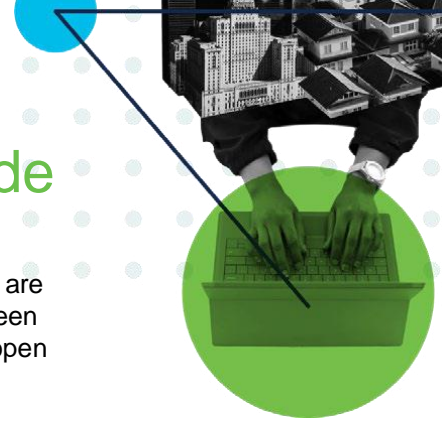



Cisco Secure Partner Offers Overview Guide

Updated: 2/14/2023

Organizations have bigger, more connected, and complex ecosystems than ever before. There are interdependencies between employees, customers, suppliers, and partners. Connections between people, devices, and data are ever-expanding with billions of touchpoints. When everything is open and connected, businesses need to adopt a new security strategy that moves away from standalone, siloed protections and instead focus on detection, response, and recovery.

As one of the largest enterprise cybersecurity company in the world, Cisco is helping our customers be more resilient and adapt to change to emerge stronger. Cisco leads the way with solutions that are driving the industry in SASE, XDR, and zero trust. All customers need security. Whether you have a security practice, or you are just getting started, Cisco can help you offer a better approach to win and grow. [Register your security deals and take advantage of these compelling offers.](#)



Discount 

Connect and Protect Offers

Take advantage of hyper-competitive upfront pricing and rebates by selling Secure Firewall, AnyConnect and UmbrellaDNS to your Networking customers.

Partner Benefit
Partners can earn up to 80% discount on Cisco Secure products, up to 25% incremental partner discounts for solutions support and adoption services and incremental 10% VIP rebates.

[Learn More](#)


Discount 

Cisco Secure "One Year on Us" Offer

Offer net new customers one year free when they purchase a minimum three-year subscription to one of our eligible security SaaS offerings.

Partner Benefit
Partners can get up to a 79% discount on eligible products by combining Security Deal Registration Discounts with the "One Year on Us" credit. Partners may use this additional margin at their discretion.

[Learn More](#)


Discount 

Fast Track Regional Discounting

Cisco Secure Firewall & (NEW!) SaaS products. Priced to Win. Increase Velocity & Scale

Partner Benefit
Immediate access to the right price with instant discounts.

[Learn More](#)


Rebate 

Value Incentive Program (VIP)

Sell Cisco Firewall (NGFW & ASA) and other hardware to earn up to 7% rebate. Connect and Protect deals earn up to 17% rebate.

Partner Benefit
VIP increases partner profitability since the rebate is paid directly to the partner company.

[Learn More](#)

Rebate 

Perform Plus

Earn and grow more through Perform Plus!

NEW! Portfolio Bonus

Partner Benefit
Overall growth rebate + incremental 6% portfolio bonus on SaaS and Firewall by focusing on SMB customers. 2x increase in both 'EN +Security' Cross-selling and Portfolio bonus. Grow more, earn more!

[Learn More](#)

Reward 

Partner Seller Rewards (Double UP with Security SaaS)

Partner Sales/Account Manager (AM) & Systems/Sales Engineer (SE) each can earn up to \$3,000 per deal (maximum of 2 claims are eligible per deal) for selling Cisco Umbrella, Secure Access by Duo, Secure Endpoint, Secure Email, Secure Network & Cloud Analytics and Secure Workload.

*Only in the Americas.

[Learn More](#)