



WAAS Sales Support

February 2012

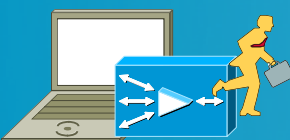
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Partner Helpline	Free Pre-Sales Support for Partners - Product Selection - Design and Quote 24 x 5 800.GO.CISCO Ask for "Partner Helpline"
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PDI Engineers	Free WAAS Technical Support for Partners - Plan, Design, Implement - Design Review - Proof of Concept - Initial Setup and Troubleshooting - Upgrade Planning 24 x 5 www.cisco.com/go/pdihelpdesk
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Promotions
Buy vWAAS, Get UCS Free Small Datacenter - vWAAS software with 6,000 connection license - UCS C210 with E5640 CPU, 24G RAM, 600G SAS Disk, 2-port NIC, Rail Kit, DVD drive \$24,000 List, partner discount applies - SKU R210-VWAAS-6K Large Datacenter - vWAAS software with 12,000 connection license - Same UCS as above, with 1.2TB SAS Disk \$53,000 List, partner discount applies - SKU R210-VWAAS-12K Branch - vWAAS software with 750 connection license - UCS C200 with E5606 CPU, 8G RAM, 500G SATA Disk, 2-port NIC, Rail Kit, DVD drive \$12,500 List, partner discount applies - SKU R200-VWAAS-750 POC-in-a-Box Demo - Simple to demo WAAS performance - Live customer network 1 RU small server - Win prizes for every 2 demo's Contact Consulting SE's

WAAS Sizing Estimates

BRANCH		Router Integrated WAAS Express - One-device in the branch (ISR G2 with license) - Cost effective, bandwidth optimized solution	C1941-WAASX-SEC/K9 C2901-WAASX-SEC/K9 C2911-WAASX-SEC/K9 C2921-WAASX-SEC/K9 C2951-WAASX-SEC/K9 C3925-WAASX-SEC/K9 C3945-WAASX-SEC/K9	C1941-WAASX/K9 C2901-WAASX/K9 C2911-WAASX/K9 C2921-WAASX/K9 C2951-WAASX/K9 C3925-WAASX/K9 C3945-WAASX/K9	15-20 15-20 20 20 20 50 50	150 150 200 200 200 500 500
		Router Integrated WAAS Module - One-device at the branch (ISR G2 with SRE) - Same features as dedicated WAAS appliances	C2911-WAAS-SEC/K9 C2921-WAAS-SEC/K9 C2951-WAAS-SEC/K9 C3925-WAAS-SEC/K9 C3945-WAAS-SEC/K9		20 50 100 100 100	200 500 1,000 1,000 1,000
		WAAS Appliance - Performance optimized for large branch or DC - Run virtual branch servers on same appliance		WAVE-294-K9 4GB WAVE-294-K9 8GB WAVE-594-K9 8GB WAVE-594-K9 12GB WAVE-694-K9 16GB WAVE-694-K9 24GB WAVE-7541-K9 WAVE-7571-K9 WAVE-8541-K9	20 40 75 130 250 600	200 400 750 1,300 2,500 6,000 18,000 60,000 150,000
DATA CENTER		vWAAS (software) - Virtual WAAS appliance on VMware - Compatible with virtualized app infrastructure		WAAS-ENT-VIRT-K9 SF-VWAAS-4.3-K9 LIC-750-VWAAS LIC-6K-VWAAS LIC-12K-VWAAS		750 6,000 12,000
LAPTOP		WAAS Mobile (software) - Optimize apps for mobile workforce - Compatible with VPN		WAAS-MBL-SRV-SW WAAS-MBL-LIC25 WAAS-MBL-LIC100 WAAS-MBL-LIC500	25 100 500	