

Proof of Concept Funding Guidelines

One of the premium benefits available through Cisco and Citrix Partner Accelerator is the availability of funding to support partner efforts in proof-of-concept (POC) projects.

The POC funding guidelines below are effective from June 25, 2012.

To be eligible, partners must achieve and maintain the following Partner Accelerator requirements.

1. Must complete ecosystem certification requirements
2. Must fulfill all Learning Maps requirements
3. Must register Cisco/Citrix VXi SIP Solution
4. Must register all Cisco/Citrix VXi Opportunities either through VARtopia or Cisco Commerce Workspace

Important Note! To help kick-start the POC process, partners may apply for POC funding as they work through the onboarding process and **prior** to achieving the full requirements. In addition to completing the POC, partners must successfully complete and comply with all of the prerequisites and requirements before they can receive funding. Cisco and Citrix will validate and confirm that the partner has completed all necessary requirements at point of claim.

Cisco and Citrix Partner Accelerator Pre-Requisites

1. Must complete ecosystem certification requirements

Infrastructure	Desktop Virtualization	Storage (One or both vendors)	
Cisco	Citrix	EMC	NetApp
Borderless Networks BN Architecture Specialization OR Advanced Routing & Switching & Advanced Wireless Specialization ↓ Collaboration Advanced Collaboration Architecture Specialization OR Master Collaboration OR Advanced UC ↓ Data Center Data Center Architecture Specialization OR Unified Computing Technology Specialization	Citrix XenDesktop Certification (ALL levels)	Technology Architect Certificate – VNX Solutions Specialty	FlexPod Partner

2. Must fulfill all Learning Map Requirements

Each **Cisco and Citrix Accelerator Partner** must meet all of the requirements below (per Country):

- Each architecture practice (Data Center, Borderless, Collaboration) must train a person for each role – Sales, Pre-sales, Post-sales - through the VXi cross architecture learning map

- One (1) individual may fulfill up to two (2) roles. Thus requirements can be fulfilled with as few as 6 individuals (2 sales, 2 pre-sales, and 2 post-sales).
 - *Example: A sales person with pre-requisite certifications for both Collaboration and Borderless may fulfill both the Collaboration and Borderless Sales Role.*
- Pre-requisites for each role are defined and consistent with Cisco and Partner specialization requirements to sell the products within the VXI solution
- There is a separate learning map for each role (Sales, Pre-Sales, Post-sales).
 - *Partner Investment (per individual, incremental to pre-requisite certifications):*
 - *Sales – 7 Hours online training (via PEC) Pre-Sales – 9 Hours online training (via PEC)*
 - *Post-Sales – 6 Hours online (PEC) + 16 hours ILT*

For more information and a list of instructor led training dates and venues for post sales technical training please go to <http://www.gopartnersolutions.com/vxi/learning-maps>.

3. Must enroll in Solution Incentive Program (SIP) Cisco Validated Templates (CVT)

- 75% pre-populated
- Tracks joint deals through Cisco Commerce Workspace

Access to SIP CVT can be found at www.gopartnersolutions.com under the VXI Partner Tools section

4. Must register all Cisco/Citrix VXI Opportunities

Cisco Deal Registration Options:

- **Option 1:** VARTopia – Multi vendor deal registration program
- **Option 2:** Register deals through Cisco Commerce Workspace

Mandatory Requirements for POC Application

There are three specific pieces of information that must be filled out in order for a smooth POC application to occur. If these items are not included, it will significantly slow down the validation and approval process. These items include the following:

1. Citrix SFDC ID

Salesforce Opportunity ID is mandatory

2. Cisco Deal Registration ID

Deal Registration ID is mandatory

3. Partner Signed Statement of Work (SOW)

A partner signed Statement of Work is required in order to gain approval. The SOW must include what the proof-of-concept needs to demonstrate, and what the go-forward plan is when this is demonstrated. The SOW must be uploaded in the [POC Funding Application Portal](#).

Other Requirements

- 1 Minimum technology required for this investment includes:**
Base Cisco UCS B-Series with Citrix XenDesktop (Desktop Virtualization)
- 2 Minimum number of potential seats required in sales opportunity:**
500 seats of Citrix XenDesktop
- 3 Funding opportunities will be available and set as follows:**
Maximum of \$10,000 USD per POC project

Both Citrix and Cisco representatives will review each submission to determine if the project satisfies eligibility requirements.

Reimbursement:

- Partners have **60 days** from the date of approval, to complete the project and submit their claim for reimbursement.
- Post engagement evaluation (POC completion report) must be completed and submitted at time of claim (form will be available upon formal approval).
- Sales invoice must be provided and uploaded in the POC Funding Application Portal.

Questions regarding POC funding can be directed to PartnerAcceleratorSupport@acbcoop.com.