



Hunting for SMB Customers

Get an additional 4% discount on top of FT SKUs for \$1,000 - \$15,000 GPL deals



SMB Fast Track Promo

Hunting for SMB customers provides partners a 4% additional discount on top of Fast Track SKUs for any net new opportunity to Cisco booked per customer in the EMEAR C-Space Commercial segment.



Effective April 30, 2018 and running through October 28, 2018 in EMEAR only.



Questions? Open a case at www.cisco.com/go/cs

Additional information:

- Eligible deal size \$1,000 to \$15,000 GPL
- Eligible partners include both 1-tier and 2-tier Select, Premier, and Global partners, as well as Registered partners limited to eligible Fast Track SKUs.
- Cisco Commerce Workspace (CCW) submission is required. Approval validates any active deals registered for the customer.
- Program can be used standalone, providing +8% discount for Certified partners and +4% for registered partners.
- Stackable with Fast Track and with the Migration Incentive Program (MIP) on eligible SKUs.
- Deal approval routed through Customer and Partner Services (CPS) only.

Valid for Registered partners on limited FT SKUs.

Find out more at www.cisco.com/go/oip