

# Cisco Meraki 2H Partner Promotion

## Simple IT, Powered by Meraki

### Background:

Cisco Meraki helps you stay competitive in the market and build profitable IT practices around a complete, cloud portfolio. Our simple, out-of-the-box products with advanced analytics are easy to understand and sell, and the intuitive licensing model provides you with a recurring revenue stream.

To better enable our partner community, we are giving you access to promotional pricing on selected Cisco Meraki SKUs through their distributor or in CCW.

### Promo details:

- Greater China including Mainland China, Taiwan, Hong Kong
- From February 12, 2020 through to July 25, 2020.

### Eligible SKUs (per region)

Wireless	Switching	Routing / Security
MR20-HW	MS120-8 MS120-8FP MS120-8LP	MX64 Z3
All Associated Licenses	All Associated Licenses	MX Associated ENT & SEC Licenses Z3 Associated ENT Licenses

\*Hardware listed is subject to EOS. Promo pricing will still apply to respective licenses after EOS.

### Additional resources:

For step by step instructions to apply the discount in CCW, please follow these links:

- [Meraki 2H Partner Promotion](#) – China Mainland Summary Guide
- [Meraki 2H Partner Promotion](#) – Hong Kong Summary Guide
- [Meraki 2H Partner Promotion](#) – Taiwan Summary Guide

For more information, visit [CCW](#) or [campaign site](#).

## Frequently Asked Questions

### [PARTNER & DISTI]

#### Can this promotion be combined with other promotions?

- Yes, deals with this promotion can also benefit from OIP, VIP, and First Year on Us promotions
  - This promotion can be stacked with OIP. For more information about OIP, please visit [here](#)
  - Eligible partners with deals with this promotion's SKUs could also receive backend rebates under the VIP program. For more information about VIP and eligible SKUs, please visit [here](#)
  - For First Year on Us, the partner can purchase at the offered discount and any qualified license would get the extra year once the customer adds it to the dashboard

#### When will the promotion last?

- It will start from February 12 to July 25, 2020

#### Why does MR20-HW not have a model-specific license?

- MR licenses can be used across the entire MR portfolio and are not model-specific. For example, one can order MR20-HW (in promo) or MR33-HW (not in promo) with LIC-ENT-1YR (in promo)

#### How do disti or partner place an order to obtain this promotion's discounts?

- View the these Guides for step-by-step instructions on Cisco SalesConnect:
  - [Meraki 2H Partner Promotion](#) – China Mainland Summary Guide
  - [Meraki 2H Partner Promotion](#) – Hong Kong Summary Guide
  - [Meraki 2H Partner Promotion](#) – Taiwan Summary Guide

#### Why is it important that end user information is provided on every order?

- Unlike Cisco traditional products, Meraki does not allow stocking and must collect end-user information at time of deal creation
- Meraki products and licenses are shipped only after order is submitted with approved Deal ID on CCW
- The end-user information is collected such that licenses and post-sales support can be delivered directly to the end customer

#### Does this campaign include accessories? How to include accessories (e.g. power cord)?

- Please refer to the materials below for additional information on accessories. Accessories are not part of the promotion and may be purchased at standard discount which is auto approved
  - [Promo product guide](#) - Mainland China
  - [Promo product guide](#) - Hong Kong
  - [Promo product guide](#) - Taiwan

#### Can a deal include both SKUs that are part of the promo, and not part of the promo?

- Yes you can select SKUs that include both. The system will only apply discounts to the eligible skus. SKUs that are not associated with this promotion will go at standard discounts

#### Where can I obtain more information about the products?

- Please visit [campaign site](#) to get downloads
- Contact your Meraki sales representative or email [meraki-china-sales@cisco.com](mailto:meraki-china-sales@cisco.com)