



Cisco ONE Mid Cycle Refresh Opportunities in CCW

Overview

The Cisco ONE Mid Cycle Refresh Opportunities tool in Cisco Commerce provides you the ability to identify Cisco ONE offers for already purchased hardware products. Within the tool, based on user selection, such as, Technology Group, Platform Family, Product, Installed software, Quantity, Age of installation and Target Suite, the user can view, and create a Cisco ONE BOM (Bill of Material). The tool provides a view of the complete BOM, an analysis of the total cost of ownership of upgrading to Cisco ONE, a detailed breakdown of the value of Cisco ONE compared to A-la-Carte, and the ability to create an estimate for the selected offer. Excel export capability is available for easy download and provides advanced analytical summary of the Cisco ONE offer.

[Add Products – Advanced Search](#)

[Add Products – Guided Approach](#)

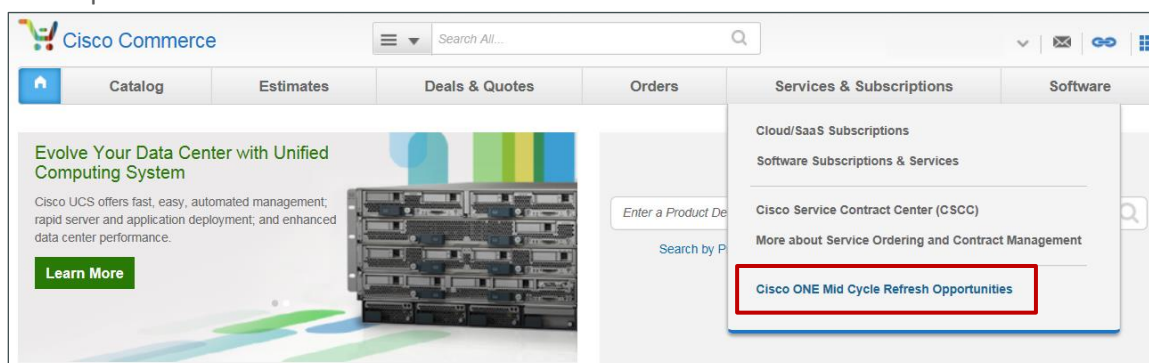
[Cisco ONE Mid Cycle Refresh - BOM Summary](#)

[Cisco ONE Value Tab](#)

[Export BOM & Mid Cycle Refresh benefits to Excel](#)

Add Products – Advanced Search

1. From the Cisco Commerce homepage, select [Cisco ONE Mid Cycle Refresh Opportunities](#) under Services & Subscriptions



2. Add Products using **Advanced Search** Option

The screenshot shows the 'Mid Cycle Refresh - Add Products' page. The 'Advanced Search' option is highlighted with a red box. Below the navigation, there are options to 'Upload a Configuration BOM' or 'Download Template'. A file upload section is present with a 'Browse Files' button and an 'Upload' button. A table with columns for Instance No., Serial No./PAK No., Technology Group, Platform Family, Product, Install Location, Ship Date, Installed Software, Software Qty, and Installation age is shown. The table currently displays 'No records'. There are 'Back' and 'Continue >' buttons at the bottom right.

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										



3. Download Template & enter PAK/Serial Number or Instance Number in the excel template

Mid Cycle Refresh - Add Products Beta

Add Products * Required Field

Advanced Search | [Guided Approach](#)

Upload a Configuration BOM Download Template

Upload a Bill of Materials from your local storage Browse Files Upload

Note: Only XLS and XLSX files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Back Continue >

	A	B
1	PAK/Serial Number	Instance Number
2	FTX1643AKYS	
3	FTX1643ADES	
4		

4. Serial and Instance number data can be downloaded using **Cisco Ready** tool (Partners: [Link](#) | Cisco Internals: [Link](#)) (CRUE - legacy) or Link (Connected Experience - preferred)

Note: Cisco employees, for any help/training on how to download report from Cisco Ready Tool, please visit our Cisco Jive [Site](#). **External users**, please make use of the **Help Contents** section under the **Help** widget on the [tool](#).

5. To help reduce irrelevant data, we strongly recommend either:
 - a. Clicking on the Cisco ONE Report

Connected Experience:





CRUE:

The screenshot shows the Cisco Commerce Cloud interface. On the left, there are navigation elements like 'TAO OFF ON', 'User Selections', 'Clear', 'Bookmarks', and 'Advanced Selections'. The main area is titled 'Customer View' and includes tabs for 'SAV Account View', 'Super Group View', 'Global Accounts View', and 'Org Entity View'. Below these is a 'Request Report' table with columns for 'SAV Account', 'SAVM ID', 'Service List', 'Product List', and 'Request Report'. The 'Request Report' column contains several 'Smart IB' links, with one 'Cisco ONE' link highlighted by a red box.

OR

- b. Using filters on the Cisco Ready UI to target a particular portion of large install base. Additionally, on the Cisco Ready excel report, filter the Parent Instance Column as <Null>

Product ID	RTM	n Type	Child Flag	Serial Number	Instance	Parent Instance	Product Family	Product Type	Technology Group	Architecture Group	
214	SFP-10G-SR=	DVAR	ERP	Y	FNS19471LMC	175295680	<NULL>	SFP10G	CARD	CTG	Switching
235	SFP-10G-SR=	DVAR	ERP	Y	FNS19470R9Z	175295669	<NULL>	SFP10G	CARD	CTG	Switching
236	SFP-10G-SR=	DVAR	ERP	Y	FNS19471YCV	175295672	<NULL>	SFP10G	CARD	CTG	Switching
237	SFP-10G-SR=	DVAR	ERP	Y	FNS194809U6	175295675	<NULL>	SFP10G	CARD	CTG	Switching
238	SFP-10G-SR=	DVAR	ERP	Y	FNS19470XKG	175295687	<NULL>	SFP10G	CARD	CTG	Switching
259	SFP-10G-SR=	DVAR	ERP	Y	FNS19470R1D	175295676	<NULL>	SFP10G	CARD	CTG	Switching
260	SFP-10G-SR=	DVAR	ERP	Y	FNS19470R0Y	175295683	<NULL>	SFP10G	CARD	CTG	Switching
261	SFP-10G-SR=	DVAR	ERP	Y	FNS19470XR	175295686	<NULL>	SFP10G	CARD	CTG	Switching
262	SFP-10G-SR=	DVAR	ERP	Y	FNS19470QWY	175295678	<NULL>	SFP10G	CARD	CTG	Switching
355	N5K-C5596UP-NFA	DVAR	ERP	Y	FOX1850G7YB	161999013	<NULL>	N5000	CHASSIS	SAVTG	Switching
356	N5K-C5596UP-NFA	DVAR	ERP	Y	FOX1850G7WM	161999033	<NULL>	N5000	CHASSIS	SAVTG	Switching
357	N5K-C5596UP-NFA	DVAR	ERP	Y	FOX1850G7W9	161986449	<NULL>	N5000	CHASSIS	SAVTG	Switching
379	AIR-CAP3502E-A-K9	DVAR	ERP	Y	FTX1701E0DP	116135181	<NULL>	AIR3500	CHASSIS	ENGTG	Wireless
382	AIR-CAP3502E-A-K9	DVAR	ERP	Y	FTX1701E0E3	116135272	<NULL>	AIR3500	CHASSIS	ENGTG	Wireless
383	VG224	DVAR	ERP	Y	FTX1705AJFL	121584404	<NULL>	ICV	CHASSIS	ENGTG	Enterprise Routing
384	VG224	DVAR	ERP	Y	FTX1705AJFP	121584392	<NULL>	ICV	CHASSIS	ENGTG	Enterprise Routing
385	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5NB	168562721	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
386	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5VE	168562746	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
387	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5SF	168562735	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
388	AIR-CAP2702I-A-K9	OTHER	ERP	Y	FTX1902R5YD	168562759	<NULL>	AIR2700	CHASSIS	ENGTG	Wireless
403	GLC-SX-MMD=	DVAR	ERP	Y	FNS18511N59	162002896	<NULL>	SFPGE	CARD	CTG	Switching

Note: Alternate sources to get serial and instance number reports are Customer's Inventory Records, Sales Order documents, Partner's Sales or Install records, SNIF Report, SNT Collector Report. You may also place a request with Cisco Customer Service Team to get the report



6. Browse and Upload the filled template

Mid Cycle Refresh - Add Products Beta

Add Products * Required Field

Advanced Search | Guided Approach

Upload a Configuration BOM | Download Template

Upload a Bill of Materials from your local storage

Browse Files Upload

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Mid Cycle Refresh - Add Products Beta

Add Products * Required Field

Advanced Search | Guided Approach

Upload a Configuration BOM | Download Template

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx

Browse Files **Upload**

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Note: We recommend using only 1500 serial/instance numbers per file upload, you may upload multiple excel files to create a consolidated BOM

7. Based on data uploaded, system will automatically pull product records and recommend upgrade offers

Mid Cycle Refresh - Add Products Beta

✓ Your File C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx is uploaded successfully. Total number of MCR items requested to be converted: 167; Cisco ONE Eligible items converted: 28; What is NOT SHOWN are the non-eligible items: 139.

Add Products * Required Field

Advanced Search | Guided Approach

Upload a Configuration BOM | Download Template

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx

Browse Files **Upload**

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
<input type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
<input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
<input type="checkbox"/>	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2
<input type="checkbox"/>	597430287	FTX1504AQLA	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	SEC LIC,UC-LIC	1	>2
<input type="checkbox"/>	588053087	FTX1452AJ8V	WAN	ISR 2911	C2911-CME-SRST/K9	US	05-JAN-2011	UC-LIC	1	>2
<input type="checkbox"/>	600685113	FTX1509AHKH	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	23-FEB-2011	SEC LIC	1	>2
<input type="checkbox"/>	602631276	FTX1510AHAD	WAN	ISR 3925	CISCO3925-V/K9	GB	01-MAR-2011	UC-LIC	1	>2
<input type="checkbox"/>	568939951	FTX1441A05V	WAN	ISR 3925E 45...	C3945-VSEC/K9	GB	07-OCT-2010	SEC LIC,UC-LIC	1	>2
<input type="checkbox"/>	597374367	FTX1504AR1C	WAN	ISR 2911	C2911-VSEC/K9	GB	10-FEB-2011	UC-LIC,SEC LIC	1	>2
<input type="checkbox"/>	601082854	FTX1509AJ0R	WAN	ISR 2911	C2911-VSEC/K9	US	24-FEB-2011	SEC LIC,UC-LIC	1	>2
<input type="checkbox"/>	597429522	FTX1504AQKS	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2

Back Continue >

Note: Use horizontal scroll bar at the bottom of the screen to view the recommended Cisco ONE Target Suite



8. Serial/Instance numbers not eligible for Cisco ONE upgrade will be systematically dropped for conversion and not show on the results

Mid Cycle Refresh - Add Products Beta

Your File C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx is uploaded successfully. Total number of MCR items requested to be converted: 167; Cisco ONE Eligible items converted: 28; What is NOT SHOWN are the non-eligible items: 139.

Add Products

Advanced Search | Guided Approach * Required Field

Upload a Configuration BOM | Download Template

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx Browse Files Upload

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2 <input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3 <input type="checkbox"/>	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2

9. To remove a line(s), select the **checkbox** and Click Remove Selected Lines

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input checked="" type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2 <input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3 <input type="checkbox"/>	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2

10. To edit a line, Click the **pencil icon**

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2 <input type="checkbox"/>	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3 <input type="checkbox"/>	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2

11. Make changes as needed and Click save or discard

Remove Selected Lines Back Continue >

Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age	Target Suite
FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	2 Selected	1	>2	2 Selected
FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2	ADVANCED,FOUN...



12. Click **Continue** to view Cisco ONE offer BOM summary

Mid Cycle Refresh - Add Products Beta

✔ Your File C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx is uploaded successfully. Total number of MCR items requested to be converted: 167; Cisco ONE Eligible items converted: 28; What is NOT SHOWN are the non-eligible items: 139.

Add Products

Advanced Search | Guided Approach * Required Field

Upload a Configuration BOM | [Download Template](#)

C:\Users\ranjsing\Desktop\MCR_Bulk_Upload_TemplatCisco_Ready_200.xlsx Browse Files Upload

Note: Only XLS and XLXS files can be uploaded

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1	601441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC/K9	US	26-FEB-2011	UC-LIC,SEC LIC	1	>2
2	597429264	FTX1504AQKU	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2
3	601449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	26-FEB-2011	SEC LIC	1	>2
4	597430287	FTX1504AQLA	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	SEC LIC,UC-LIC	1	>2
5	588053087	FTX1452AJ8V	WAN	ISR 2911	C2911-CME-SRST/K9	US	05-JAN-2011	UC-LIC	1	>2
6	600685113	FTX1509AHKH	WAN	ISR 2911	C2911-WAAS-SEC/K9	US	23-FEB-2011	SEC LIC	1	>2
7	602631276	FTX1510AHAD	WAN	ISR 3925	CISCO3925-V/K9	GB	01-MAR-2011	UC-LIC	1	>2
8	568939951	FTX1441A05V	WAN	ISR 3925E 45...	C3945-VSEC/K9	GB	07-OCT-2010	SEC LIC,UC-LIC	1	>2
9	597374367	FTX1504AR1C	WAN	ISR 2911	C2911-VSEC/K9	GB	10-FEB-2011	UC-LIC,SEC LIC	1	>2
10	601082654	FTX1509AJ0R	WAN	ISR 2911	C2911-VSEC/K9	US	24-FEB-2011	SEC LIC,UC-LIC	1	>2
11	597429522	FTX1504AQKS	WAN	ISR 2911	C2911-VSEC/K9	US	10-FEB-2011	UC-LIC,SEC LIC	1	>2

Back Continue >

Note: To add additional items individually, use steps available under [Add Products - Guided Approach](#) below

Add Products – Guided Approach

1. Click **Guided Approach** on the **Add Products** Page

Mid Cycle Refresh - Add Products Beta

Add Products

Advanced Search | Guided Approach * Required Field

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: Select | Platform Family: Select | Product*: Select

Add

Remove Selected Lines Back Continue >

	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records										

Back Continue >



2. Select HW product you own from the drop-down menus

Mid Cycle Refresh - Add Products Beta

Add Products * Required Field

[Advanced Search](#) | [Guided Approach](#)

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: Select | Platform Family: Select | Product*: Select

Remove Selected Lines | [Back](#) | [Continue >](#)

Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records									

[Back](#) | [Continue >](#)

Note: Additional options will appear when a Product is selected

3. Select software you own from the **Installed Software** drop-down menu

4. Input the Quantity

Add Products * Required Field

[Advanced Search](#) | [Guided Approach](#)

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: WAN | Platform Family: ISR 2901 | Product*: C2901-VSEC/K9

Installed Software: Select | Qty*: 1 | Age of Installation in Years*: 1 | Target Suite*: Select

[Check All](#) | [Uncheck All](#)

- ADVANCED
- APPX LIC
- FOUNDATION
- SEC LIC
- UC-LIC
- WAASX LIC

[Add](#) | [Back](#) | [Continue >](#)

Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
No records						

Note: * indicates mandatory fields

5. Select the age of installed product from **Age of Installation in Years** drop-down menu

[Advanced Search](#) | [Guided Approach](#)

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: WAN | Platform Family: ISR 2901 | Product*: C2901-VSEC/K9

Installed Software: Select | Qty*: 1 | Age of Installation in Years*: Select | Target Suite*: Select

- Select
- <2
- >2

[Add](#)



Note: Option selected under **Age of Installation In Years** will impact Cisco ONE BOM pricing

6. Select available Cisco ONE upgrade option/s from **Target Suite** drop-down

Advanced Search | Guided Approach

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: WAN | Platform Family: ISR 2901 | Product*: C2901-VSEC/K9

Installed Software: Select | Qty: 1 | Age of Installation in Years*: Select

Target Suite*

Select

Check All | Uncheck All

FOUNDATION

ADVANCED

Remove Selected Lines | Back | Continue >

Note: Based on options selected, the Cisco ONE Software Upgrade opportunities will be shown under **Target Suite**

7. Click **Add** and the options selected will appear in the table below

Advanced Search | Guided Approach

You can choose Technology Group or Platform Family to select product. You can also search directly by entering Product name.

Technology Group: WAN | Platform Family: ISR 2901 | Product*: C2901-VSEC/K9

Installed Software: 1 Selected | Qty: 1 | Age of Installation in Years*: <2 | Target Suite*: 1 Selected

Add

Remove Selected Lines | Back | Continue >

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>			WAN	ISR 2901	C2901-VSEC/K9	US		FOUNDATION	1	<2

Back | Continue >

Note: To add multiple products repeat the above steps

8. To **remove** or **edit** a line(s), follow **steps 9 to 11** under [Add Products – Advanced Search](#)

9. After you have added the products, Click **Continue** to view Cisco ONE offer BOM summary

Remove Selected Lines | Back | **Continue >**

<input type="checkbox"/>	Instance No.	Serial No./PAK No.	Technology Group	Platform Family	Product	Install Location	Ship Date	Installed Software	Software Qty	Installation age
1 <input type="checkbox"/>			WAN	ISR 2901	C2901-VSEC/K9	US		FOUNDATION	1	<2

Back | Continue >



Cisco ONE Mid Cycle Refresh - BOM Summary Tab

1. In the BOM Summary Tab, Cisco ONE Configuration(s) will appear with the associated price

The screenshot shows the 'Cisco ONE Mid Cycle Refresh' interface. The 'BOM Summary' tab is selected. Below the navigation bar, there is a table of configurations:

Price List	Global WorldWide Price List in US Do	Key
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.0	C1-AIR-K9	21
2.0	C1-MDS-ADD	21
3.0	C1-ISR-ADD	21
4.0	C1-N5K-ADD	21
5.0	C1-ISR-ADD	21

Below the table, there is a summary table:

All prices shown in USD	
Cisco ONE Software	115,265.00
Cisco ONE Software Services	0.00
Cisco ONE Total	115,265.00

2. To view the BOM in different price list, use Price List drop down menu

The screenshot shows the same interface as above, but with the 'Price List' dropdown menu highlighted in red. The dropdown menu is currently set to 'Global WorldWide Price List in US Do'.

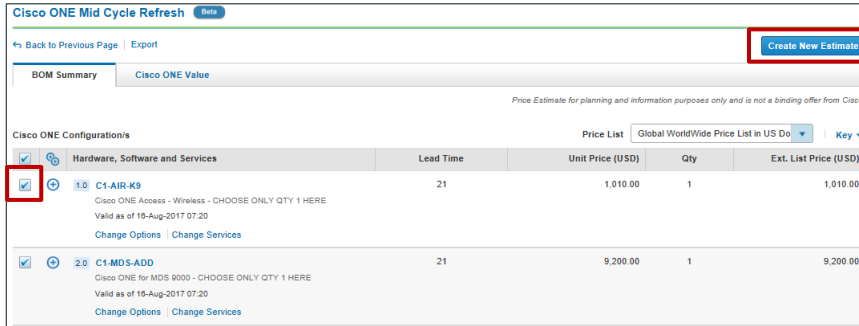
Note: Pricelists shown in the drop-down menu are based on the pricelist available in the user profile

3. To make changes to a configuration, Click Change Options | Change Services

The screenshot shows the same interface as above, but with the 'Change Options' and 'Change Services' links highlighted in red for the first configuration item.



4. To create an estimate, select the Cisco ONE configuration(s) and click **Create New Estimate**



Note: By default, all the configurations are auto-selected, you can choose to select an individual configuration(s) and create an estimate

Cisco ONE Value Tab

1. **Total Customer Value** table shows
 - a. **Software** cost of products for A-La-Carte and Cisco ONE
 - b. Cost of **Hardware + Software Services** for A-La-Carte and Cisco ONE
 - c. **Included Software + Service Value** shows additional cost of licenses if buying as A-La-Carte vs it being included if upgrading to Cisco ONE
 - d. **Total Customer Cost** is the sum of **Hardware + Software, Services and Included Software + Service Value**
2. Cost of each license is shown, if bought as A-La-Carte vs it being included if upgrading to Cisco ONE
3. **Services-Enabled License Portability** and **New Software Capabilities** are included, if upgrading to Cisco ONE
4. **A-La-Carte Software Support, Total Benefits Value** and **Customer Cost** is shown, if upgrading to Cisco ONE

BOM Summary		Cisco ONE Value		
<i>Price Estimate for planning and information purposes only and is not a binding offer from Cisco.</i>				
Total Customer Value				
	Software (USD)	Hardware + Software Services (USD)	Included Software + Services Value (USD)	Total Customer Cost (USD)
A-La-Carte	28,700.00	0.00	198,310.50	227,010.50
Cisco ONE	115,265.00	0.00	(Included)	115,265.00
		A-La-Carte Configuration/s (USD)	Cisco ONE Configuration/s (USD)	
WAN FOUNDATION				
	Energy Management (JouleX)	26,500.00	(Included)	
	AppX License	24,750.00	(Included)	
	Security License	8,800.00	(Included)	
	Prime Infrastructure (Lifecycle & Assurance)	4,305.00	(Included)	
	WAASX Feature License	(Included)	(Included)	
ACCESS WIRELESS FOUNDATION				
		2,028.00	(Included)	
Data Center Networking FOUNDATION				
		56,905.00	(Included)	
ACCESS WIRELESS ADVANCED				
		480.00	(Included)	
WAN ADVANCED				
		70,410.00	(Included)	
Services-Enabled License Portability				
		--	(Included)	
New Software Capabilities				
		--	(Included)	
A-La-Carte Software Support				
		4,132.50	--	
Total Benefits Value				
		198,310.50	--	
Total Customer Cost				
		227,010.50	115,265.00	



Export BOM & Mid Cycle Refresh Benefits to Excel

1. Click on Export to get the excel version of the BOM summary and Cisco One Value

The screenshot shows the 'Cisco ONE Mid Cycle Refresh' interface. At the top, there are navigation buttons: 'Back to Previous Page', 'Export' (highlighted with a red box), and 'Create New Estimate'. Below this, there are tabs for 'BOM Summary' and 'Cisco ONE Value'. A table lists configurations with columns for 'Hardware, Software and Services', 'Lead Time', 'Unit Price (USD)', 'Qty', and 'Ext. List Price (USD)'. Two items are listed: 'C1-AIR-K9' and 'C1-MDS-ADD'.

2. In the excel export file, a complete synopsis of your existing hardware, associated costs, service/software costs, benefits of switching to Cisco ONE etc are shown
 - a. In the **Summary** tab, **Service & Software discounts** can be added based on your deal discount (if any)
 - b. **Deal Summary** provides cost and savings details of the BOM
 - c. **Summary Breakdown by Product Family** is provided to show individual product family based cost and pricing summary

	A	B	C	D	E	F	G	H
1		Please Enter:						
2		Service Discount:	0%	2a				
3		Software Discount:	0%					
4								
5								
6								
7	Deal Summary:							
8	Grand Total Cost at Renewal, with Cisco ONE upgrade (including HW Services):	62285.00	Legacy Hardware Services Renewal Cost, without Cisco ONE Upgrade:	0.00	Additional Value from Cisco ONE upgrade:	92837.75	Total Savings % Over 5 Years (based on Detailed TCO):	9%
9		Compare with Value and Total Savings		Compare with Total New Hardware Service Cost				
10								
11								
12								
13	Summary Breakdown by Product Family:							
14	Product Family	Cisco ONE Software Cost	Annual Software Service (SWSS) Cost*	New Hardware Service Cost with Cisco ONE	Annual Hardware Service Savings	% Annual Hardware Service Savings	Quantity of Foundation Licenses	Quantity of Advanced Licenses
15	AIR	505.00	0.00	0.00	0.00	#DIV/0!	1	1
16	ISR 3925E 45 45E	13800.00	0.00	0.00	0.00	#DIV/0!	2	2
17	ISR 2911	38075.00	0.00	0.00	0.00	#DIV/0!	11	9
18	ISR 2921	5650.00	0.00	0.00	0.00	#DIV/0!	2	1
19	ISR 1900	1380.00	0.00	0.00	0.00	#DIV/0!	1	0
20	ISR 3925	2875.00	0.00	0.00	0.00	#DIV/0!	0	1
21	Total	62285.00	0.00	0.00	0.00	#DIV/0!	17	14
22	Cisco ONE Mid-Cycle Refresh Estimate Total:	62285.00						
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Note: The computation on the Summary tab is based on cost of Service for Cisco ONE Software Licenses



d. The **MCR Eligible ATOs** tab provides item wise details of MCR eligible ATOs and the associated Cisco ONE ATOs along with the prices

Requirements														M	N	O	P
Instance Number	PAK/Serial Number	Technology	Platform Family	Product	Install Location	Installed Software	Eligible Anchor Software	Qty	Ship Date	Age of Installation	Target Suite	MCR Foundation ATO	MCR Foundation Software	Foundation List Price	MCR Advant ATO		
58230636	FCW1446L0E	ACCESS WIRELESS	ISR	ISR-CT5508-500-K9	US		N	1	18-NOV-2010	>2	FOUNDATION ADVANCED	C1-ISR-K9	C1FPAIRK9	350.00	C1-ISR-K9		
568961830	FTX1441407U	WAN	ISR 3925E 45 45E	C3945-VSEC9K	GB	SEC LIC.UC-LIC	Y	1	07-OCT-2010	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR39009K9	4025.00	C1-ISR-ADD		
548678002	FTX142BA9M7	WAN	ISR 2911	C2911-VSEC9K	US	SEC LIC.UC-LIC	Y	1	07-JUL-2010	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
574757171	FTX1445A030	WAN	ISR 2921	C9202921K9	US	SEC LIC	Y	1	03-NOV-2010	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
596127696	FTX15040ABE	WAN	ISR 1900	C9201921-SEC9K	US	SEC LIC	Y	1	01-FEB-2011	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR19009K9	1380.00	C1-ISR-ADD		
501441621	FTX1509AKF9	WAN	ISR 2911	C2911-WAAS-SEC9K	US	SEC LIC	Y	1	26-FEB-2011	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
602654694	FTX15104HCA	WAN	ISR 2921	C921-VSEC9K	US	UC-LIC.SEC LIC	Y	1	01-MAR-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
501441344	FTX1509A10L	WAN	ISR 2911	C2911-VSEC9K	US	UC-LIC.SEC LIC	Y	1	26-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
597429264	FTX1504AGU	WAN	ISR 2911	C2911-VSEC9K	US	UC-LIC.SEC LIC	Y	1	10-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
501449609	FTX1509AKF8	WAN	ISR 2911	C2911-WAAS-SEC9K	US	SEC LIC	Y	1	26-FEB-2011	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
594484928	FTX1504ALUX	WAN	ISR 2911	C9202911K9	US		N	1	31-JAN-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
597430287	FTX1504AQLA	WAN	ISR 2911	C2911-VSEC9K	US	SEC LIC.UC-LIC	Y	1	10-FEB-2011	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
588953087	FTX1452ABV	WAN	ISR 2911	C2911-OME-SRSTK9	US	UC-LIC	Y	1	05-JAN-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
500685113	FTX1509AH0H	WAN	ISR 2911	C2911-WAAS-SEC9K	US	SEC LIC	Y	1	23-FEB-2011	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
602631276	FTX1510AH4D	WAN	ISR 3925	C9203925-V9K	GB	UC-LIC	Y	1	01-MAR-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
568939951	FTX1441405V	WAN	ISR 3925E 45 45E	C3945-VSEC9K	GB	SEC LIC.UC-LIC	Y	1	07-OCT-2010	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR39009K9	4025.00	C1-ISR-ADD		
597374367	FTX1504R41C	WAN	ISR 2911	C2911-VSEC9K	GB	UC-LIC.SEC LIC	Y	1	10-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
601082654	FTX1509AJ0R	WAN	ISR 2911	C2911-VSEC9K	US	SEC LIC.UC-LIC	Y	1	24-FEB-2011	>2	FOUNDATION ADVANCED	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		
597429522	FTX1504AQK3	WAN	ISR 2911	C2911-VSEC9K	US	UC-LIC.SEC LIC	Y	1	10-FEB-2011	>2	ADVANCED FOUNDATION	C1-ISR-ADD	C1F14ISR29009K9	1825.00	C1-ISR-ADD		

e. **Cisco ONE Estimate** tab shows the Cisco ONE configuration details and associated costs

PAK/Serial Number(s)	Line Number	Item Name	Description	Service Duration	Lead Time	Included Item	Quantity	List Price	Extended	Discount %	Selling Price	Product Type	Install
FCW1446L0E	10	C1-ISR-K9	Cisco ONE Access - Wireless - CHOOSE ONLY QTY 1 HERE	N/A	2	No	1	0.00	0.00	0.00%	0.00	Hardware	US
FCW1446L0E	11	C1FPAIRK9	Cisco ONE Foundation Perpetual - Wireless	N/A	21	No	1	350.00	350.00	0.00%	350.00	C1 Software	US
FCW1446L0E	12	C1FPAIRK9	Cisco ONE Advanced UC Services Perpetual - Wireless	N/A	21	No	1	155.00	155.00	0.00%	155.00	C1 Software	US
	13	C1-MSE-PAK	Cisco ONE MSE License PAK	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	14	C1-MLC-1	Cisco ONE Wireless LAN Controller AP License (any MLC)	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	15	C1-MLC-PAK	Cisco ONE Wireless LAN Controller AP License PAK (any MLC)	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	16	C1-IP-LFAS-AP-K9	Cisco ONE Device License for IP LFS for MLC	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	17	C1-MSE-LS-1	Cisco ONE CMX (3-Phem Base (Location + Connect) - 1AP Lic	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	18	C1-EM-25-K9	Cisco ONE Energy Mgmt Perpetual Lic - 25 00 End Points	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	19	C1-LIC-S-TV	Cisco ONE Small Business SFP Lic 1Yr	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	20	C1FVAR-03	Tracker PID 03 Fnd Perpetual AR - no delivery	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	21	C1-MSE-DNK-1	Cisco ONE Mobility Svc-Connected Mobile Experience 1AP Lic	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	22	C1-MSE-WPS-1	Cisco ONE Mobility Svc - Wireless Intrusion Prevention 1AP	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	23	DNA-VOUCHER	Tracker Eligibility SKU for DNA Offers	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware	US
	24												
	25	2.0	C1-ISR-ADD	Cisco ONE for ISR - CHOOSE ONLY QTY 1 HERE	N/A	2	No	1	0.00	0.00%	0.00	Hardware	US
FTX1504ABV, FTX1509A1, FTX1504AGU, FTX1509AJ0R, FTX1504AQK3, FTX1504AQLA	21	C1F14ISR29009K9	Cisco ONE Advanced UC Services Perpetual ISR2900	N/A	21	No	9	2,000.00	18,000.00	0.00%	18,000.00	C1 Software	US
FTX1504ABE	22	C1F14ISR19009K9	Cisco ONE Foundation Perpetual ISR1900 Std	N/A	21	No	1	1,380.00	1,380.00	0.00%	1,380.00	C1 Software	US
FTX1509AKF8, FTX1509AKF9, FTX1509A10L, FTX1504AGU, FTX1509AKF9, FTX1504ALUX, FTX1509AQLA, FTX1509AJ0R, FTX1504AQK3, FTX1504AQLA, FTX1504AQK3	23	C1F14ISR29009K9	Cisco ONE Foundation Perpetual ISR2900	N/A	21	No	12	1,825.00	21,900.00	0.00%	21,900.00	C1 Software	US
											41,280.00		
	3.0	C1-ISR-ADD	Cisco ONE for ISR - CHOOSE ONLY QTY 1 HERE	N/A	2	No	1	0.00	0.00	0.00%	0.00	Hardware	GB
FTX1504ABV	3.1	C1F14ISR29009K9	Cisco ONE Advanced UC Services Perpetual ISR2900	N/A	21	No	1	2,000.00	2,000.00	0.00%	2,000.00	C1 Software	GB
FTX1504ABE	3.2	C1F14ISR19009K9	Cisco ONE Foundation Perpetual ISR1900	N/A	21	No	1	1,825.00	1,825.00	0.00%	1,825.00	C1 Software	GB
FTX1504ABV, FTX1504ABE, FTX1509AKF9	3.3	C1F14ISR29009K9	Cisco ONE Advanced App Services Perpetual ISR2900 Std	N/A	21	No	3	2,875.00	8,625.00	0.00%	8,625.00	C1 Software	GB
FTX1504ABV, FTX1504ABE, FTX1509AKF9	3.4	C1F14ISR29009K9	Cisco ONE Foundation Perpetual ISR2900 Std	N/A	21	No	2	4,025.00	8,050.00	0.00%	8,050.00	C1 Software	GB
											20,500.00		
											62,285.00		



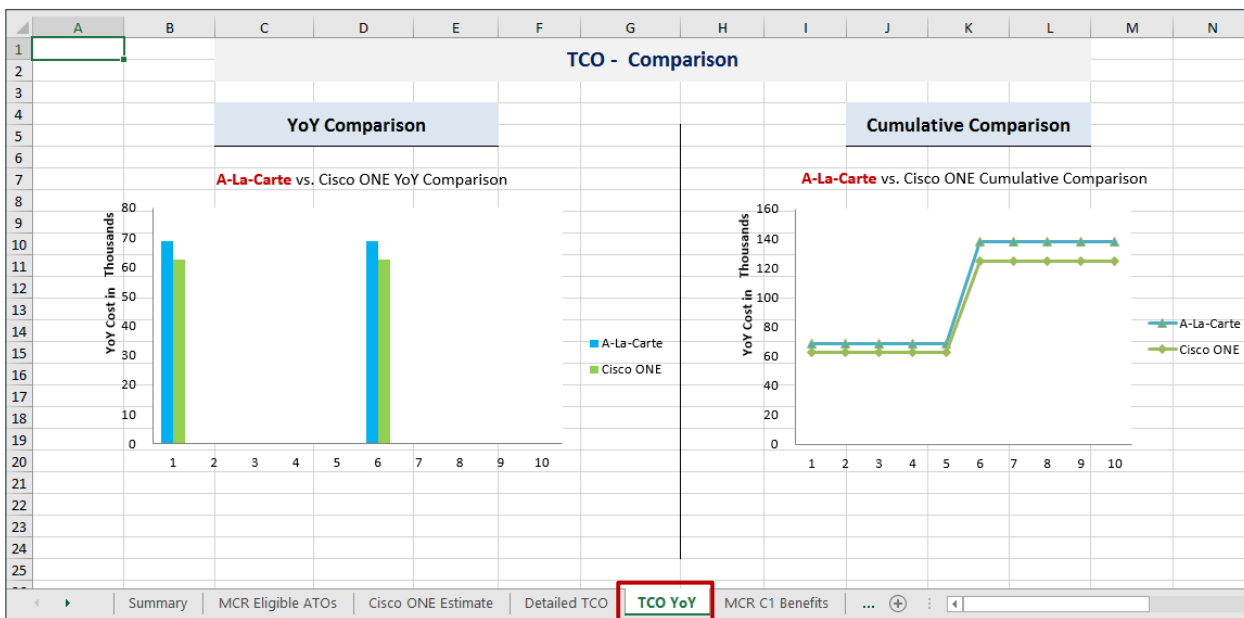
f. Detailed TCO tab shows the cost comparison and savings summary

Detailed Total Cost of Ownership (TCO)													
		A-la-carte		Cisco ONE		Savings							
		1 Year TCO	5 Years TCO	10 Years TCO	1 Year TCO	5 Years TCO	10 Years TCO	1 Year TCO	5 Years TCO	10 Years TCO			
		68,700.00	68,700.00	137,400.00	62,285.00	62,285.00	124,570.00	9.34%	9.34%	9.34%			

A-La-Carte (CURRENT STATE OF IB)														
	Price	Year of next hardware refresh	Refresh Cycle (yrs)	Year										
				1	2	3	4	5	6	7	8	9	10	
ALC Software	68,700.00	1	5	68,700.00	0.00	0.00	0.00	0.00	0.00	68,700.00	0.00	0.00	0.00	0.00
ALC Software Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hardware Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL				68,700.00	0.00	0.00	0.00	0.00	0.00	68,700.00	0.00	0.00	0.00	0.00
Cumulative Total				68,700.00	68,700.00	68,700.00	68,700.00	68,700.00	68,700.00	137,400.00	137,400.00	137,400.00	137,400.00	137,400.00

Cisco ONE														
	Price	Year of next hardware refresh	Refresh Cycle (yrs)	Year										
				1	2	3	4	5	6	7	8	9	10	
Cisco ONE Software	62,285.00	1	5	62,285.00	0.00	0.00	0.00	0.00	0.00	62,285.00	0.00	0.00	0.00	0.00
Cisco ONE Software Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hardware Services	0.00			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL				62,285.00	0.00	0.00	0.00	0.00	0.00	62,285.00	0.00	0.00	0.00	0.00
Cumulative Total				62,285.00	62,285.00	62,285.00	62,285.00	62,285.00	62,285.00	124,570.00	124,570.00	124,570.00	124,570.00	124,570.00

g. Graphical cost representation of Year Over Year and Cumulative comparison is shown in TCO YoY tab





h. The Total Customer Value can be seen in the **MCR C1 Benefits** tab

	A	B	C	D	E	F
1	Total Customer Value					
2						
3		Software	Hardware + Software Services		Included Software + Services Value	Total Customer Cost
4	A-La-Carte	68,700.00	0.00		92,837.75	161,537.75
5	Cisco ONE	62,285.00	0.00		(Included)	62,285.00
6						
7			A-LA-CARTE Configuration/s		Cisco ONE Configuration/s	
8	WAN FOUNDATION					
9	Energy Management (JouleX)			18500.00		(Included)
10	AppX License			17,750.00		(Included)
11	Prime Infrastructure (Lifecycle & Assurance)			3,255.00		(Included)
12	Security License			1,200.00		(Included)
13	WAASX Feature License			--		(Included)
14	ACCESS WIRELESS FOUNDATION					
15	Energy Management (JouleX)			375.00		(Included)
16	Wireless LAN Controller License			260.00		(Included)
17	ISE Base License (25 Endpoints per AP)			125.00		(Included)
18	Prime Infrastructure (Lifecycle & Assurance)			105.00		(Included)
19	MSE Location License (CMX Base)			95.00		(Included)
20	Stealthwatch 5 Flow Bundle per AP – 1 Year Subscription			54.00		(Included)
21	ACCESS WIRELESS ADVANCED					
22	Mobility Services - Connected Mobile Experience			120.00		(Included)
23	Mobility Services - Wireless Intrusion Prevention			120.00		(Included)
24	WAN ADVANCED					
25	Unified Border Element Enterprise License - 25 sessions			38,935.00		(Included)
26	Communication Manager Express or SRST - 25 seat license			8,450.00		(Included)
27	Unified Communication License			700.00		(Included)
28	Services-Enabled License Portability			--		(Included)
29	New Software Capabilities					
30	A-La-Carte Software Support			2,793.75		--
31	Total Benefits Value			92,837.75		--
32	Total Customer Cost			161,537.75		62,285.00
33						
34						
35						
36						

Summary | MCR Eligible ATOs | Cisco ONE Estimate | Detailed TCO | TCO YoY | **MCR C1 Benefits** | Unconverted

i. Details of Instance Number or PAK/Serial Number that were uploaded but are not MCR eligible are shown under **Unconverted** tab

	A	B	C	D	E	F	G	H
5	Instance Number	PAK/Serial Number						
6	11018363							
7	15023729							
8	59592531							
9	68487151							
10	68491626							
11	120576241							
12	120638212							
13	120706421							
14	124034140							

Summary | MCR Eligible ATOs | Cisco ONE Estimate | Detailed TCO | TCO YoY | MCR C1 Benefits | **Unconverted**

*Price Estimate are for planning and information purposes only and is not a binding offer from Cisco

*Images & Price related information shown in this document may differ from actual Production screens