

Новое лицензирование Cisco Collaboration

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Cisco Flex Plan:

End of Life Perpetual Calling Licenses

Миграция на FlexPlan – что план грядущий нам готовит?

- **Дополнительные функции** – SRST, Emergency Responder, Webex Teams*
- **Упрощенное приобретение** Meetings, Contact Center и Hardware-as-a-Service
- **Гибкая миграция** в облако
- **Скидка** на многолетние подписки

Existing Perpetual License	User Type
UWL Standard	Professional (Knowledge Worker)
UCL Enhanced Plus	
UCL Enhanced	Enhanced (Task Worker / Common Area)
UCL Essential	Access (Analog)
UCL Basic	

Key perpetual migration strategies



On-Premises move to Cloud

- Work with SWSS calling customers at time of renewal to move not just premise to subscription under A-FLEX-3 but propose value of going to cloud
- Can apply SWSS Residual from perpetual to Flex Cloud



On-Premises User License Adds

- SWSS calling customers needing to add additional user licenses but not ready to move all user licenses from SWSS can buy separate A-FLEX-3 subscription



BE6000 SWSS customer

- Will be able to stay on SWSS until end of FY21 and then begin migration to A-FLEX-3



Annuity Meetings and SWSS Calling Customer

- SWSS calling customer ready to move calling to subscription but has existing meetings only subscription
- Change/replace to A-FLEX-3
- Will need to extend term to 36 months to be eligible for multiyear incentive

Target customers



SWSS Renewal



Greenfield



A-SPK & A-WX Customer

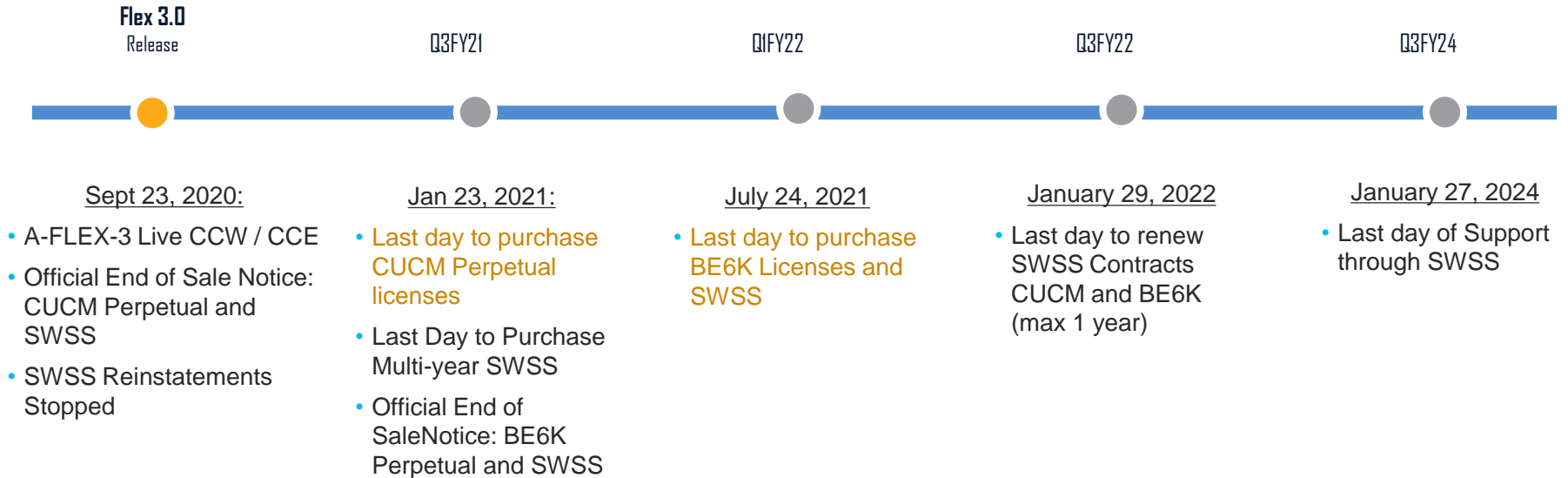
- Adding calling
- At renewal
- Moving to A-SPK on-premises calling to cloud



Flex 2.0 to Flex 3.0

- Migrations not encouraged without a compelling event

End of Sale Timeline



Products excluded from Perpetual License EOS 9/23

- Business Edition 6000 (Jan 23, 2021)
- Call Manager Express (CME)
- Border Element (CUBE)
- SIP Proxy (CUSP)
- HCS Perpetual SWSS*
- Contact Center Express
- Contact Center Enterprise
- Packaged Contact Center Enterprise
- Unity Connection (b/c of BE6k)
- BroadWorks
- Meeting Server (CMS)
- Attendant Console
- Multiple Solutions Plus offers
- List not all inclusive

Flex Plan Offerings

Purchasing Cisco Collaboration

Cisco Collaboration Flex® Plan



Meetings, team collaboration,
calling, and contact center
subscription



Cisco® devices



Devices and software

Cisco Collaboration Flex Plan

Cloud and premises



Streamlined transitions
to the cloud

Subscription



Budget OpEx
more easily

Grow at your own pace



Add subscriptions and
services as you go

All-in-one user-based subscription

Cisco Collaboration Flex Plan

Enabling seamless transitions to the cloud

Subscription-based purchasing for meetings, calling, team collaboration, and contact center for consistency, flexibility, and value



Meetings



Named user

or

Enterprise Agreement

and/
or

Active user



Calling



Named user

or

Enterprise Agreement



Contact Center



Concurrent Agent



Team collaboration

Use team collaboration for all-in-one teamwork



Enterprise-wide

Cisco Collaboration Flex® plan is available to enterprise agreement customers

Cisco Enterprise
Agreement



For all

Benefits

- Easily supply every knowledge worker with rich meetings, messaging, and calling capabilities
- Choose entitlements based on workers' needs
- Simply add services for new knowledge workers as the business grows: 20% growth included
- Align with other Cisco® software purchases, as a suite in the Cisco Enterprise Agreement

Cisco Collaboration Flex Plan for everyone

Cisco Collaboration Flex Plan – Active user meetings



Benefits

Pay for what users need

- Everyone is entitled to host meetings
- You pay only for the number of people who actually do host meetings
- As usage grows, transition to the enterprise-wide subscription to unleash the full potential of your investment

Highly flexible

- Users can host any type of meeting: On-premises or cloud and hybrid
- Use Cisco Webex® or Cisco® Meeting Server

Add to calling services to enable a full collaboration suite of services

Supply users with the meeting services they need, when they need them.

Active user meetings metrics

Minimum commitment: 40 users

A circular progress indicator with a white outline and a dark blue fill. The number '40' is centered inside the circle.

40

Or 15% with minimum knowledge worker count of 250

A circular progress indicator with a white outline and a dark blue fill. The number '15%' is centered inside the circle.

15%

Actual usage is measured in months 9, 10, and 11 to determine charges for the following year



Cisco Collaboration Flex Plan – Named user



Benefits

- Easily add new (cloud or on-premises) services to existing on-premises deployments
- Keep initial costs low by purchasing services only for those users who are ready to use them
- Easily extend and expand services according to the needs of your employees
- As usage grows, transition to a Cisco® Enterprise Agreement to unleash the full potential of your investment*

Reduce initial investment and grow at your own pace

Cisco Collaboration Flex Plan – concurrent agent



Benefits

Only pay for the number of agents logged in simultaneously

- Everyone can be configured in the system
- Pay only for the maximum number of simultaneous agents logged in at the peak hour busy period
- Higher cost per agent than the Named Agent model

Highly flexible

- Ideal for large deployments with follow-the-sun requirements (24 hours daily)
- Use the same entitlements across multiple shifts in the same day

Higher utilization per subscription – Simplifies scheduling and forecasting

Contact center subscription model: Concurrent agent

	Concurrent Agent
Cisco Webex Contact Center	Available
Contact Center Express	Available
Contact Center Enterprise (traditional)	Available
Contact Center Enterprise Packaged	Available
HCS-CC	Available
UCCX On HCS-UC	Available

Meetings subscriptions: Provide everything your employees need to get work done



Cisco Collaboration Flex®
Plan includes:



Meetings should be open to anyone, and scale to include everyone



Meetings for up to 1000 participants, including up to 75 SIP, (MC1000)

People need to be able to join from anywhere – Not only room and desktop – But also from any PSTN phone



Our most popular audio options: VoIP, SIP, global toll call-In, CCA

Security and analytics are more important than ever



Pro Pack security and analytics for Cisco Webex Control Hub

People need to be able to collaborate offline and review meeting recordings to drive productivity



Unlimited recording storage and 20 GB messaging storage per user

Flexibility to create any type of meeting



Cisco Webex® Training Center, Event Center, and Support Center

Enable anyone to use their device, registered on-premises or to the cloud



On-premises and cloud device registration

Easily connect on video and audio



Webex Audio included

Included in Active User or Enterprise Agreement for Cisco® Collaboration Flex Plan meetings subscriptions

Meetings in the Cisco Collaboration Flex Plan

	Named User		Active User	Enterprise Agreement
Meetings	A la carte	Cisco Webex® Meetings Suite	Included	Included
Bundled toll, CCA SP	Included		Included	Included
File storage	Included (20 GB/user)		Included (20 GB/user)	Included (20 GB/user)
Cloud recording	Included (10 GB/site included)		Included	Included
Pro Pack <small>(includes cloud recording/content storage bundle)</small>	Add-on		Included	Included
Meetings, events, training, support	A la carte	Included	Included	Included
Device registration	Add-on		Included	Included

Buying models for Flex 3.0

Named user



- Individuals, teams, departments
- Keep initial costs low and easily add new services

Enterprise Agreement



- Everyone
- Add new services for new users (20% growth included)

As usage grows, transition to Enterprise Agreement



New Named User value tiers

All deployment models use the same tiers (on-premises, hosted and cloud)

Meeting + Calling Pack	Delivers complete collaboration capabilities
Professional	Built for <i>knowledge worker</i> calling needs
Enhanced	Built for the needs of <i>task workers</i> and <i>common areas</i>
Access*	<i>Analog</i> and very <i>basic device</i> needs

Named User value tiers summary

	Access*	Enhanced	Professional	Meeting + Calling Pack
# of Device Supported	One (limited devices)	One	Multiple†	Multiple†
Emergency Responder*	●	●	●	●
SRST*	●	●	●	●
Mobile Remote Access	●	●	●	●
Webex Teams	○	●*	●	●
Voicemail	○	○	●	●
Webex Meetings	○	○	○	●

- Included
- Optional Purchase

Named User value tiers: Device support

Enhanced / Professional

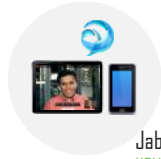
Support for all devices shown



DX Series
UCM



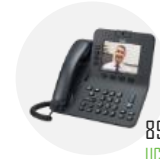
EX Series
UCM



Jabber Softphone
UCM



9900 Series
UCM



8900 Series
UCM



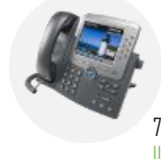
8800 Series
UCM WxC



7800 Series
UCM WxC



6800 Series
WxC



7900 Series *
UCM

Access

Support for devices below only



7821
UCM WxC



7811
UCM WxC



6901
UCM



Analog
UCM



3905
UCM



Fax
UCM

*Certain Phone models may not be supported. Please confirm compatibility

UCM: Usable with UCM, UCM-C, and HCS

WxC: Usable with Webex Calling

Streamline EAs for Customer Growth

Simplification

- Single EA tier for all customer sizes
- Hard bundle of Meetings + Calling competitive discount (lower list price)
- Substantial discount (12%) for 3 years or more commitment
- Calling Simplification
 - Trade-in price built in – No more Purchase Adjustment or Trade in required
 - SWSS residual can still be applied
 - Programmatic Ramp can be applied to Calling EA or Calling + Meeting EA
- All entitlements are provisioned at beginning of the subscription

Flexibility

- 20% Growth Allowance
- The best entitlements in the industry – for every Knowledge Worker, receive:
 - 50% Enhanced licenses
 - 20% Access licenses
 - 100% Cloud Registered Video Devices
 - 20% Premises Registered Devices
 - Pro Pack
 - Meetings Suite*
**with EA Meetings or EA Calling + Meetings*
- Additional add-ons can be purchased:
 - Teams Messaging
 - Voice Mail/Unity Connection
 - Enhanced or Access Licenses

Cisco EA continues to deliver higher value

	Professional Named User	EA Knowledge Worker
Professional License	●	●
+20% Professional License	○	●
+50% Common Area License	○	●
+20% Access License*	○	●
Expressway RMS*	○	●
Video Device Registration	○	●
Session Manager*	○	●

Simplified Transactions

- Higher CA/Access entitlement without GLO
- Popular add-ons now available for purchase in EA

Flex 3.0 Calling add-ons Summary

Prem HCS WxC UCMC

Common Add-ons

- ✓ Voicemail*
- ✓ Device Registration
- ✓ Team Messaging Add-On
- ✓ Teams File Storage
- ✓ Common Area Add-On
- ✓ Session Manager†
- ✓ Expressway RMS†
- ✓ Edge Connect†
- ✓ SpeechView – Standard†
- ✓ Cloud Connect UC^

WxC

Webex Calling Add-Ons

- ✓ Ent to MPP Firmware Migration
- ✓ CUBE (Local Gateway)**

UCMC

UCM Cloud Add-Ons

- ✓ Virtual Connect
- ✓ Fiber Connect
- ✓ MPLS
- ✓ UCM Cloud Enterprise Service

* Available for Prem/HCS/UCMC, will be available on WxC in the future

† Not applicable for Webex Calling

^ Available only for On Premise Calling

** Limited to Redundant Trunk licensing for Webex Calling use only

Cisco Collaboration Flex Plan: Enabling seamless transitions to the cloud





Support Services for Collaboration

Each level provides an increasingly personalized experience



Benefits

- Streamline your support experience
- Accelerate your business outcomes
- Freedom to optimize your business and innovate with less risk

Additional sales information is available

[SWSS for the Flex Plan](#)

Email questions to:

cpxm-sales-support@cisco.com

Available for Cisco® Enterprise Agreement for Collaboration Flex Plan, Active User, and Named User offer models

Note: **Basic** support included with Flex Plan subscription, includes technical support and software updates.

Полезные ссылки

<https://www.cisco.com/c/en/us/products/collateral/unified-communications/unified-communications-licensing/eos-eol-notice-c51-744284.html>

<https://www.cisco.com/c/en/us/products/collateral/unified-communications/unified-communications-licensing/eos-eol-notice-c51-744287.html>

<https://www.cisco.com/c/en/us/products/collateral/unified-communications/unified-communications-licensing/eos-eol-notice-c51-744286.html>

