) (.00)
 Credits: (--)
 Adjustments: (--)

5,980.00

All prices shown in USD

Continue

NFR Deal Submission Screen 9

Review your Quote

Who's Involved About the Deal Promotions **Quote** Review and Submit Order

[Items](#) | [Trade In Items](#) | [Discounts & Credits](#) | [Install Site](#) | [Billing](#)

Save and Continue

Calculate Payment Options ⓘ

Your quote has been priced successfully.

View By: Summary Filter By: All Items

[Expand All](#) | [Collapse All](#)

Active Price List: Global Price List US Availability

Hardware, Software and Services	Lead Time	Unit List Price	Qty	Extended List Price	Total Discounts		Credits	Extended Net Price
					%	Amount		
1.0 CISCO1802/K9 ADSL/ISDN Router with Firewall/IDS and IPSEC 3DES	25 days	1,495.00	2	2,990.00	70.00	2,093.00	--	897.00
2.0 CISCO1802/K9 ADSL/ISDN Router with Firewall/IDS and IPSEC 3DES	25 days	1,495.00	2	2,990.00	70.00	2,093.00	--	897.00

Items Per Page 20 Showing 1 - 2 of 2 < Prev 1 Next >

Total List Price: 5,980.00
 Discounts: (70.00 %) 4,186.00
 Credits: --
 Adjustments: --

Quote Total: 1,794.00

All prices shown in USD

NFR Deal Submission Screen

Your NFR deal is now ready to be submitted for approval. Click on the “Submit Quote for Approval” button.

Who's Involved | About the Deal | Promotions | Quote | Review and Submit | Order

Submit Quote for Approval

Deal Information:

- ✓ Who's Involved: [Edit](#)
- ✓ About the Deal: [Edit](#)
- ✓ Promotions: [NFR - Certified/Specialized NFR Program](#) (PP-NFRC57410-110731) : [Edit](#)
- ✓ Quote: [Edit](#)
- ✓ Trade In Items: [Edit](#)
- ✓ Install Site: [Edit](#)
- ✓ Billing: [Edit](#)

Quote Summary:

Configured Hardware and Software List Total :	5,980.00
Configured Service List Total :	.00
Special Items List Total:	
Discounts:	(70.00 %) 4,186.00
Credits :	--
Adjustments :	--
Quote Total :	1,794.00
All prices shown in USD	
View Deal Consumption Total	

Deal Summary	
Expected Cisco Hardware and Software List Amount:	100,000.00
Expected Cisco Service List Amount:	3,000.00
Deal Total:	103,000.00
User currency dictated by promotion rules and country policy	

Partner Notification

You will receive an e-mail notification from Cisco when your NFR deal is. Email will include a Distribution Authorization-ID (DART) example: PROD-012345-6789). At this time, you can start ordering from the approved Cisco distributor of your choice



Solutions	Products & Services	Ordering	Support	Training & Events
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Deals and Quotes

NFR FY'12 Deal

[Cisco Commerce Workspace](#)

Thank you for submitting your Quote.

You will be notified via email once Cisco has approved this quote.

NFR FY'12 Deal

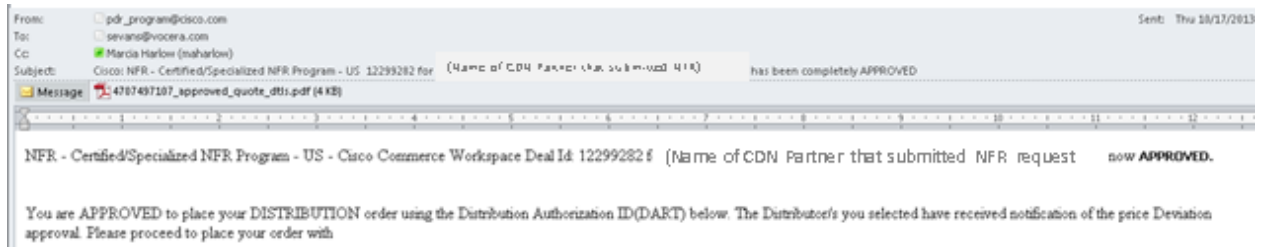
Deal ID # 7724845

Created by RUBEN SOTO on 12/8/11

Selected Promotion: NFR - Certified/Specialized NFR Program
PP-NFRC57410-110731

[View Submitted Quote](#)

Email Notification



CDN NFR – Rejected deals

1. If your deal has been rejected this is because the incorrect NFR promotion has been selected. Please refer to the comments within the notification email and open a new deal using the correct NFR Promotion.

Reference the CDN Discount Purchase Program Guide here

<http://developer.cisco.com/web/memberservices/discounts>



Additional Resources

Partner Self Service Resource Tool (PSS) <http://apps.cisco.com/WWChannels/GETLOG/login.do>

- Your purchase and shipping method is determined by your company association if you are associated with your companies US location this is where your purchase needs to be shipped.
- If your lab/shipping location is located outside of US you will need to create a location and associate yourself with the new location via the Cisco Partner Self Service Resource tool <http://apps.cisco.com/WWChannels/GETLOG/login.do>
- Accessing the User Guide for step by step instructions <http://apps.cisco.com/WWChannels/GETLOG/login.do#>

NFR Help

Open a case for IT issues in PRT www.cisco.com/go/prt

Cisco NFR Program Website

<http://www.cisco.com/go/nfr>

CCW Training

http://www.cisco.com/web/partners/events/commerce_workspace.html

CDN Discounts Purchase Program Page

<http://developer.cisco.com/web/memberservices/discounts>

CDN Program Office

cisco-developer-network@cisco.com

Frequently asked Questions

Q: Do I have to set up an account with a Distributor before I submit a deal in CCW?

A: [You may set up an account once you receive the Cisco approval number.](#)

Q: I selected the incorrect distributor – can I re-open and change?

A: [Yes](#)

Q: Who can I contact if I do not know how to configure my product?

A: [Your selected Distributor can assist with contacting a Cisco Product Manager](#)

Q: I don't know the sku number for the product I need to order?

A: [Your selected Distributor can assist with contacting a Cisco Product Manager](#)

Q: Why can't I see the discount price?

A: [The discount for your theatre is honored when fulfilling the deal with the Cisco approved distributor of your choice.](#)

Terms and Conditions - sections for the theater in which you are based.

US, Canada and LATAM

1. All purchase orders under this CDN Discount Purchase Program are subject to Cisco's review and verification of use in demonstration or lab environments. Cisco has the right to reject any orders or portions of an order that it deems in its sole discretion does not meet the use requirements.
2. SMARTnet service (with Software Application Services or Software Application Services plus Upgrades) may be purchased at a discount through the Cisco Commerce Workspace Tool
3. The discount offered in the CDN Discount Purchase Program cannot be combined with Premier, Silver, or Gold discounts or stacked with any other promotions, discounts, or credits including NFR SKUs offered by Cisco.
4. No claims will be valid for POS sold 90 days after the CDN Discount Purchase Program ends.
5. Cisco reserves the right to change any aspect of the CDN Discount Purchase Program at any time.
6. There are no return privileges on these products purchased using the CDN Discount Purchase Program. In some cases, exceptions may be granted and then only by a Cisco Distribution Manager. If a return is granted the promotional dollars originally paid by Cisco will be refunded back to Cisco.
7. Participants must abide by the rules of the Discount Purchase Program, and the Cisco Developer Network Program.

8. Hardware purchased through this CDN Discount Purchase Program may not be resold before one year from date of purchase.
9. Hardware purchased through the CDN Discount Purchase Program may not be used for revenue generating services.
10. Software purchased through the program may not be resold.

EMEA

1. All orders under this program are subject to Cisco's review and verification of use in demonstration or lab environments. Cisco has the right to reject any orders or portions of an order that it deems in its sole discretion does not meet the use requirements.
2. SMARTnet service (with Software Application Services or Software Application Services plus Upgrades) may be purchased at a discount through the Cisco Commerce Workspace Tool.
3. Cisco reserves the right to change any aspect of this promotion at any time.
4. Participants must abide by the rules of the program as defined and outlined in the Program Guidelines.
5. Hardware purchased through this program may not be resold before one year from date of purchase.
6. Hardware purchased through this program may not be used for revenue generating services.
7. Software purchased through this program may not be resold.
8. Any promotion and/or special pricing ONLY apply to new Cisco products sourced either directly from Cisco or through a Cisco authorized channel in EMEA, which, in turn, has sourced the product directly from Cisco or indirectly through another Cisco authorized channel in EMEA.
9. This promotion is subject to product availability.
10. Cisco reserves the right to amend these terms and conditions at any time to comply with applicable local laws.
11. If Cisco products, which are supplied to you with special discounts and/or special pricing as referred to herein, are found to have been sold by you to parties and for projects or purposes in breach of the present promotion terms and conditions, then Cisco may, in addition to all its other rights and remedies all of which are reserved, undertake one or more or all of the following actions:
 - Invoice you for the difference between such special discount and the then-current resale discount in the applicable sale and purchase agreement between Cisco and you;
 - Audit your purchases and invoice you for all reasonable costs incurred by Cisco in its performance of the audit;
 - Suspend your access to WEB VOUCHER and other Cisco sales and marketing programs;
 - Suspend shipments to you;
 - Terminate your applicable sale and purchase agreement with Cisco for cause and;
 - Terminate your Cisco Developer Network Program Agreement.
12. All matters relating to this promotion or the interpretation or application of these terms and conditions, or disputes regarding eligibility for the promotion must be submitted in writing to your CDN Partner Manager within 3 (three) months of the claim, transaction or matter in question. Any such disputes shall be resolved by Cisco at its sole discretion and its decision shall be final. This promotion and these terms and conditions will be governed by and construed in accordance with English law and the parties hereby submit to the exclusive jurisdiction of the English courts.
13. This program is exclusive of local freight and duty.

14. Please note: any claims not complying with ANY conditions of this document may not be accepted or in case of acceptance by Cisco, without prejudice of any other rights that might be available to Cisco in contract or law, the latter may refuse at any time to comply with any of its obligations arising hereunder.
15. This promotion cannot be combined with any other promotional program and/or special pricing currently available