



FY18Q2 Collaboration Program

Collaboration Team

Collaboration Product Portfolio Update and GTM Strategy

Run-Rate

Collaboration Platform
(Collaboration Manager 10.x + Server)



Price/User \$ Multi-Device Professional UC

Work Space(CUWL)

UC Enhance

Single Device UC

UCL

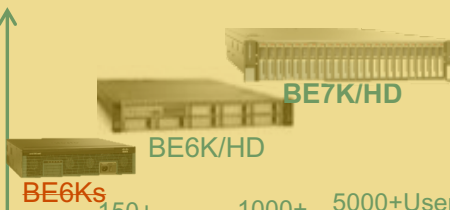
Single Line Voice Only



Features

SW

Price \$



HW

150+ 1000+ 5000+ User
s

Vertical Solution Selling

Collaboration Endpoints



Collaboration Applications



Customer Collaboration (IPCC)



Video Infrastructure (MCU,TP Server..)

Meeting Room

Quickset
(Low end)



Meeting Room Codec
SX, C Series



Price

MX Series
Meeting Room
Endpoint

New



IX Series
Boardrooms



Desk Space

IP Phones



3905

7800

8800

8831

Voice

DX Series

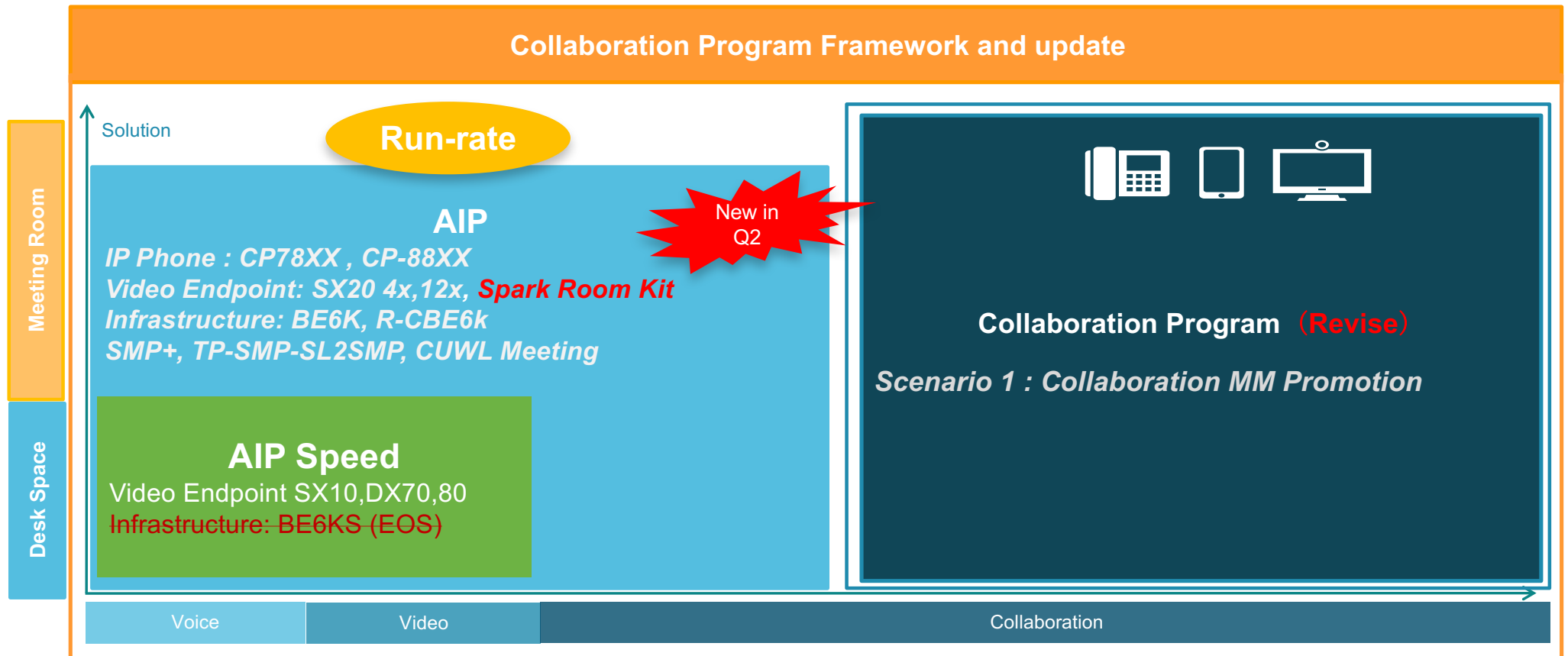


8845

DX70 and DX80

Video

FY18 Collaboration Program Framework



FY18Q2 Collaboration Program Update

CCW→Incentive→Solution Lead Selling→Collaboration Midmarket Solution(COLL MM).
PP CODE: T5: BR-Chin-171028-02849
有效期截止日: 2018.1.27

Collaboration MM - UC

No
Change

(可选产品必须叠加在Package1 上, 即必须先选购Package1必选包)

1 Package 1 (起始包, 必选) 话机数量与软件许可必须匹配

产品	数量	Disc (T5)
BE6K <i>BE6M-M4-XU=</i> <i>BE6H-M4-XU=</i>	1+ 台	88.5% off
R-CBE6K (UCL:89%,UWL:90.5%,TP Room:92.5%)	50--1000	89%~92.5% off
CP-3905/CP78xx/CP-88XX	50--1000	87.7% off



(可选产品列表)



产品	数量	Disc (T5)
CMS CTI-CMS-1K-BUN-K9 + TP-SMP+	1+	88% off 90% off
UCCX CCX-11-LIC-K9 SKU中的 CCX-11-N-E-LIC CCX-11-N-P-LIC CCX-11-25E CCX-11-25P CCX-11-ADD-K9 SKU 中的 CCX-11-25P-ADD CCX-11-25E-ADD	选择UCCX中一种 或者选择UCCE (起始包不是必选)	90% off
UCCE IPCE-PREMAGT-L CVP-11X-PTS		96% off

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Collaboration MM - Video

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产品	数量	Discount (T5)
CMS CTI-CMS-1K-BUN-K9 LIC-SMP+	1+	88% off 90% off
Spark Room Kit SX20 12x SX20 P40 Solution add-on Bundle	10~20	87% off 89.5% off 90.5% off
DX80 DX70 SX80 with ST60/IP60 Spark Room Kit Plus MX700-2CAM	1+ <=2 <=2 <=2	87% off 89% off 87% off 87% off



(可选产品列表)



产品	数量	Disc (T5)
Citsco AS 会管系统 ASF-CORE-G-CSME-1 (单台CMS)	5	8% off
BExK Server BE6M-M4-XU= BE6H-M4-XU= BE6S-FXO-M2-K9 BE6S-PRI-M2-K9 BE7M-M4-K9 BE7H-M4-K9	1+	88.5% off
R-CBE6K (UCL:89%,UWL:90.5%,TP Room:92.5%)	50--1000	89%~92.5% off

Thank you.

