



# Quote Builder Overview

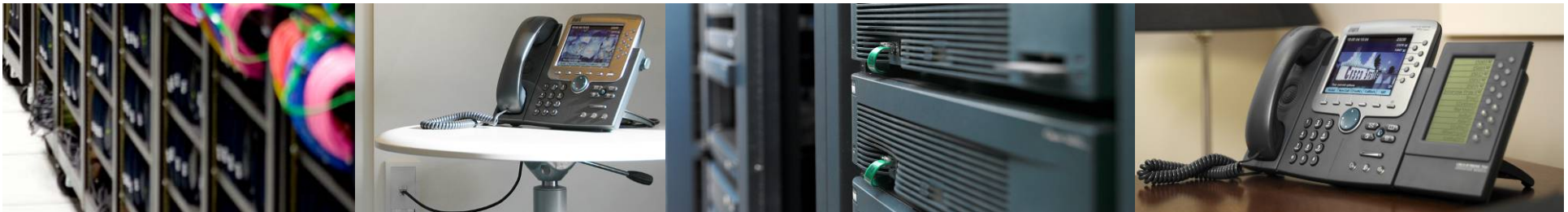


## *Commercial Solutions Quoting*

Nara Plitponkarnpim  
Channel Systems Engineer

# Outline

- Quote Builder overview
- Intended users and benefits
- Product coverage
- Quote process and application workflow



# Quote Builder

## *Solution-based quoting designed for account managers*

### Overview

A Commercial solutions quoting application that enables specialized partners to build a system quote for Security, Wireless and Unified Communications with:

- Products, required modules and software
- Auto-derived services based on products and install site location
- Customized leasing options from Cisco Capital, where available
- Design documentation

### Partner Benefits

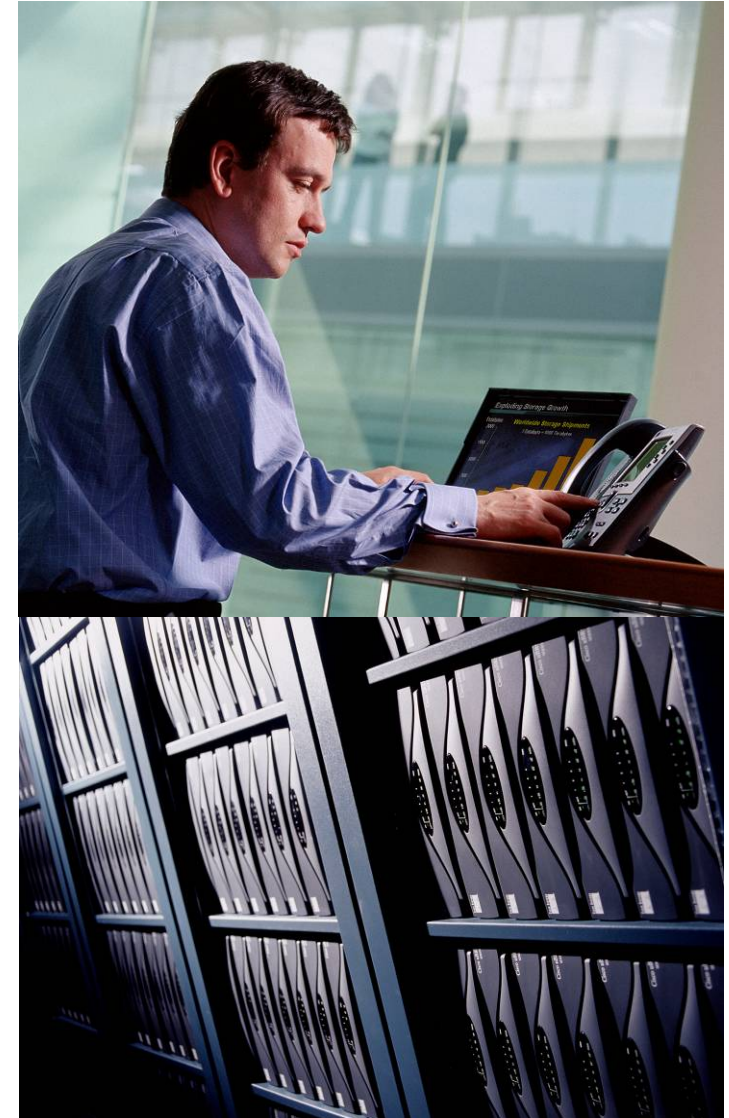
- Time to quote – from **3 hours to 15 minutes or less**
- Reduce deployment risks – validated designs for common deployments
- Complete solution quote – verified to be orderable



# Intended Users

## Target Users

- Account Managers
- Voice, Security, Wireless Specialization
- Deployment Size : 300 seats and below



# Quote Builder Product Coverage

## Routing & Switching

Integrated Services Routers (ISR):

800 Series

1841

2801

2811

2821

2851

3825

3845

Catalyst Express 500

Catalyst 3560

Catalyst 3750

Catalyst 4500 Series

## Unified Communications

Unified CallManager (4.2 & 5.0)

Unified CallManager Express

Unity

Unity Connection

Unity Express

MCS 7815

MCS 7825

Cisco IP Phones

## Wireless Networking

1131 AP

1242 AP

2006 Controller

4400 Controller

Wireless Control System (WCS)

## Security

Cisco Security Agent (CSA)

Cisco Clean Access (CCA)

Adaptive Security Appliance (ASA):

5510

5520

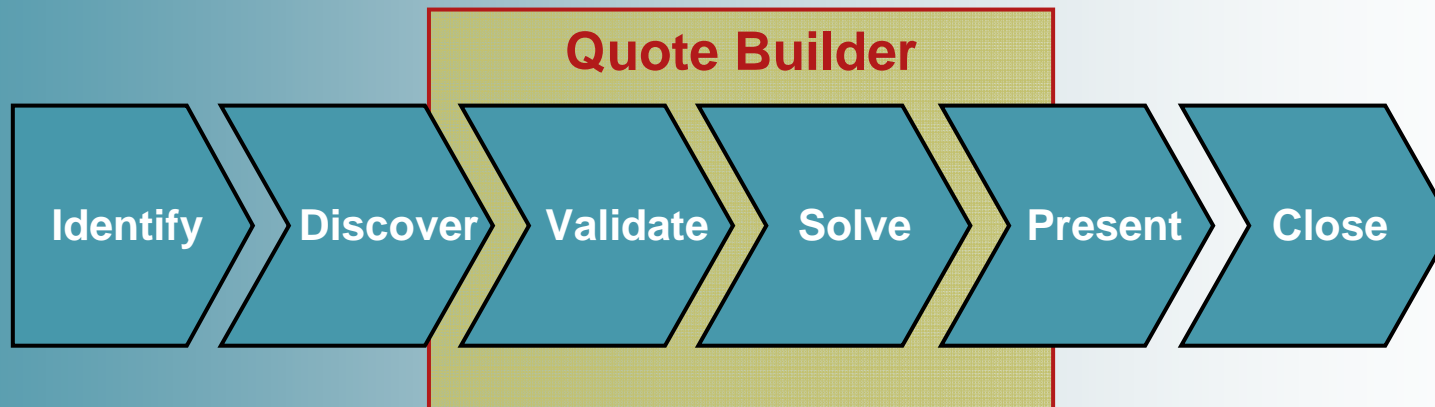
5540

5550

ISR Security Bundles

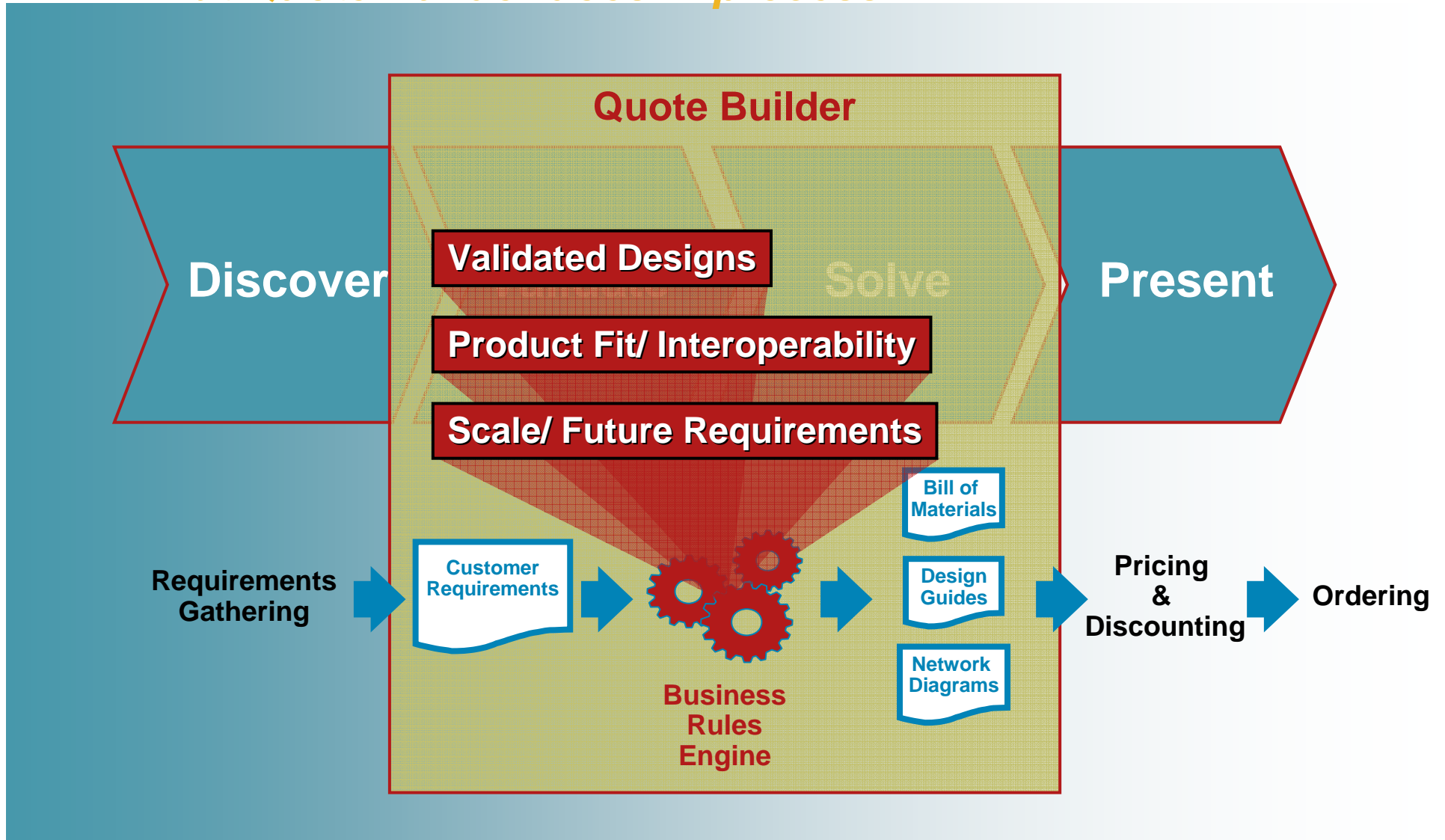
# Deal Process Flow (1 of 2)

*Where Quote Builder fits in process*



# Deal Process Flow (2 of 2)

## What Quote Builder does in process



# Solution Requirements Questionnaire

Site Detail

Configuration  
Solution Overview

MY SOLUTIONS  
HELP  
ADDITIONAL SUPPORT  
FAQ

\* Type of site: Main Office

\* Site country: USA


\* Site city: San Jose

\* Site postal / ZIP code: 95143

Site description: HQ on N. First

\* Number of phones (IP and analog) at site including forecasted growth: 260

\* Number of business email boxes

\*  -320x222 high-resolution grayscale display

\* -4 softkeys

\* -6 programmable backlit line keys

\* -Speaker phone

\* -Line/local power

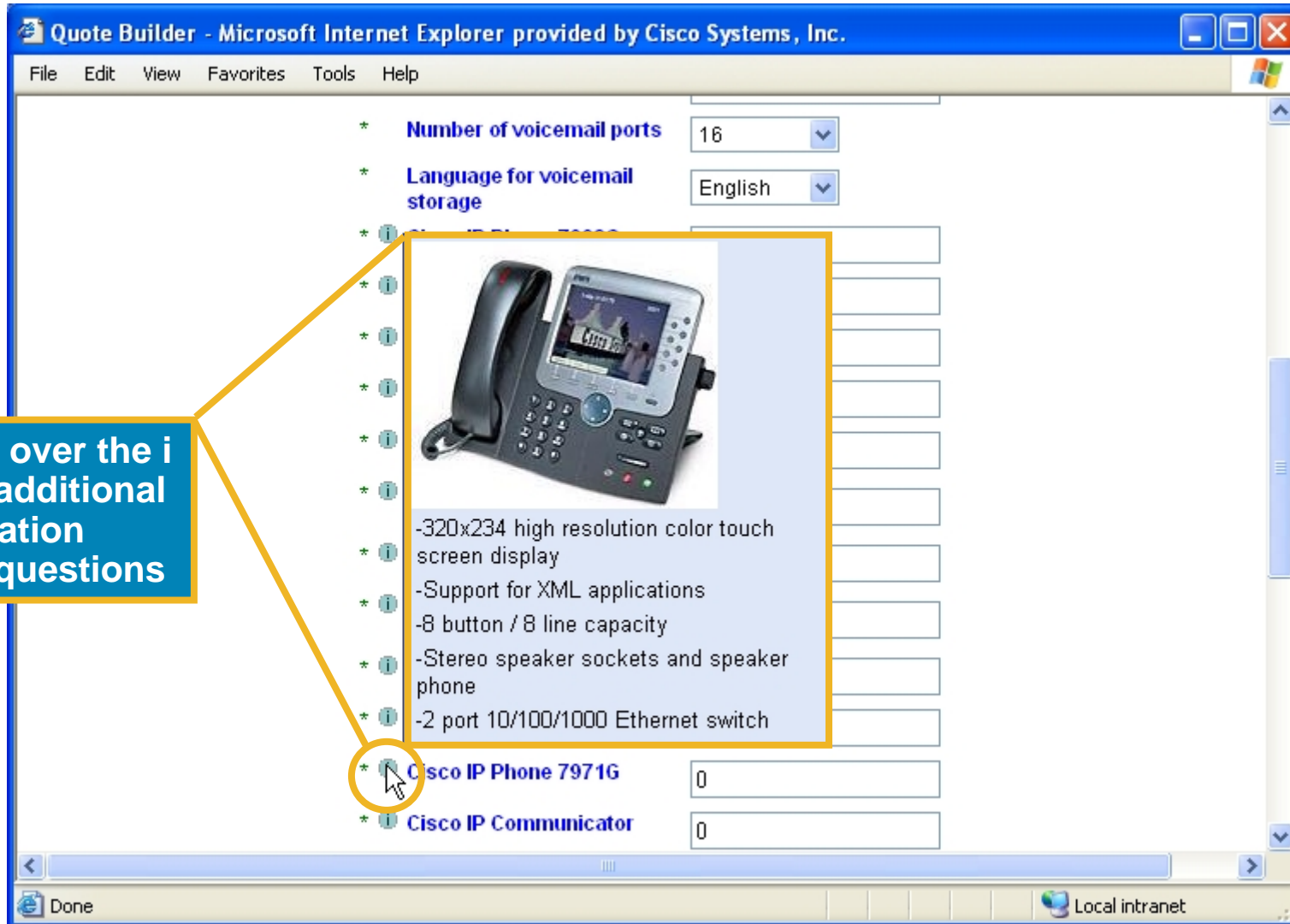
\* -2 port Ethernet switch

Questions designed to be answered by Account Manager based on end user requirements

Context-sensitive help provides additional details to guide answers to questions



# Unified Communications



Mouse over the **i** to get additional information about questions

# Wireless Networking (1 of 2)

The screenshot shows a web browser window titled "Quote Builder - Microsoft Internet Explorer provided by Cisco Systems, Inc.". The browser's address bar shows "Close Window" and "Toolkit: Roll over tools below". The Cisco Systems logo is visible in the top left. A navigation menu on the left includes "NEW SOLUTION", "MY SOLUTIONS", "HELP", "ADDITIONAL SUPPORT", and "Q&A". The main content area is titled "Wireless Networking" and contains a breadcrumb trail: "General > Sites > Configuration > Solution Overview".

A blue callout box on the right contains the text: "Quote Builder will calculate the recommended number of access points based on number of wireless devices, the technologies used, and the size of the location".

The form includes three required fields, each marked with an asterisk:

- \* How many wireless clients will be at site:
- \* What is the size of the site (in sq ft):
- \* What type of wireless LAN planning, configuration, and management software required: 
  - Select One
  - WCS base
  - WCS with Location
  - No WCS

At the bottom of the form are three buttons: "Previous", "Save", and "Next".

# Wireless Networking (2 of 2)

Quote Builder - Microsoft Internet Explorer provided by Cisco Systems, Inc.

File Edit View Favorites Tools Help

Q&A

## Wireless Networking

New information has appeared on this page. Please answer any required questions.

\* **Required Field**

\* How many wireless clients will be at site

\* What is the size of the site (in sq ft)

**Number of Access Points**

\* **How many access points need to be ruggedized**

\* **Is an integrated controller required**

\* **Is redundancy required for the wireless LAN controller**

\* What type of wireless LAN planning, configuration, and management software required

\* **Number of wireless PCMCIA cards**

\* **How many access points need power injectors**

\* **Which operating system will software run on**

\* **Number of users for wireless desktop supplicant software**

Quote Builder displays the total number of access points and allows you to select a subset of these to be rugged access points (1242 APs)

# Network Security (1 of 2)

Quote Builder - Microsoft Internet Explorer provided by Cisco Systems, Inc.

File Edit View Favorites Tools Help

Cisco SYSTEMS

Close Window

Toolkit: Roll over tools below

Quote Builder

- NEW SOLUTION
- MY SOLUTIONS
- HELP
- ADDITIONAL SUPPORT
- Q&A

General > Sites > Configuration > Solution Overview

## Network Security

New information has appeared on this page. Please answer any required questions.

**\* Required Field**

- \* What is the preferred security platform
- \* **What is the peak firewall performance (in Mbps) through customer network.** 
  - Select One
  - Up to 100 Mbps
  - Up to 300 Mbps
  - Up to 450 Mbps
  - Up to 650 Mbps
  - Above 650 Mbps
- \* **Is secure remote access for teleworkers required for this site**

# Network Security (2 of 2)

Quote Builder - Microsoft Internet Explorer provided by Cisco Systems, Inc.

File Edit View Favorites Tools Help

Appliance

- \* What is the peak firewall performance (in Mbps) through customer network. Up to 100 Mbps
- \* What is the peak VPN performance (in Mbps) through customer network. Up to 50 Mbps
- \* Is secure remote access for teleworkers required for this site Yes
- \* How many simultaneous secure remote (VPN) sessions are required 100
- \* What kind of Intrusion Prevention Systems (IPS) is required None
- \* **Is Gateway Anti-X required**
- \* **Is enforcement of security policies on incoming host machines required**
- \* **Is endpoint security to protect against new and unknown malware required**
- \* Is a personal firewall for endpoint security required for the remote access users? Yes

Select O  
Select O  
Yes - Ba  
Yes - Plus license  
No

**Cisco NAC (Clean Access)**

**Cisco Security Agent (CSA)**

Previous Save Next

Incompatible options will not appear. Gateway anti-x is not available if an Appliance based IPS is used

**Is Gateway Anti-X required**

**Is enforcement of security policies on incoming host machines required**

**Is endpoint security to protect against new and unknown malware required**

**Cisco NAC (Clean Access)**

**Cisco Security Agent (CSA)**

# Routing and Switching

Quote Builder - Microsoft Internet Explorer provided by Cisco

File Edit View Favorites Tools Help

ADDITIONAL SUPPORT  
Q&A

## Routing and Switching

New information has appeared

\* **Required Field**

* Number of fax and modem lines	2
* Type of PSTN connection	T1 PRI
* <b>Number of voice channels</b>	40
* Type of WAN connection	T1
* <b>Number of WAN lines</b>	2
* PoE Switch needed	Yes
* <b>Number of additional PoE switch ports</b>	50
* <b>Number of networking closets at site</b>	2
* <b>Stackable switches required in closets</b>	No

Previous Save Next

- PSTN type and number of phones determines range of voice channels available
- Number of voice channels determines how many connections are needed and how many cards to include in voice gateway

These PoE ports are in addition to those required to connect all the phones, access points and to connect the switches to the aggregation switch.

# Output: Bill of Materials

## SKU Level with List Prices

Site Detail ✓

- Configuration
- Solution Overview
- MY SOLUTIONS
- HELP
- ADDITIONAL SUPPORT
- FAQ

Site: Site Main			Status: Completed			
No.	Product ID	Description	Verified?	Qty	Price (\$)	Action
1	CISCO2821-V/K9	2821 Voice Bundle,PVDM2-32,SP Serv,64F/256D	✓	1	9,726.00	<a href="#">Reconfigure View</a>
1.0	CISCO2821-V/K9	2821 Voice Bundle,PVDM2-32,SP Serv,64F/256D		1	4,895.00	
1.4	CAB-AC	Power Cord,110V		1	0.00	
1.5	S28NSPSK9-12311T	Cisco 2800 IOS SP SERVICES		1	0.00	
1.6	ROUTER-SDM	Device manager for routers		1	0.00	
		256MB DDR DRAM Memory factory		1	0.00	
		es		1	0.00	
				1	0.00	
1.10	PWR-2821-51-AC	Cisco 2821/51 AC power supply		1	0.00	
SRVC	CON-OS-C2821VK9	ONSITE 8X5XNBD 2821 Voice Bundle,PV		1	631.00	
2	CP-7912G-A			15	4,950.00	<a href="#">Reconfigure View</a>
2.0	CP-7912G-A			15	3,675.00	
2.1	SW-CCM-UL-7912	IP phone		15	1,200.00	

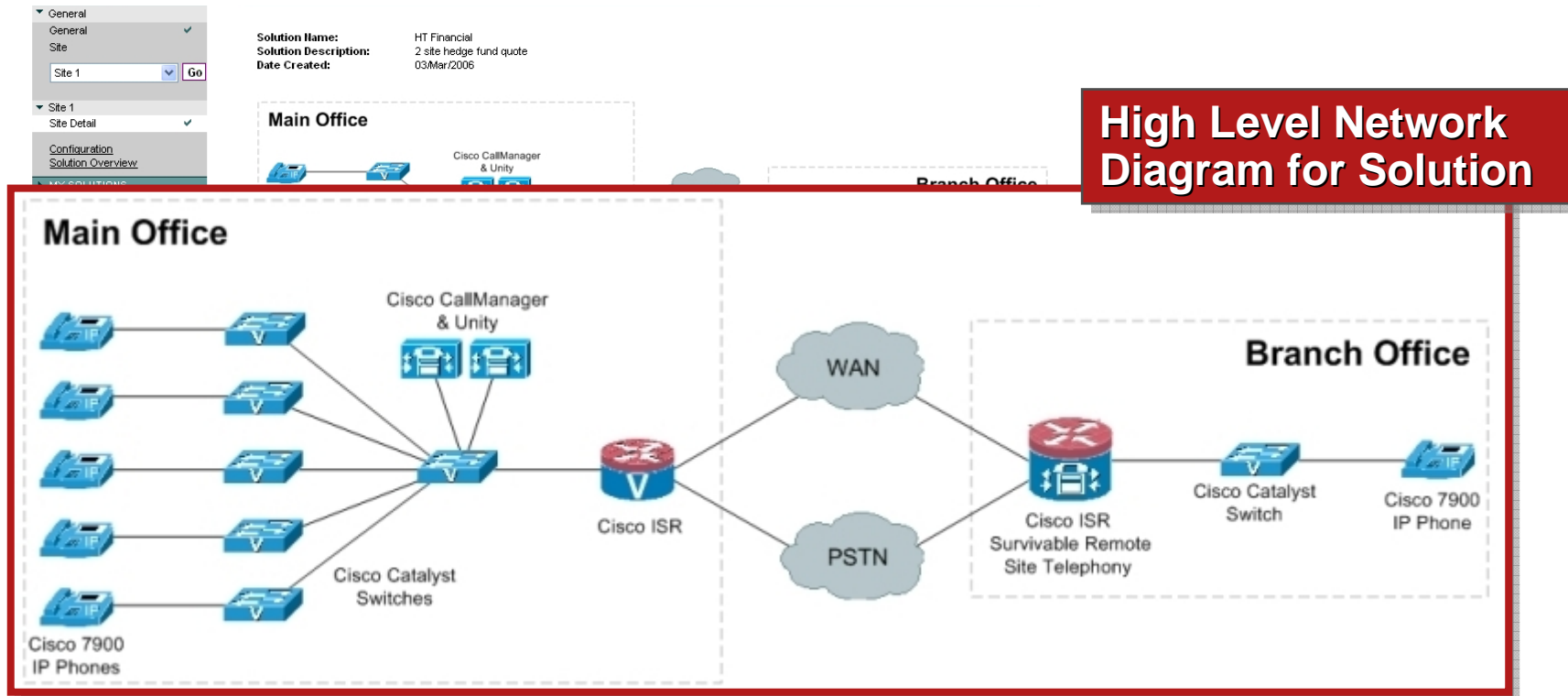
All products pre-configured and validated to be orderable, can be reconfigured for more customized solution

Includes appropriate service SKUs for all products

SKUs and prices from Global Price List

# Output: Network Diagram

## High Level Visual Representation of Solution



Solution Overview:		
CONTENT TYPE	FILE TYPE	DESCRIPTION
<a href="#">Bill of Material (HTML)</a>	.html	The parts list contains all the required parts needed for this deployment
<a href="#">Bill of Material (Excel)</a>	.xls	The parts list contains all the required parts needed for this deployment
<a href="#">At-a-glance guide</a>	.pdf	At-a-glance guide for the Solution
<a href="#">Design guide</a>	.pdf	Design guide for the Solution



# Output: Leasing Options

## Customized Lease Rate Factors and Information

General

Site

Site 1

Site 1 Detail

Configuration

Solution Overview

MY SOLUTIONS

**Solution Name:** HT Financial

**Solution Description:** 2 site hedge fund quote

**Date Created:** 03Mar2006

Leasing Offers from Cisco Capital

**Solution Leasing Info.**

Lease Rate Factors			
Term (monthly in advance)	36	48	60
<b>Fair Market Value Lease</b>	0.027117	0.022340	0.019705
<b>Finance Lease</b>	0.031346	0.024475	0.020372
<b>Service Financing</b>	0.031346	0.024475	0.020372

To determine monthly payment multiply factor by net amount financed.  
 For example, if the hardware and software cost \$1,000 and lease rate factor for that Hardware & Software was 0.027117 then the monthly payment would be:  
 $0.027117 \times \$1,000 = \$27.12$  per month for Hardware & Software.

Changes to the configuration will change the monthly payment.

For more information on lease payments for your Cisco IPC solution and Cisco Capital Commercial's latest promotional offers, please call us 866-CISCO-80 or visit us at our website at <http://www.cisco.com/go/ciscocapitalpartners/us/>

**Notwithstanding anything herein to the contrary, all pricing quotes and models provided above are descriptive and are not to be deemed as offers and CSCC shall not be bound hereunder.**

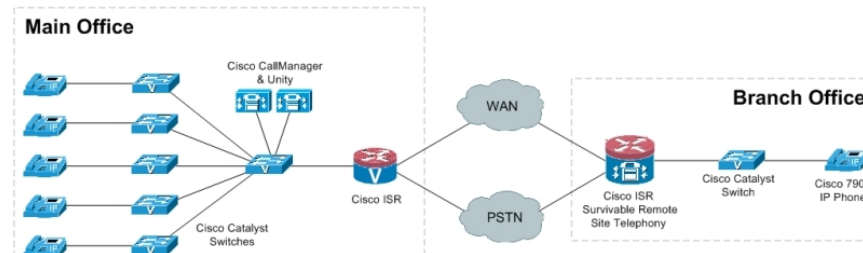
<a href="#">Bill of Material (Excel)</a>	.xls	The parts list contains all the required parts needed for this deployment
<a href="#">At-a-glance guide</a>	.pdf	At-a-glance guide for the Solution
<a href="#">Design guide</a>	.pdf	Design guide for the Solution

# Output: Document Downloads

## Bill of Materials, At-a-Glance Guide, and Design Guides

General  
 General   
 Site  
 Site 1    
 Site 1 Detail  
 Site Detail   
 Configuration  
 Solution Overview  
 MY SOLUTIONS  
 HELP  
 ADDITIONAL SUPPORT  
 FAQ

**Solution Name:** HT Financial  
**Solution Description:** 2 site hedge fund quote  
**Date Created:** 03Mar2006



**Bill of Materials  
 Downloadable in  
 Excel, Html. Design  
 Guides for Solution  
 Implementation**

### Solution Overview:

CONTENT TYPE	FILE TYPE	DESCRIPTION
<a href="#">Bill of Material (HTML)</a>	.html	The parts list contains all the required parts needed for this deployment
<a href="#">Bill of Material (Excel)</a>	.xls	The parts list contains all the required parts needed for this deployment
<a href="#">At-a-glance guide</a>	.pdf	At-a-glance guide for the Solution
<a href="#">Design guide</a>	.pdf	Design guide for the Solution

Save

**Save solution for  
 future modification  
 or use as template**

<a href="#">At-a-glance guide</a>	.pdf	At-a-glance guide for the Solution
<a href="#">Design guide</a>	.pdf	Design guide for the Solution

Save

# Quote Builder Information

**To access Quote Builder and for more information**  
<http://www.cisco.com/web/partners/quotebuilder/>

**Quote Builder Support**  
<http://www.cisco.com/web/partners/tools/helponline/ats.html>

**To Provide Feedback**  
[Quote\\_Builder@cisco.com](mailto:Quote_Builder@cisco.com)



## Solution Expert Overview

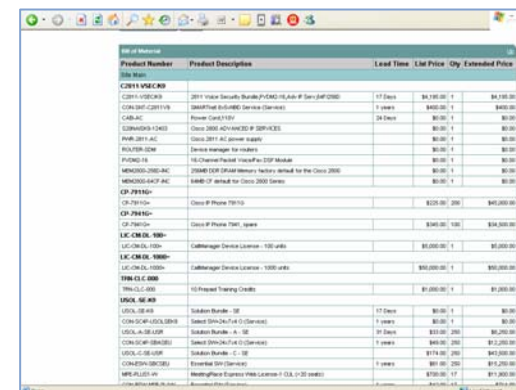


*Cisco's design & quoting tool for Unified Communications systems*

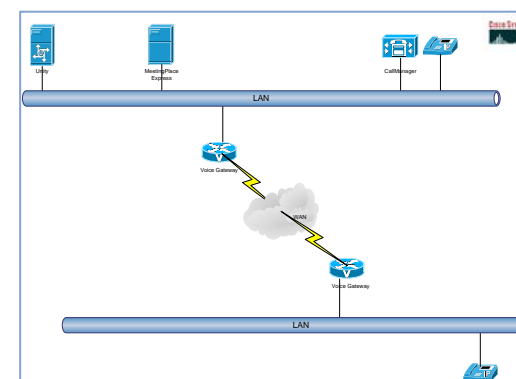
Nara Plitponkarnpim  
Channel Systems Engineer

# Agenda

- Solution Expert Overview
- Who should use Solution Expert?
- Supported Technologies
- Role in the Sales Planning Process
- Solution Expert Delivers Value



Product Number	Product Description	Lead Time	Unit Price	Qty	Extended Price
CS11-VSECN3	2011 Voice Security Bundle (V-CMS, V-ASA, V-Ser, V-IPSec)	17 Days	\$4,390.00	1	\$4,390.00
CON-SEC-CR1119	Small/Mid-Enterprise Service Contract	1 years	\$400.00	1	\$400.00
CAB-AC	Power Cab-A110V	24 Days	\$0.00	1	\$0.00
EDWARDS-CMS3	Cisco 2800 ADVANCED IP SERVICES		\$0.00	1	\$0.00
FWK-2811-AC	Cisco 2811 AC power supply		\$0.00	1	\$0.00
ROUTER-2800	Service manager for routers		\$0.00	1	\$0.00
FWK-2811	16-Channel Packet VoiceFax DSP Module		\$0.00	1	\$0.00
MEMOR3-2800-AC	2800-IP-32-Channel-voice-serial-for-the-Cisco-2800		\$0.00	1	\$0.00
MEMOR3-440P-AC	8800-IP-serial-for-Cisco-2800-Series		\$0.00	1	\$0.00
CP-2811G+	Class IP Phone 2811G		\$200.00	200	\$40,000.00
CP-2811G+	Class IP Phone 2811G, spare		\$180.00	100	\$18,000.00
LIC-CM-OL-1000	CallManager Device License - 100 units		\$0.00	1	\$0.00
LIC-CM-OL-1000+	CallManager Device License - 1000 units		\$0.00	1	\$0.00
LIC-CM-OL-1000+	CallManager Device License - 1000 units		\$0.00	1	\$0.00
TRN-CL-000	10-Prepaid Training Credits		\$1,000.00	1	\$1,000.00
USQL-SE-00	Subscription - SE	17 Days	\$0.00	1	\$0.00
CON-SUP-UCOL-SE00	Service (SIP-24x7 x 0) (Service)	1 years	\$0.00	1	\$0.00
USQL-A-SE-00P	Subscription - A - SE	17 Days	\$0.00	200	\$0.00
CON-SUP-SE00SE00	Service (SIP-24x7 x 0) (Service)	1 years	\$45.00	200	\$9,000.00
USQL-C-SE-00P	Subscription - C - SE	17 Days	\$174.00	200	\$42,800.00
CON-SUP-SE00SE00	Service (SIP-24x7 x 0) (Service)	1 years	\$0.00	200	\$0.00
MS-PL-00-00	Microsoft Office Express 2003 License (1-00, 1-00 serial)		\$10.00	17	\$170.00



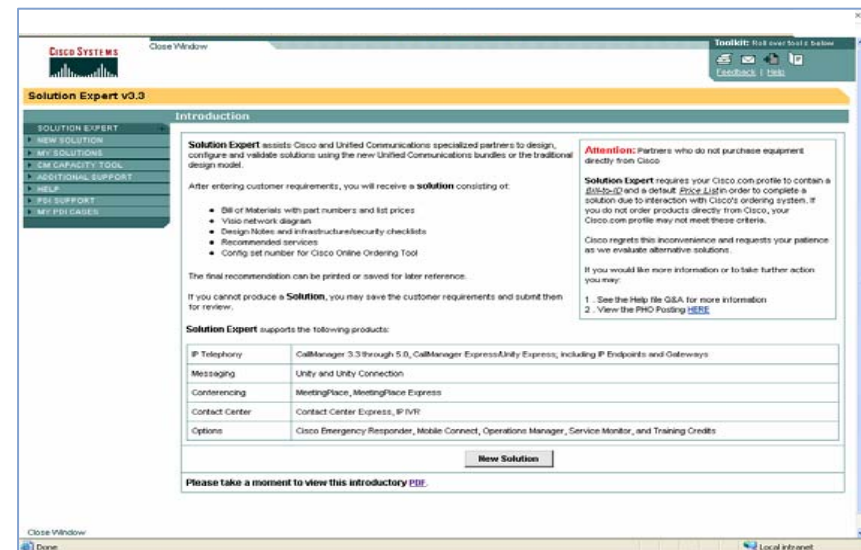
# Solution Expert

## Overview

- A **Unified Communications Solutions** design and quoting application for the **Systems Engineer**
- Enables Cisco SEs and specialized partners to more quickly and accurately build a Unified Communications system:
  - Flexible design choices – UC bundles or traditional design
  - Complete, accurate solutions, validated and orderable
  - Easy access to content, tools and subject matter experts
- Available worldwide, English language support today

## Benefits

- Reduced time to design
- Complete UC solution quote – validated design & orderable



[www.cisco.com/go/sx](http://www.cisco.com/go/sx)

# Who should use Solution Expert?

- Cisco system engineers
- Partner system engineers with a Unified Communications specialization/certification\*:
  - Advanced Unified Communications Specialization
  - Express Unified Communications Specialization
  - IP Communications
  - IP Communications Express
  - ATP-Rich Media Communications

***\* Access requires your cisco.com account set to Partner level access **and** your company's Unified Communications specializations entered into the Partner Locator database***



# Solution Expert Technologies

## UC Bundles:

- A – CallManager
- B – CallManager, Unity Connection
- C – CallManager, Unity Connection, MeetingPlace Express
- D – Contact Center Express

## IP Telephony:

- Cisco Call Manager 3.3/4.x/5.0
- Cisco CME/CUE (SOHO bundles)

## Messaging:

- Cisco Unity
- Cisco Unity Connection

## Conferencing:

- Cisco MeetingPlace
- Cisco MeetingPlace Express

*\*Broad selection of application servers*

## Contact Center:

Contact Center Express

## Options:

- Cisco Unified Presence Server
- Cisco Unified Personal Communicator
- Cisco Emergency Responder
- Cisco Mobile Connect
- Cisco Mobility Manager
- Cisco Operations Manager
- Cisco Service Monitor
- Unified Communications Subscription Services
- Training Credits

## Gateways:

- |        |      |
|--------|------|
| 1751   | 2821 |
| 1760   | 2851 |
| 2801   | 3725 |
| 2651XM | 3745 |
| 2691   | 3825 |
| 2811   | 3845 |

## Endpoints:

- 7902
- 7906
- 7911
- 7912G-A
- 7914
- 7920
- 7936
- 7940
- 7941
- 7941G-GE
- 7960
- 7961
- 7970
- 7971
- 7961G-GE
- 7985-NTSC
- 7985-PAL
- IP Communicator
- Unified Video Advantage
- ATA 186



# Solution Expert Aids Sales Planning



## Solution Expert will help...

- **Simplify** the design and quoting of Unified Communications solutions
- **Shorten** design time
- **Deliver** complete verified solutions consisting of products and supporting services
- **Enhance** knowledge management



# Entering Requirements

**Solution Expert v3.3**

Unity Connection sanjapat

New information has appeared on this page. Please answer any required questions.

**\* Required Field**

- \* # of Messaging users (must be <=1500)
- \* # of Server Ports
- \* # of Cisco Unity Inbox Users
- \* # of IMAP Client Access Users
- \* # of Advanced Feature Packages

Please refer to the Cisco Unity Connection Supported Platforms List for performance and capacity information related to speech recognition.  
Ensure that you include Voice Recognition Sessions.

- \* # of RealSpeak Text To Speech (TTS) Ports
- \* # of Voice Recognition Ports

\*  Yes  No  
Need PBX IP Media gateway (PIMG) for integrations with legacy PBX?

\* # of PIMG Gateways?

Check to make sure your particular legacy PBX is supported [Please Click Here](#)  
Ensure that your particular email server supports the IMAP4 protocol

\*  Yes  No

- \* Do you require a server?
- \* Select a Server Solution
- \* Select a Server Model
- \* Enter Server Quantity

[Design Notes](#)

# Product Configuration

**Configure each product, validate with Cisco Configuration Tool**

**Solution Expert v3.2**

**SOLUTION EXPERT** jhoney

Your solution will be completed after you have configured all sites. DO NOT click on your browser back button. Doing so will disconnect you from Solution Expert and eliminate all unsaved data.

**[Un-saved Solution]**

Hidden Sites: Show All Add to Display Displayed Sites: Site Main Hide from Display

No.	Product ID	Description	Verified?	Qty	Price (\$)	Action
1	MCS-7825-I1-IPC1		Not Verified	1	.....	<a href="#">Configure View</a>
2	CM4.1-K9-7825-I1		Not Verified	1	.....	<a href="#">Configure View</a>
3	KEY-CCM-ADMIN-K9=	Hardware Security Key for CCM Admin, Release 4.0 or Greater	Not Configurable	1	300.00	
4	UNITY-4.0		Not Verified	1	.....	<a href="#">Configure View</a>
5	MCS-7845-I1-ECS1		Not Verified	1	.....	<a href="#">Configure View</a>
6	CP-7936		Not Verified	10	.....	<a href="#">Configure View</a>
7	CP-7902G		Not Verified	100	.....	<a href="#">Configure View</a>
8	CWITEM-2.0-WIN-K9	IP Telephony Env Monitor 2.0 for WIN	Not Configurable	1	19,995.00	

Go to Site Management View Solution

# Product Configuration

Solution Expert - Microsoft Internet Explorer provided by Cisco Systems, Inc.

File Edit View Favorites Tools Help

Address http://tools.cisco.com/a2q/jsp/configurePart.jsp

**Solution Expert v3.2**

**SOLUTION EXPERT** 924, BBB, AAA

**Configurable Components For**  
**3700 Series, 2-Slot, 2 FE, Multiservice Router 32F/256D**

Recommended parts, if any, are **highlighted**.  
 Click [here](#) to view the list of recommended parts. \*Quantities of user selectable items will be adjusted to suit the quantities of the enclosing items during verification

Product	ID	Select	Unit Price(\$)	Qty*
<b>3700 Series, 2-Slot, 2 FE, Multiservice Router 32F/256D</b>	<b>CISCO3725</b>	Selected	8,500.00	1
<b>3725 SOFTWARE OPTION CLASS</b>	<b>3725 SOFTWARE</b>	<input checked="" type="checkbox"/> Select this for sub-items selection(s) to be effective		
<b>S3725AEK9 - ADVANCED ENT SERVICE SOFTWARE</b>	<b>ADV ENT 372</b>	<input checked="" type="checkbox"/> Select this for sub-items selection(s) to be effective		
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12303	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12305	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12306	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12307T	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12308T	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12309	<input type="radio"/>	3,500.00	1
Cisco 3725 IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12311T	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12313	<input type="radio"/>	3,500.00	1
<b>Cisco 3725 IOS ADVANCED ENTERPRISE SERVICES</b>	<b>S372AESK9-12314T</b>	<input checked="" type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12312	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12316	<input type="radio"/>	3,500.00	1
Cisco 3725 ADVANCED ENTERPRISE SERVICES	S372AESK9-12404T	<input type="radio"/>	3,500.00	1
Cisco 3725 ADVANCED ENTERPRISE SERVICES	S372AESK9-12402XA	<input type="radio"/>	3,500.00	1
Cisco 3725 Ser IOS ADVANCED ENTERPRISE SERVICES	S372AESK9-12317	<input type="radio"/>	3,500.00	1
<b>S3725NAK9 - ADV ENT SERVICES WITH SNA SWITCHING SOFTWARE</b>	<b>ADV ENT SNA 3725</b>	<input type="radio"/> Select this for sub-items selection(s) to be effective		

Done Internet

start | Sametime C... | Unread Mail... | Microsoft P... | Microsoft P... | Solution Ex... | 100% | 9:52 AM

Recommended products are highlighted in yellow. Adjust selections as needed.

# Solution Overview

**Solution Expert v3.2**

**Solution Overview**

**Solution Name:** BMW-CMUUnity  
**Solution Description:** CMUUnity  
**Date Created:** 05/Nov/2005

**Solution Overview:**

CONTENT TYPE	FILE TYPE	DESCRIPTION
<a href="#">Network Diagram</a>	.vdx	Network Diagram for the solution
<a href="#">Bill of Material (HTML)</a>	.html	The parts list contains all the required parts needed for this deployment
<a href="#">Bill of Material (Excel)</a>	.xls	The parts list contains all the required parts needed for this deployment
<a href="#">Recommended Parts</a>	.xls	Recommended Parts for the solution
<a href="#">Services (HTML)</a>	.html	View Recommended Services HTML for the Solution
<a href="#">Services (Excel)</a>	.xls	View Recommended Services Excel for the Solution
<a href="#">Design Notes</a>	.xls	Design Notes for the Solution
<a href="#">Selected Partners</a>	.xls	You can see all the relevant partners for the solution
<a href="#">Partner Info</a>	.html	You can see all the relevant partner info
<a href="#">Security Checklist</a>	.pdf	Please review this Security checklist
<a href="#">Infrastructure Checklist</a>	.pdf	Please review this Infrastructure checklist
<a href="#">Related Content</a>	.html	Here are links to product data sheets, etc.

**Callout:** The Solution Overview displays links to the Bill of Materials, Network Diagram and other relevant information.

# Bill of Materials

Solution Expert - Microsoft Internet Explorer provided by Cisco Systems, Inc.

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media

Address <http://tools.cisco.com/a2q/viewPartsList.sx>

**BOM available in HTML Or Excel**

Bill of Material						
Product Number	Product Description	Lead Time	List Price	Qty	Extended Price	
Site Main						
<b>MCS-7825-H1-IPC1</b>						
MCS-7825-H1-IPC1	HW Only MCS-7825-H1 with 2GB RAM and SATA RAID	15 Days	\$7,000.00	1	\$7,000.00	
CON-SNTE-MCS7825I	SMARTNET 8X5X4 HW Only MCS 7825I-30 (Service)	1 years	\$696.00	1	\$696.00	
CAB-AC	Power Cord,110V		\$0.00	1	\$0.00	
<b>CM4.1-K9-7825-H1</b>						
CM4.1-K9-7825-H1	SW CallMgr 4.1 For MCS-7825-H1	CBR Days	\$5,995.00	1	\$5,995.00	
CON-SAS-CM4XK9HI	SW APP SUPP SW CallMgr 4.1 For M (Service)	1 years	\$899.00	1	\$899.00	
IPCX-40-CM-BUNDLE	5 Seat IPCCX STD CCM Bundle - AVAILABLE ONLY WITH CCM		\$0.00	1	\$0.00	
<b>KEY-CCM-ADMIN-K9=</b>						
KEY-CCM-ADMIN-K9=	Hardware Security Key for CCM Admin, Release 4.0 or Greater	Days Days	\$300.00	1	\$300.00	
<b>MP-8112-510IP</b>						
MP-8112-510IP	Cisco MeetingPlace 8112 510UL IP Solution Bundle	CBR Days	\$624,995.00	1	\$624,995.00	
CON-CSSPD-MP510IP	SHARED SUPP SDS MP8112 510UL IP Bundle (Service)	1 years	\$5,250.00	1	\$5,250.00	
MP-MTGTM-SITE-5.3	Cisco MeetingPlace MeetingTime Release 5.3 Site License		\$5,995.00	1	\$5,995.00	
MP-SMARTBLADE	Cisco MeetingPlace Audio Conf. module, 96 prt with 4xT1-CAS		\$0.00	6	\$0.00	
CON-CSSPD-MPSMTBLD	SHARED SUPP SDS MP Audio Conf Module-96 (Service)	1 years	\$1,800.00	6	\$10,800.00	
MP-MA-16	Cisco MeetingPlace Gateway Mod. 480 IP ports		\$0.00	2	\$0.00	
CON-CSSPD-MPMA16	SHARED SUPP SDS MP Gateway Mod. 16xPRI-T (Service)	1 years	\$3,600.00	2	\$7,200.00	
MP-AUDIO-UL-30	Cisco MeetingPlace audio conf. user license bundle, 30 Uls		\$0.00	17	\$0.00	
MP-IP-GW	Cisco MeetingPlace H.323/SIP Gateway Software		\$0.00	1	\$0.00	
MP-AUDIO-SVW-5.3	Cisco MeetingPlace Audio Conf Server Software Release 5.3		\$0.00	1	\$0.00	
MP-CONF-UI-5.3	Cisco MeetingPlace Conf Scheduler Rel 5.3 w/ 5 web conf ul		\$0.00	1	\$0.00	
MP-EMAIL-5.3	Cisco MeetingPlace Email Notifications Release 5.3 (req svr)		\$0.00	1	\$0.00	
MP-MTGTM-5UL-5.3	Cisco MeetingPlace MeetingTime Release 5.3, 5 user licenses		\$0.00	1	\$0.00	
<b>MCS-7845-I1-RC1</b>						

Done Internet

start 3 S... SofT... 6 M... 2 M... 4 I... Micr... Net... 100% 4:23 PM

# Solution Expert—My Solutions

**My Solutions Allows You to Save Your Solutions for Later Use. You Can Archive, Control Proxy, Copy, etc...**

**Solution Expert v3.2**

**MySolutions**

Search jhoney

Solution Name:  Status:

Date Created:  Date Modified:

Technology:

Customer Name:

SELECT	ID	NAME	DESCRIPTION	LAST MODIFIED	STATUS	GRANTED BY	PERMISSION	FUNCTIONS
<input checked="" type="checkbox"/>	958	<a href="#">AAA CMUnity</a>		13/Feb/2006	InComplete	jhoney	Owner	Select One
<input type="checkbox"/>	952	<a href="#">cme</a>		13/Feb/2006	Complete	smishra	Read - Write	Select One Copy Permissions Manage Content
<input type="checkbox"/>	951	<a href="#">Overview</a>		13/Feb/2006	Complete	smishra	Read - Write	
<input type="checkbox"/>	926	<a href="#">AAA</a>		11/Feb/2006	InComplete	jhoney	Owner	Select One
<input type="checkbox"/>	925	<a href="#">AAA</a>		11/Feb/2006	Complete	jhoney	Owner	Select One
<input type="checkbox"/>	924	<a href="#">AAA</a>		11/Feb/2006	Complete	jhoney	Owner	Select One
<input type="checkbox"/>	923	<a href="#">AAA</a>		11/Feb/2006	Complete	jhoney	Owner	Select One
<input type="checkbox"/>	872	<a href="#">cmUnity 2-9</a>		09/Feb/2006	InComplete	jhoney	Owner	Select One



# Next Steps

- Access Solution Expert at:  
<http://www.cisco.com/go/sx>
- Questions, contact the Solution Expert team at:  
[sx@cisco.com](mailto:sx@cisco.com)
- Assistance with the tool or your solution, contact the PDI Help Desk at:  
<http://www.cisco.com/web/partners/tools/helponline/pdi.html>  
Select PDI Help Desk and Solution Expert for steps 1 and 2
- Share your feedback, using the Feedback link at the top of each page

# Solution Expert and Quote Builder Comparison

## Solution Expert

- Designed for:

*UC Solution Only*

*SE Focus*

*Provides price quotes and technical configurations for complex deployments (multiple sites).*

## Quote Builder

- Designed for:

*UC, Security & Wireless*

*Non-technical sales personnel;  
AM / Inside Sales Focus*

*Provides budgetary quotes.*

# Q&A

