



## **Secured Mobility Fast Track Promotion** **Terms and Conditions**

### **1. Overview:**

- 1.1. The Secured Mobility Fast Track Promotion (the “Promotion”) provides an incremental discount on eligible Cisco Umbrella-WLAN SKUs (“Eligible SKUs”) when purchased in combination with eligible Cisco Access Point SKUs (“Eligible SKUs”) on the same order. The complete list of Eligible SKUs is located below:
- 1.2. The purpose of the Promotion is to enable eligible Cisco partners (individually referred to as “Partner”) to create a differentiated offer for Cisco Access Points leveraging Umbrella WLAN technology.
- 1.3. The Promotion Term will run from 28 January 2018 until 28 July 2018 (the “Term”).
- 1.4. The Promotion is available in Europe, Middle East, Africa and Russia.
- 1.5. This Promotion is available to all Partners transacting through distribution and directly from Cisco.
- 1.6. The Promotion codes by Territory
  - 1.6.1. Europe/EEA, Switzerland and Israel PROMO CODE: PP-Secu-180728-04082
  - 1.6.2. Emerging (excluding EEA and Switzerland), Middle East & Africa PROMO CODE: PP-Secu-180728-04081
  - 1.6.3. Russian Federation DDP PROMO CODE: Available as of 18<sup>th</sup> February 2018

### **2. Partner Eligibility And Promotion Scope:**

#### **2.1. Partner Eligibility Requirements:**

Partner must have a current and valid resale agreement with Cisco in place with Cisco that covers the Territory (such as a Cisco Indirect Channel Partner Agreement (ICPA), Systems Integrator Agreement (SIA), or other similar agreement) that authorizes the resale of Cisco Products and Services only to End Users (the “Resale Agreement”), be at least a Registered Partner, and be in good standing with the Cisco Channels Partner Program. This Promotion is subject to and governed by the terms and conditions of Partner’s Resale Agreement in addition to the terms and conditions of this Promotion.

#### **2.2. Promotional Discounts:**

Cisco will provide an incremental discount to Partners that combine Eligible SKUs on the same order. The discount will be applied to the Cisco Umbrella-WLAN as the Eligible SKUs only.

To be eligible for this promotion, both Eligible SKUs Cisco Umbrella-WLAN and one of the following Cisco Access Points listed in the below table must be included on the same order.

The promotional discount will be automatically applied to orders once the combined eligible skus are added to the deal.

The promotional discount cannot be combined with Select, Premier or Gold discounts and they can NOT be combined/stacked with any other promotions, discounts or credits offered by Cisco, with the exception of:

- Hunting;
- Teaming;
- Migration Incentive Program;
- Security Ignite; and
- Value Incentive Program (where applicable).

<b>Specific Eligible Cisco AP skus listed below</b> <i>(If skus are on Fast Track than FT discount applies, if not certification discount applies)</i>	+	<b>Cisco Umbrella-WLAN (mandatory)</b>	=	<b>% off the Cisco Umbrella-WLAN subscription</b>
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Emerging (excluding EEA and Switzerland), Middle East & Africa PROMO CODE: PP-Secu-180728-04081

	Eligible Products			
Bundle Name	Group Name	Line Item Type	Item	Part Description
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802E-EBULK	BOM Level AP2800e Bulk PID for E Domain
SECURED WIFI	SECURITYGR2	Part Number	UMB-WLAN	Cisco Umbrella WLAN
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802E-IK910	802.11ac W2 10 AP w/CleanAir; 4x4:3; Ext Ant; I
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802E-E-K9	802.11ac W2 AP w/CA; 4x4:3; Ext Ant; 2xGbE, E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802E-EK910	802.11ac W2 10 AP w/CleanAir; 4x4:3; Ext Ant; E
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802I-IBULK	BOM Level AP2800i Bulk PID for I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802I-I-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE I
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802I-IK910	802.11ac W2 10 AP w/CA; 4x4:3SS; Int Ant; 2xGbE, I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802I-EK9-RF	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE E REMANUFACTURED
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802I-EBULK	BOM Level AP2800i Bulk PID for E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802I-E-K9	802.11ac W2 AP w/CA; 4x4:3; Int Ant; 2xGbE E
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802I-EK910	802.11ac W2 10 AP w/CA; 4x4:3SS; Int Ant; 2xGbE, E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802E-IBULK	BOM Level AP3800e Bulk PID for I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802E-I-K9	802.11ac W2 AP w/CA; 4x4:3; Mod; Ext Ant; mGig I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802E-IK910	802.11ac W2 10 AP w/CleanAir; 4x4:3; Mod; Ext Ant; -I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802E-EBULK	BOM Level AP3800e Bulk PID for E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802E-E-K9	802.11ac W2 AP w/CA; 4x4:3; Mod; Ext Ant; mGig -E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802E-EK910	802.11ac W2 10 AP w/CleanAir; 4x4:3; Mod; Ext Ant; -E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802I-IBULK	BOM Level AP3800i Bulk PID for I Domain

SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802I-I-K9	802.11ac W2 AP w/CA; 4x4:3; Mod; Int Ant; mGig I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802I-IK910	802.11ac W2 10 AP w/CA; 4x4:3SS; Int Ant; mGig -I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802I-EK9-RF	802.11ac W2 w/CA;4x4:3;Mod;IntAnt;mGigEDomain REMANUFACTURED
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802I-EBULK	BOM Level AP3800i Bulk PID for E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802I-E-K9	802.11ac W2 AP w/CA; 4x4:3; Mod; Int Ant; mGig E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802I-EK910	802.11ac W2 10 AP w/CA; 4x4:3SS; Int Ant; mGig -E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802P-IBULK	BOM Level AP3800p Bulk PID for I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802P-EBULK	BOM Level AP3800p Bulk PID for E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802P-I-K9	802.11ac W2 AP w/CA; 4x4:3; Mod; Pro Ext Ant; mGig I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802P-IK910	802.11ac W2 10 AP w/CA; 4x4:3; Mod; Pro Ext Ant; mGig -I Dom
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802P-EK910	802.11ac W2 10 AP w/CA; 4x4:3; Mod; Pro Ext Ant; mGig -E Dom
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP3802P-E-K9	802.11ac W2 AP w/CA; 4x4:3; Mod; Pro Ext Ant; mGig -E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1562D-I-K9	802.11ac W2 Low-Profile Outdoor AP, Direct. Ant, I Reg Dom.
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1562D-E-K9	802.11ac W2 Low-Profile Outdoor AP, Direct. Ant, E Reg Dom.
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1562E-I-K9	802.11ac W2 Low-Profile Outdoor AP, External Ant, I Reg Dom.
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1562E-E-K9	802.11ac W2 Low-Profile Outdoor AP, External Ant, E Reg Dom.
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1562I-I-K9	802.11ac W2 Low-Profile Outdoor AP, Internal Ant, I Reg Dom.
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1562I-E-K9	802.11ac W2 Low-Profile Outdoor AP, Internal Ant, E Reg Dom.
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1572EAC-I-K9	802.11ac Outdoor AP, External-Ant, AC-power, Reg. Domain-I
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1572EAC-E-K9	802.11ac Outdoor AP, External-Ant, AC-power, Reg. Domain-E
SECURED WIFI	WIRELESSGR1	Part Number	AIRAP1572EACEK9-RF	802.11acOutdoorAP ExtAnt,ACpower,Reg.Domain E REMANUFACTURED
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1572EC3-E-K9	802.11ac Outdoor AP, Ext-Ant, Cable EU-D3.0 65/108MHz, Reg-E
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1572IC3-E-K9	802.11ac Outdoor AP, Int-Ant, Cable EU-D3.0 65/108MHz, Reg-E
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1810W-I-K9	802.11ac Wave 2 1810w, 2x2:2, 3 GbE; I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1810W-E-K9	802.11ac Wave 2 1810w, 2x2:2, 3 GbE; E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-OEAP1810-I-K9	802.11ac Wave 2 OfficeExtend AP, I Reg Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-OEAP1810-E-K9	802.11ac Wave 2 OfficeExtend AP, E Reg Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1815I-I-K9	Cisco Aironet 1815i Series
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1815I-E-K9	Cisco Aironet 1815i Series
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1815W-I-K9	Cisco Aironet 1815w Series
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1815W-E-K9	Cisco Aironet 1815w Series
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1832I-I-K9	802.11ac Wave 2; 3x3:2SS; Int Ant; I Reg Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1832I-E-K9	802.11ac Wave 2; 3x3:2SS; Int Ant; E Reg Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1852E-I-K9	802.11ac Wave 2; 4x4:4SS; Ext Ant; I Reg Dom
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1852E-EK910	802.11ac Wave 2, 10 APs; 4x4:4SS; Ext Ant; E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1852E-E-K9	802.11ac Wave 2; 4x4:4SS; Ext Ant; E Reg Dom
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1852I-I-K9	802.11ac Wave 2; 4x4:4SS; Int Ant; I Reg Dom
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1852I-EK910	802.11ac Wave 2, 10 APs; 4x4:4SS; Int Ant; E Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP1852I-E-K9	802.11ac Wave 2; 4x4:4SS; Int Ant; E Reg Dom
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802E-IBULK	BOM Level AP2800e Bulk PID for I Domain
SECURED WIFI	WIRELESSGR1	Part Number	AIR-AP2802E-I-K9	802.11ac W2 AP w/CA; 4x4:3; Ext Ant; 2xGbE, I Domain

### 3. Ordering:

Partners with direct purchase agreements from Cisco may choose to place their order directly using CCW or through a Cisco Authorised Distributor. Partners who do not have a direct purchase agreement with Cisco must purchase through a Cisco Authorised Distributor.

This Promotion can only be processed in Cisco Commerce Workspace "CCW".

## 1. GENERAL TERMS AND CONDITIONS

### a. Choice of Law and Jurisdiction

The Choice of Law and Jurisdiction provisions contained in the Resale Agreement shall apply to these Terms and Conditions and to the Promotion.

### b. Confidentiality

i. Any information shared between Cisco and Partner related to the Promotion is Confidential Information as defined under Partner's Resale Agreement.

ii. Breach of Confidentiality. If Partner breaches the confidentiality provisions contained in these Terms and Conditions or Partner's Resale Agreement, Cisco may remove Partner from the Promotion and pursue other remedies, as appropriate.

### c. Audit

Cisco may require an audit of Partner's sales under the Promotion to ensure compliance with the intent of the Promotion. Cisco reserves the right to refuse to apply the Promotion to any non-compliant sales. Cisco may remove Partner from participation in the Promotion if Partner refuses an audit under this clause.

### d. Capitalized terms

If a capitalized term is not defined in these Terms and Conditions, it shall have the meaning as ascribed to it in the Resale Agreement the Partner has with Cisco. In the event of a conflict between the Resale Agreement and these Terms and Conditions, these Terms and Conditions will control as it relates to the subject matter set forth herein.

### e. Personal Data

Personal data will be processed only in accordance with Cisco's Privacy Policy which can be found at: <http://www.cisco.com/web/siteassets/legal/privacy.html>.

### f. Acknowledgement

By participating in the Promotion, Partner acknowledges that it has read and understood the Promotion's Terms and Conditions above and that Partner agrees to such Terms and Conditions. Participation in the Promotion does not modify or waive Partner's obligations under any other Cisco agreements or arrangements, which shall remain in full force and effect.

g. Cisco reserves the right to modify or cancel the Promotion at its discretion without notice.

h. If Cisco determines that Partner has misused Promotional pricing in any manner, Cisco may, in addition to all of its other rights and remedies, all of which are reserved, (a) invoice Partner

for the difference between such additional discount and Partner's then-current standard Resale discount; (b) audit Partner's purchases pursuant to the Audit provision in Partner's Resale Agreement, and invoice Partner for all reasonable costs incurred by Cisco in its performance of the audit; (c) suspend Partner's access to price deviations and other Cisco sales and marketing programs; (d) suspend shipments to Partner; and/or (e) terminate Partner's Resale Agreement pursuant to the termination rights set forth therein.

- i. In addition to any of its other remedies, Cisco reserves the right to terminate Partner from participation in the Promotion for the following reasons: (i) submission of false, misleading, or incomplete program information, including claims for sales made under the Promotion; (ii) other fraud or abuse of this or other Cisco marketing or sales promotions or programs; (iii) the distribution of Products purchased from any source other than Cisco or a Cisco Authorized Distributor; and (iv) the sale of Cisco Products to anyone other than an End User, and/or any attempts to use these benefits against any other role that the partner may play in the ecosystem (i.e., using the Promotional Discount for a resale transaction where Partner is not providing outsourcing services).
- j. Partner is free to determine its minimum resale prices unilaterally. The Promotion is not a commitment or a guarantee that Partner will increase margins and profitability.
- k. Partner is responsible for understanding and complying with all federal, state, and local government rules regarding acceptance of credits or incentives.
- l. If, at any time, Cisco receives information that would otherwise make the opportunity or Partner ineligible for the Promotion, then Cisco reserves the right to reject or revoke Partner's promotional registration or remove Partner's access to the Promotion.