



Cisco Next Calendar Day

Weekend and holiday advance
hardware replacement

Partner Presentation
September 2020



More coverage.
More value.
More reward.



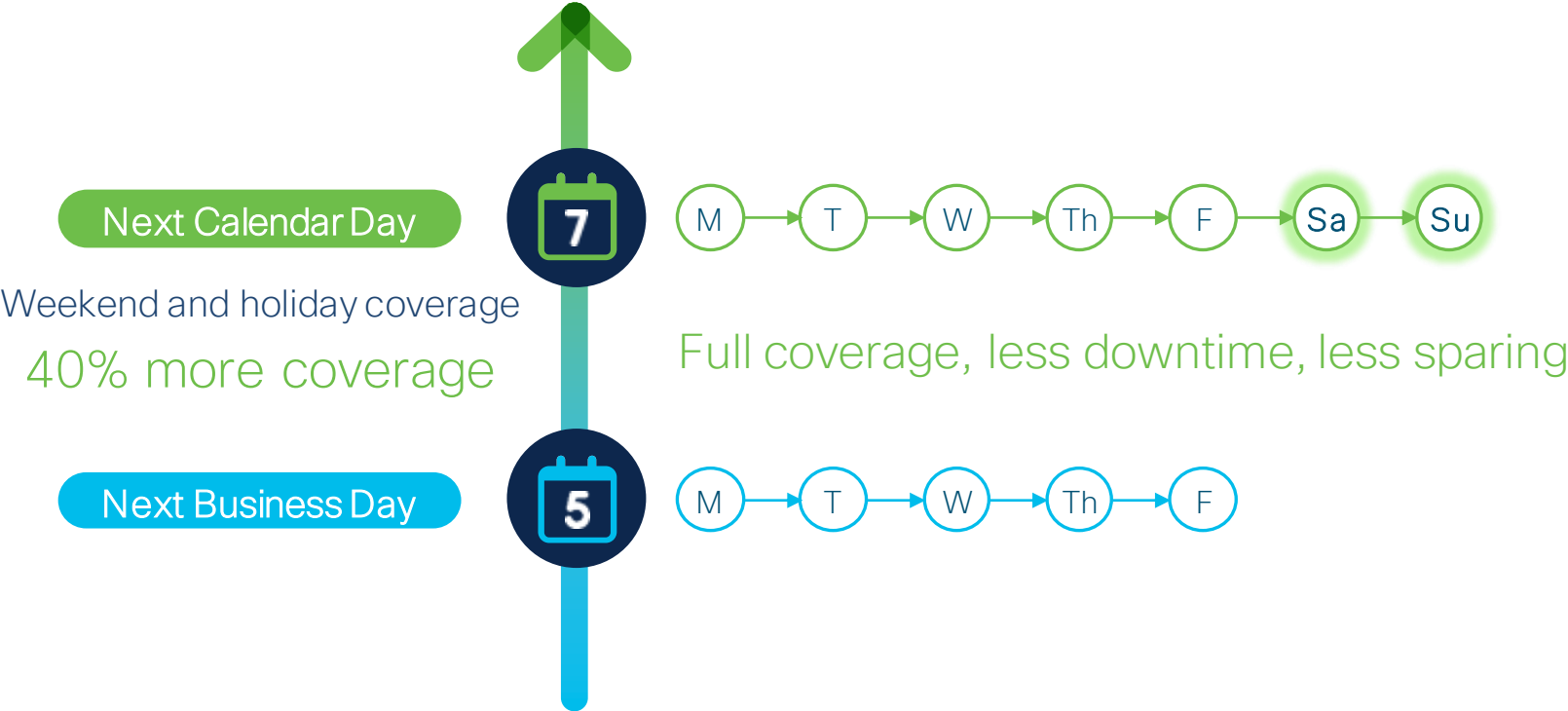
Next Calendar Day

Upsell to Next Calendar Day

Increase your rewards by reselling hardware replacement that covers **7 days a week, including holidays**

Starting FY21, qualifies for partner rebates

Next Calendar Day delivery



Next Calendar Day makes business sense



Upsell Next Business Day

Get more coverage for a reasonable cost

Profitability



Save on Sparing

Rely on Cisco depots for weekend & holidays

Free up CAPEX

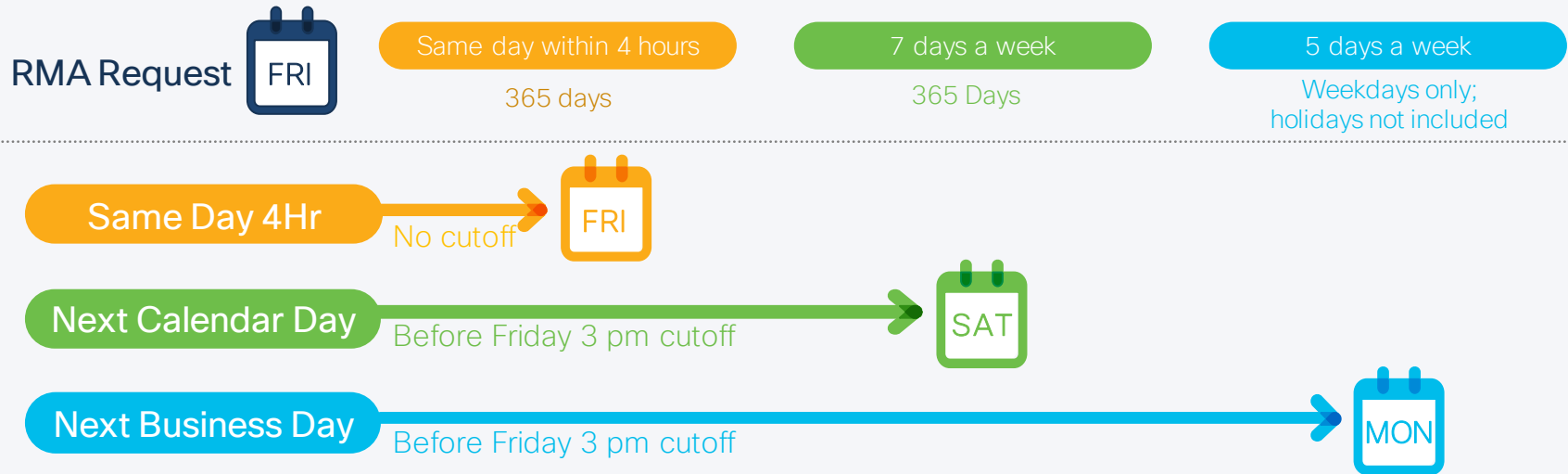


Faster Resolution

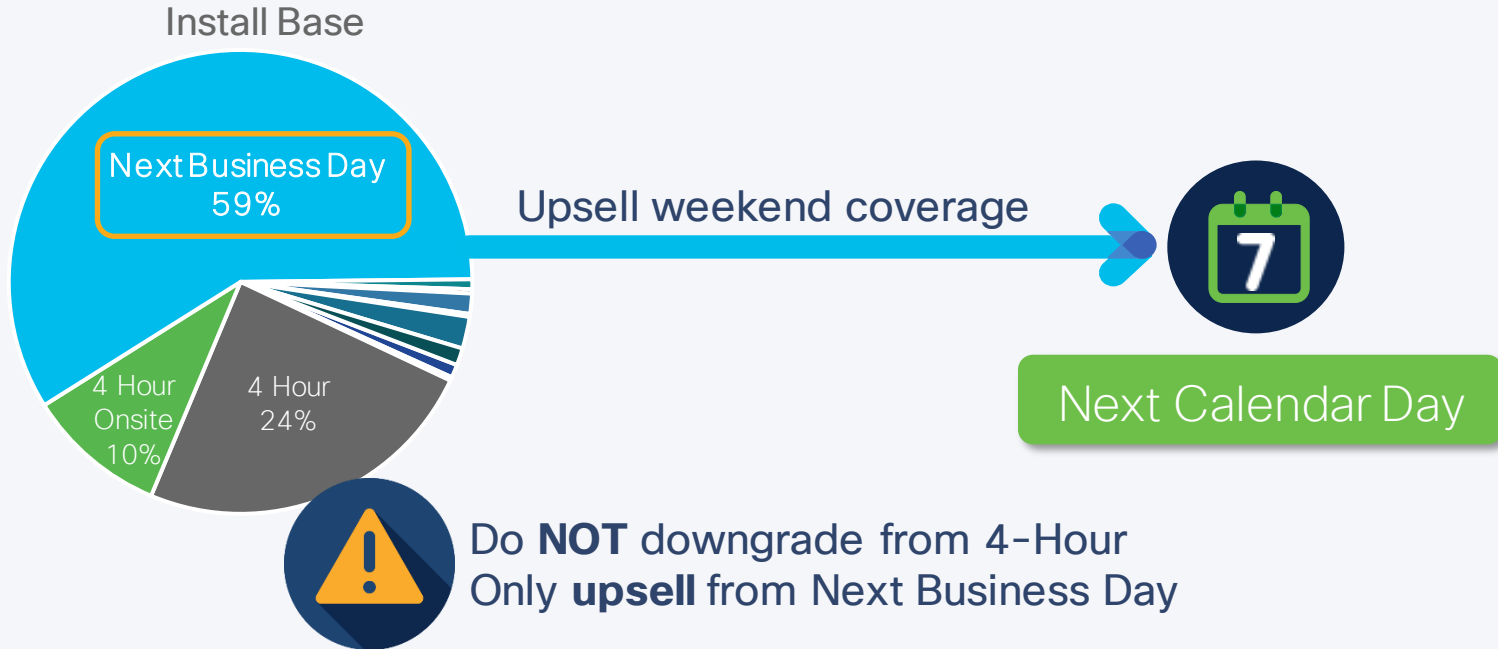
TAC & Parts replacement everyday

Less downtime

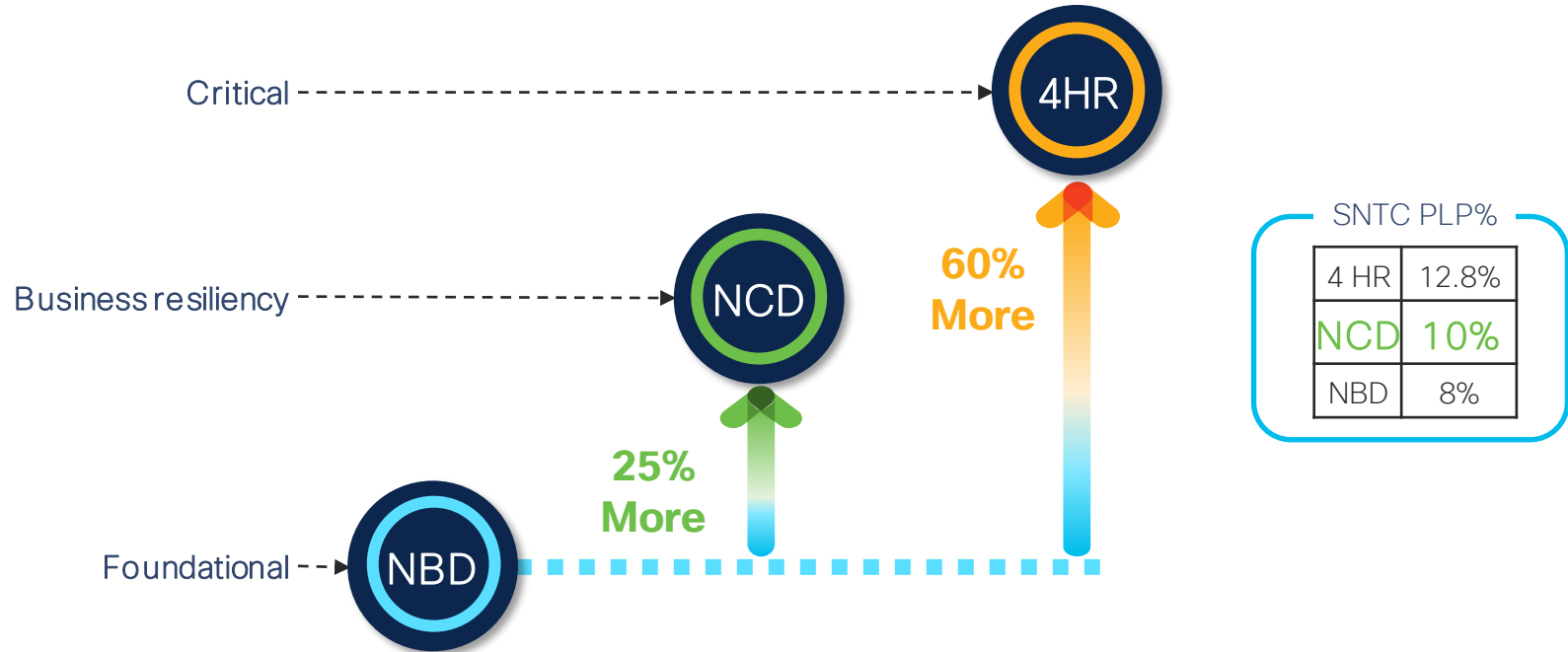
A range of hardware replacement options to support your customers' needs



Target Next Business Day customers



Next Calendar Day price comparison



40% more coverage for just 25% more in price

Resell Next Calendar Day as part of:

- Cisco Smart Net Total Care®
- Cisco Solution Support
- Cisco Solution Support for Service Providers
- Cisco Service Provider Base
- Extended Support Service
- Meraki® Now
- Partner Support Service



Where it is available



- United States
- Canada
- European Union
- Asia Pacific
- United Kingdom
- ...and continuing to expand globally

How to transact Next Calendar Day

CON-SNC-XXXXX
 ↑ ↑ ↑
 CONtract Smart Net NCD Product Identifier

Service	Next Calendar Day	Next Calendar Day - Onsite
Smart Net Total Care	SNC 3SNC,5SNC -3 & 5 year	SNCO
SmartNet for Unified Computing	n/a	UCC5 UCD5 - Drive Retention UCCD5 - HW Only+Drive Retention
Solution Support	SSSNC 3SSNC, 5SSNC - 3 & 5 year	SSNCO
Partner Support Service	PSNC-ROW PSUC-US PSJC-UCS, PSPC-Security, PSRC-Telepresence	n/a
SP Base	SPSNC SBSNC- Factor Based SDARC - SIA SBSSC - SIA-Factor Based	SPNCO SBNCO - Factor Based SBNK1 - SIA-Factor Based
SP Solution Support	SPCSS	SPSCO
Meraki Now	ROC 3ROC - 3 year	ROCP

CCW screenshot



EDIT SERVICES/SUBSCRIPTIONS WS-C3850-24T-E Global Price List in US Dollars (USD)

Service | **Non Serviceable Products**

Service Options

Choose Service Level from **SOLUTION SUPPORT WITH ...** Switch to Legacy Service P...

SSSNC

Note: Cisco may still install another compatible service if required. Compatible services are the services that come with primary service and are based on products.



Time Duration ⓘ

Duration
 Delay service start to
 Co-Term service to

Duration

Months: 1 to 84

Reset **Apply**

Service SKU	Product SKU	Unit List Price (USD)	Qty	Total List Price (USD)
SOLUTION SUPPORT WITH SNTC (1 ITEM)  SERVICE PROGRAM	SSSNC (SOLN SUPP NCD)  SUMMARY		Duration 12 Months	
CON-SSSNC-WSC384TE SOLN SUPP NCD Cisco Catalyst 3850 24 Port Data IP Serv SERVICE SKU	WS-C3850-24T-E Cisco Catalyst 3850 24 Port Data IP Services PRODUCT SKU	1,050.00	1	1,050.00

[Change Service](#) | [Remove Service](#)

NCD: Next Calendar Day



Your customers' networks must work on holidays and weekends, so their hardware replacement should too.

Resell **Next Calendar Day** to increase your reward opportunities and to help customers manage risk, reduce downtime, and keep things running smoothly.

[Next Calendar Day on SalesConnect](#)

Questions: Ask-NCD@cisco.com

