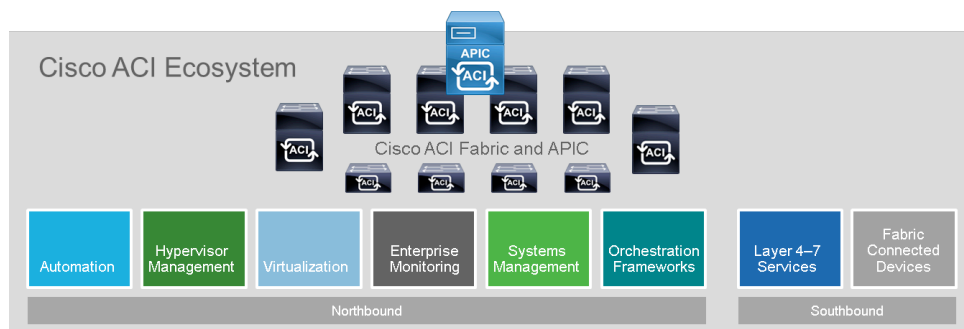


## Promote Cisco Application Centric Infrastructure Adoption with Reduced Solution Support Prices

Promote customer adoption of Cisco® Application Centric Infrastructure (ACI) with new decreased pricing on Cisco Solution Support for ACI, a solution-level service featuring Cisco engineers accountable for managing solution partners to resolve any issues across the Cisco ACI ecosystem.

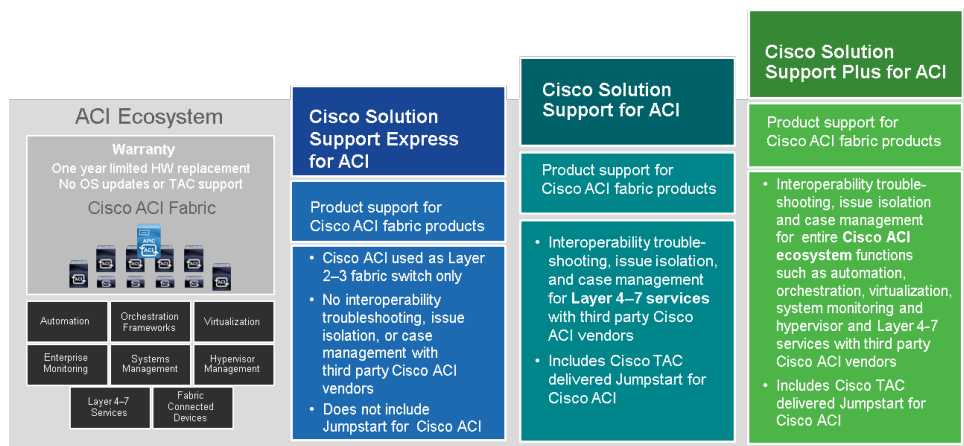
### Cisco ACI Overview

Cisco ACI provides rapid deployment of business applications onto networks with scale, security and full visibility. Learn more about [Cisco ACI](#).



### Cisco Solution Support Overview

Cisco® solution expertise and accountability for centralized issue management and resolution among Cisco and technology partner products in our covered multivendor solutions. Includes Cisco product support and solution-level support in a single service. Learn more about [Cisco Solution Support for ACI](#).



### New Cisco Solution Support Pricing

The Cisco go-to-market strategy promotes Cisco ACI Starter Bundles to facilitate and promote adoption of Cisco ACI in customer data centers. Cisco Solution Support for ACI pricing on the Cisco Application Policy Infrastructure Controller (APIC) has been significantly reduced to facilitate and promote adoption of Cisco ACI. Pricing has now been optimized for Cisco ACI Starter Bundles and has been reduced as of April 13, 2015.

#### Pricing Change

- Cisco Solution Support for ACI pricing is now optimized for Cisco ACI starter bundles:
  - Cisco APIC
  - Cisco ACI software licenses
- Cisco Nexus® 9000 Series Switches will continue to be priced the same as Cisco SMARTnet® Service

## Premium Change

- A Cisco Solution Support premium can be applied only to the Cisco APIC
- No premium can be applied to Cisco Nexus 9000 Series Switches
- Cisco SMARTnet and Cisco Solution Support for ACI pricing is equivalent to pricing for Cisco Nexus 9000 Series Switches

## Details

Cisco Solution Support for ACI Services	APIC	Original USD List Price (NBD)	New Lower USD List Price (NBD)	Percent Decrease (%)
Cisco Solution Support Express for ACI	APIC-CLUSTER-M1	\$5,914	\$1,992	66%
	APIC-CLUSTER-L1	\$18,536	\$3,999	78%
Cisco Solution Support for ACI (Layer 4 – 7)	APIC-CLUSTER-M1	\$10,449	\$4,248	59%
	APIC-CLUSTER-L1	\$32,747	\$8,529	74%
Cisco Solution Support Plus for ACI	APIC-CLUSTER-M1	\$13,307	\$5,049	62%
	APIC-CLUSTER-L1	\$41,706	\$10,138	76%

## Example of Price Change on Typical Cisco ACI Deployments

Cisco ACI Configurations	Comparison Categories	Solution Support for ACI (L4-L7)	Solution Support Plus for ACI	Solution Support Express for ACI
Typical Cisco ACI starter bundle with 192 ports	% of total configuration list	4.7%	4.9%	3.9%
	% difference over Solution Support Express <sup>1</sup>	20%	26%	NA
Cisco APIC medium cluster configuration with 384 ports	% of total configuration list	4.1%	4.3%	3.6%
	% difference over Solution Support Express <sup>1</sup>	14%	19%	NA
Cisco APIC large configuration with 720 ports	% of total configuration list	4.4%	4.5%	3.9%
	% difference over Solution Support Express <sup>1</sup>	12%	16%	NA

**Note:** Cisco Solution Support Express for ACI is an equivalent for Cisco SMARTnet Service for Cisco ACI as a Layer 2 fabric switch. Cisco SMARTnet is not available for the Cisco APIC.

## Important Dates

- Effective February 1, 2015: New Cisco Solution Support Plus and Express launched for the Cisco APIC
- Effective March 1, 2015: Cisco SMARTnet no longer available for the Cisco APIC, only Cisco Solution Support for ACI
- Effective April 15, 2015: Price reduction for Cisco Solution Support for ACI for the Cisco APIC

## Call to Action

- Attach the appropriate Cisco Solution Support for ACI service to the Cisco APIC:
  - Cisco Solution Support for ACI for L4–L7 support
  - Cisco Solution Support Plus for ACI for entire ACI ecosystem support
  - Cisco Solution Support Express for ACI for ACI fabric as L2 fabric switch only
- Make sure Cisco Solution Support for ACI is attached to all Cisco Nexus 9000 Series Switches:
  - Initial point of sale should focus on greenfield
  - Conversion of NX-OS standalone to Cisco ACI fabric
  - New Cisco Nexus 9300 leaf switches added to the Cisco ACI fabric

## More Information

Contact your local Cisco partner services development manager for more information or send your questions to [ask-solution-support@cisco.com](mailto:ask-solution-support@cisco.com)