**Ordering guide** 

Cisco public



# Cisco Catalyst 9200 Series Switches

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## Things to know

Before placing an order, please review the following:

- Cisco® Catalyst® 9200 Series switches offer structure has three main components: the switch hardware, a Network stack perpetual license, and a Cisco Digital Network Architecture (Cisco DNA) term license.
- Cisco DNA term licenses and Network Stack perpetual licenses are smart product IDs (SKUs). Both licenses are required with a hardware purchase.
- Smart Accounts mandated during purchase (for more information, please see Smart Accounts section).
- Available services included:
  - Solution support
  - Enhanced Limited Lifetime Warranty (E-LLW)
  - Smart Net Total Care<sup>™</sup> support
  - Embedded support for Cisco DNA term license

## Common terminology

Network Stack: NW

Cisco Digital Network Architecture: Cisco DNA

· Cisco DNA Essentials: -E

· Cisco DNA Advantage: -A

Cisco DNA Advantage: -P

Smart Account: SA

## Smart license: SL Purpose of this document

This document provides a detailed overview of the ordering process for Catalyst 9200 Series switches on Cisco Commerce Workspace.

### Hardware and software order overview

Cisco Catalyst 9200 Series switches are ordered through Cisco Commerce Workspace with a 3, 5 or 7 year term-based Cisco DNA Premier, Advantage and Essentials subscriptions. This includes term-based embedded support. All options include switch hardware coupled with Cisco IOS® XE and the related perpetual Network Advantage or Essentials network stack software. In addition to the hardware and network stack software, the offer requires the addition of the term-based Cisco DNA subscription software. Figure 1 gives an overview of available Cisco DNA Premier, Advantage and Essentials subscription options, and what is included in each software package.

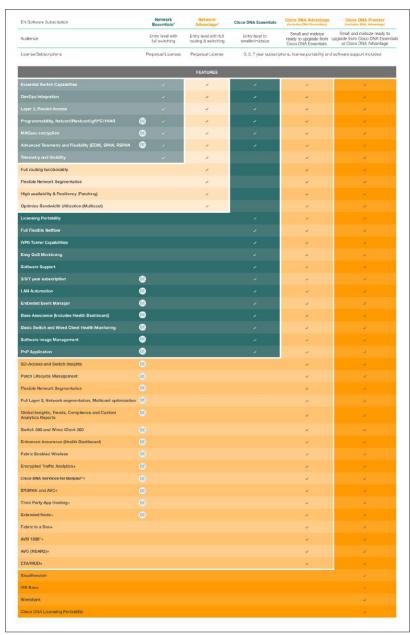


Figure 1.
Catalyst 9200 Series switch offer overview

### How to Order a Cisco Catalyst 9200 Series switch

Both Network Stack licenses and Cisco DNA licenses are mandatory at the time of purchase and come in two licensing tier options: Essentials (-E) and Advantage (-A). Network Stack Essentials or Advantage is included with the hardware, while a Cisco DNA term license needs to be selected at the time of order.

To order in the Cisco Commerce Workspace, follow these steps:

- 1. Select the appropriate Catalyst 9200 Series switch SKU with "-E" or "-A" device for the desired license type.
- 2. Choose the preferred consumption model Cisco DNA Premier, Advantage or Essentials.
- 3. Choose the Cisco DNA term license (3, 5 or 7 years).
- 4. Add other components (for example secondary power supply, power cables, etc.).

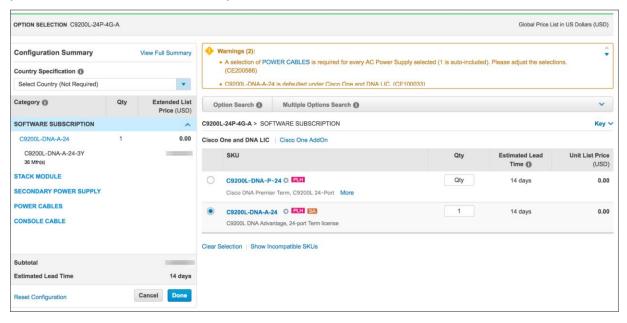
### Step-by-Step Ordering in Cisco Commerce Workspace

Enter the hardware SKU in Cisco Commerce Workspace.



The Network Stack license is perpetual and included with the hardware by default (it will not be visible in the selection menu) per the respective hardware SKU suffix (example: C9200L-48P-E/ C9200L-48P-A).

A Cisco DNA Premier license option is available for selection and is the default. Customers are encouraged to purchase the Cisco DNA Premier option to enable advanced Cisco DNA solutions:

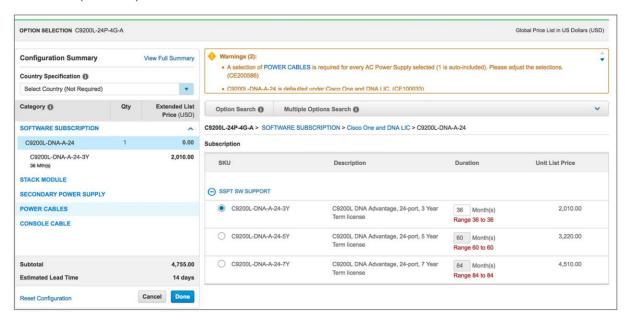


**Note:** Follow steps below to change from 5 year default term to a 3 or 7 year term for Cisco DNA Premier License.

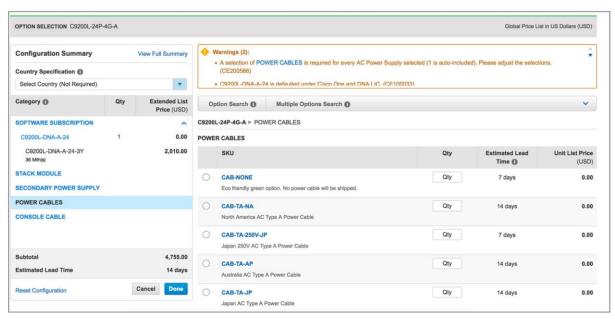
Check Summary to validate all terms are aligned to intended term.

**For the Cisco DNA Premier license option**, Catalyst 9200 Series 48 port switch models come defaulted with additional 25 end points in addition to typical 25 endpoints or flow. See the next to snapshots to select the desired number of endpoints.

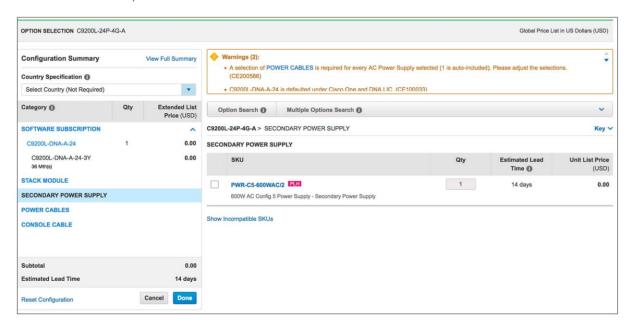
For Cisco DNA Advantage and Essentials options, the term-based Cisco DNA license is preselected by default to the 5 year term, but can be changed to 3 or 7 year term. The Cisco DNA term license is mandatory (customers must select one of the term options to complete the configuration) and aligns with the hardware SKU suffix (-E or -A):



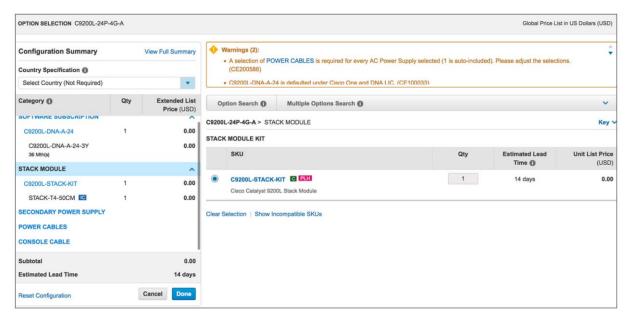
A power cable must be selected to complete the configuration:



The primary power supply is added by default, based on the hardware model. A secondary power supply is can be selected as well, based on hardware model.



A stacking module is available for selection. Each stack kit contains two stack adaptors and one stacking cable:



Console cables are also available as shown below:

### Default accessories shipped with the switch

Cisco Catalyst 9200 Series switches ships with the following components and accessories by default:

- Switch
- Default power supply (based on selected switch)
- Power cable
- Mounting brackets

### Licensing

All Cisco Catalyst 9200 Series switch hardware is available with two software options. Each software option includes two components, as shown in Table 1.

 Table 1.
 License levels and options

License Level	Network Stack Offer (Perpetual and Embedded)	Cisco DNA Offer (Term Based)
-Е	Network Essentials	Cisco DNA Essentials (3, 5, or 7 years)
-A	Network Advantage	Cisco DNA Advantage (3, 5, or 7 years)

#### Smart Accounts

As with all Catalyst 9000 family switches, Smart Accounts are mandatory when ordering a Catalyst 9200 Series switch.

A <u>Smart Account</u> is a central data repository that provides visibility and access control to all the Cisco software licenses and entitlements across an organization. Smart Accounts allow customers to store, manage, and move assets across locations and devices and begin to use them immediately. Smart Accounts are required for enabling Cisco Smart Software Licensing.

After a Smart Account has been set up, customers have the flexibility to create subaccounts (virtual accounts) to help manage licenses for departments, areas, or locations within their organization. Licenses can be pooled within virtual accounts as needed. Smart Accounts support role-based user access controls, which allow the delegation of authority to account administrators at the Smart Account level or at the virtual account level. In addition, customers can assign partner visibility and management rights to their virtual or enterprise-level accounts.

### Additional information

- Operations Exchange site featuring Smart Account overviews and training sessions; navigate to the Smart Account Resources panel on the page
- Smart Account one-page aid
- To create Smart Accounts, visit <a href="https://www.cisco.com/c/en/us/buy/smart-accounts.html">https://www.cisco.com/c/en/us/buy/smart-accounts.html</a>

## Introduction to Smart Licensing

Cisco Smart Licensing is a flexible licensing model that provides you with an easier, faster, and more consistent way to purchase and manage software across the Cisco portfolio and across your organization. And it's secure - you control what users can access. With Smart Licensing you get:

- **Easy Activation:** Smart Licensing establishes a pool of software licenses that can be used across the entire organization—no more PAKs (Product Activation Keys).
- Unified Management: My Cisco Entitlements (MCE) provides a complete view into all of your Cisco
  products and services in an easy-to-use portal, so you always know what you have and what you are
  using.
- License Flexibility: Your software is not node-locked to your hardware, so you can easily use and transfer licenses as needed.

To use Smart Licensing, you must first set up a Smart Account on Cisco Software Central (software.cisco.com).

For a more detailed overview on Cisco Licensing, go to cisco.com/go/licensingquide

### **Smart Licensing**

Smart Licensing is a cloud-based licensing managed platform built to simplify the purchase, deployment, and management of Cisco software assets. Entitlements are immediately deposited into a customer's virtual account for usage. This eliminates the need to install license files on every device. Products that are Smart License enabled communicate to Cisco to report consumption. The primary location to manage product registration and monitor Smart License consumption is the Cisco Smart Software Manager. License ownership and consumption are readily available to help make better purchase decisions based on consumption or other business needs.

## Cisco Smart Software Manager

Cisco Smart Software Manager enables the management of software licenses. The interface allows you to activate your product, manage entitlements, and renew and upgrade software. An active Smart Account is required to complete the Smart License registration process.

To learn more about end-to-end Smart Account and Smart License management, visit <a href="https://www.cisco.com/c/en/us/buy/smart-accounts/software-manager.html">https://www.cisco.com/c/en/us/buy/smart-accounts/software-manager.html</a>.

## Smart Account and Smart License availability

Important information about smart account and smart license availability.

- Catalyst 9200 Series switch SKUs are smart SKUs. License entitlements will be deposited in the Cisco Smart Software Manager and the Smart Accounts
- . In addition to viewing entitlements, customers will also be able to track consumption

Smart Accounts are mandatory at the time of the order of a Catalyst 9200 Series switch. If a customer does not have a Smart Account set up prior to the purchase, a new Smart Account must be created at the time of purchase.

## Deploying Smart Licenses for Cisco Catalyst 9200 Series switches

The Cisco Catalyst 9000 switch family comes in different licensing packages in comparison to previous-generations Cisco Catalyst platforms. Smart Licenses are transferable between the same types of devices (for example, from one Cisco Catalyst 9200 Series switch to another). (See Figure 2.)

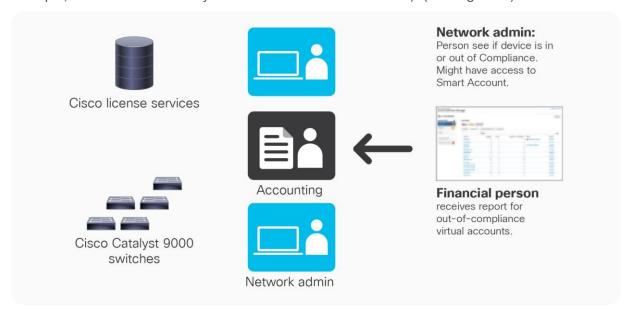


Figure 2.
Deploying Smart Licenses

In the deployment model shown in Figure 2, the Smart Account Cisco back end and Cisco Catalyst 9200 Series switches do not have a communication channel to report usage and consumption. They operate as separate entities. The switches must be configured in RTU mode with correct license level to enable the purchased feature set.

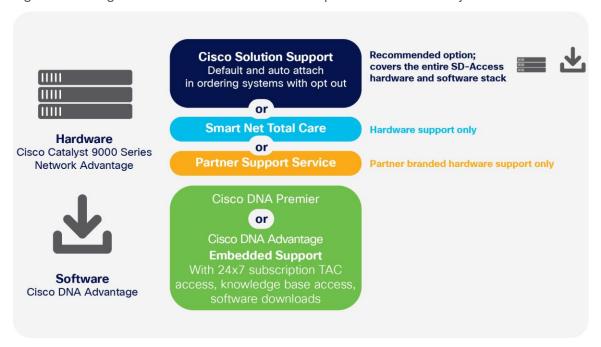
License usage and consumption reporting is performed on Cisco Smart Software Manager.

## Services and warranty

The Solution Support service option is strongly recommended; it provides coverage for Cisco DNA Premier, Advantage and Essentials software licenses. Additional product-level hardware support options are available: Smart Net Total Care support, partner service support, embedded support, and Enhanced Limited Lifetime hardware Warranty (E-LLW). Please note that if Solution Support is not selected, Cisco DNA Premier, Advantage and Essentials software licenses can still be covered by selecting the embedded support option.

It is strongly recommended that the term of the hardware support contract match the software subscription license term to avoid any service support gaps for the duration of the term.

Figures 4 through 9 describe the various service options for Cisco Catalyst 9200 Series Switches.



**Figure 3.**Services support for Cisco Catalyst 9200 Series switches



### Solution support

Centralized support across ecosystem hardware and software



### **Smart Net Total Cares**

Device-level support



### **Partner Support Service**

Partner-branded hardware support



#### **Embedded support**

Included with software subscriptions

12016 Cisco internal study

# Recommended technical service for Cisco DNA solution ecosystems

- · Primary point of contact
- · Solution expertise
- · Coordinates product support teams
- · Accountable for case resolution
- One service for solution-level, hardware and software support
- Resolves issues on average 43 percent more quickly than product support alone<sup>1</sup>

**Figure 4.**Solution support



#### Solution support

Centralized support across ecosystem hardware and software



### **Smart Net Total Care**

Device-level support



### Partner Support Service

Partner-branded hardware support



### **Embedded support**

Included with software subscriptions

## Hardware-only coverage with smart capabilities

- · Technical Assistance Center (TAC)
- · Advance hardware replacement
- · Online technical resources
- Software updates
- · Streamlined incident management
- · Risk mitigation with 24x7x365 support
- · Increased operational efficiency
- · Rapid problem resolution

**Figure 5.**Smart Net Total Care support



### Solution support

Centralized support across ecosystem hardware and software



#### **Smart Net Total Care**

Device-level support



### Partner Support Service

Partner-branded hardware support



### **Embedded support**

Included with software subscriptions

## Hardware-only coverage by global partners backed by Cisco

- · Advanced hardware replacement
- Partner access Cisco Technical Assistance Center (TAC), online resources and software updates
- Insights on managed network, including network device details, contract visibility, security and product alerts, device diagnostics and assessments

**Figure 6.** Partner support service



### Solution support

Centralized support across ecosystem hardware and software



### **Smart Net Total Care**

Device-level support



### Partner Support Service

Partner-branded hardware support



## Embedded support

Included with software subscriptions

## Included with Cisco DNA Premier, Advantage or Essentials

- 24x7x365 TAC support
- Maintenance, minor updates and major upgrades
- · Online technical resources
- License portability and new software capabilities when purchased with Cisco DNA Premier software subscription

**Figure 7.** Embedded support

Service features	Enhanced Limited Lifetime Warranty	Cisco Smart Net Total Care	Partner Support Service	Cisco Solution Support
Warranty: 90 days of Cisco TAC support; local business hours, 8x5	•			
Warranty: hardware replacement (next business day where available)	•			
Warranty: Duration is lifespan of hardware product	•			
Global 24x7 product-level technical support		•		•
24-hour access to Cisco® online resources		•		•
Hardware replacement (2- and 4-hour, next business day)		•		•
Network management/operating system software updates and upgrades		•		•
Proactive diagnostics/immediate alerts on devices through Cisco Smart Call Home		•		•
Web-based user community for self-service support of smart capabilities		•		•
Partner first line of response; Cisco second			•	
Distributor first line of response; Cisco second			•	
Primary point of contact with solution-level expertise				•
Accountability for issue resolution, no matter where it resides				•
Coordination between Cisco TAC and solution partner product support teams				•
Case management from first call to resolution				•
Differentiated delivery experience				•
JumpStart/Onboarding				•

**Figure 8.** Technical service features comparison

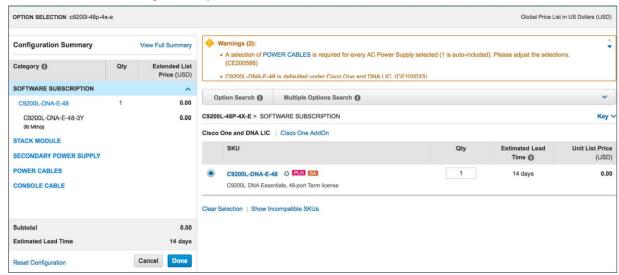
## Cisco Enhanced Limited Lifetime Hardware Warranty

Cisco Catalyst 9200 Series switches come with an Enhanced Limited Lifetime hardware Warranty (E-LLW) that includes Next-Business-Day (NBD) delivery of replacement hardware where available and 90 days of 8 x 5 Cisco Technical Assistance Center (TAC) support.

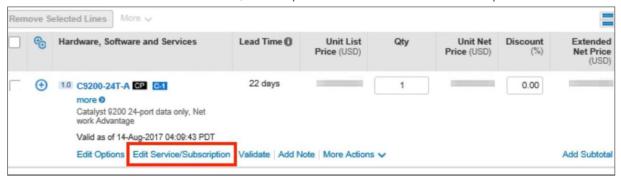
## How to order Cisco Catalyst 9200 Series switches services with Cisco DNA Advantage and Essentials licenses

Solution Support is the default service. Customers can attach desired services by following the steps outlined below - this scenario showcases if a customer wants to attach a different service than Solution Support:

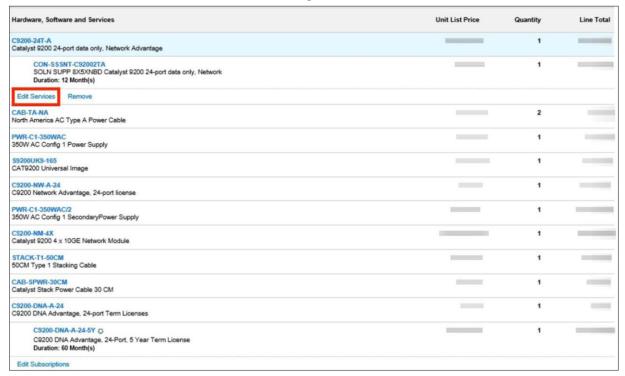
1. Customer will configure the product. Then click "Done".



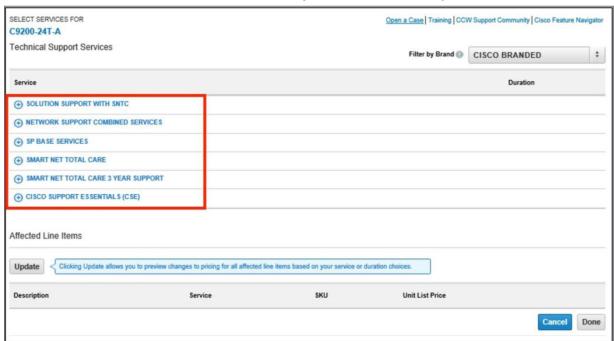
2. Customer will select "Edit Service/Subscription" to view and edit service options.



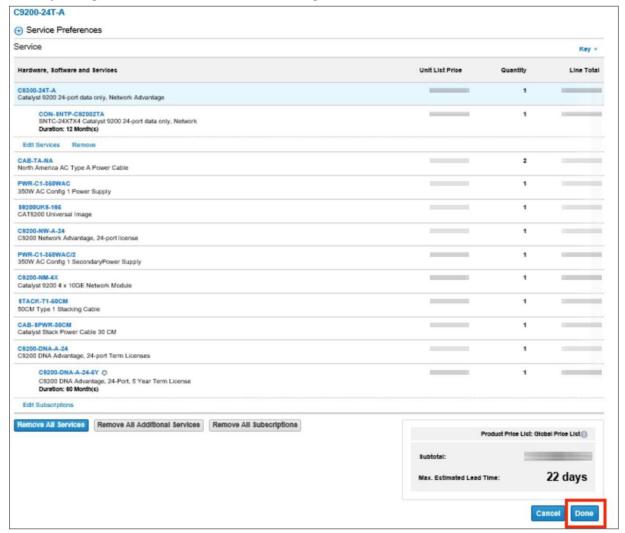
3. Customer will select "Edit Services" to change services if needed.



4. The customer can then choose from a variety of different service options. Click "Done" when finished.



5. Any changes will be reflected on the following screen. Customer will click "Done" when finished.



## Ordering information

Tables 2 through 6 provide ordering information for switches, network modules, stacking cables, Cisco DNA 24 port licenses, and Cisco DNA 48-port licenses, respectively.

**Table 2.** Switch ordering information

Product Number	Product Description	
C9200-24T-A	Catalyst 9200 24-port Data switch, modular uplinks, Network Advantage	
C9200-24T-E	Catalyst 9200 24-port Data switch modular uplinks, Network Essentials	
C9200-24P-A	Catalyst 9200 24-port PoE+ switch modular uplinks, Network Advantage	
C9200-24P-E	Catalyst 9200 24-port PoE+ switch modular uplinks, Network Essentials	
C9200-48T-A	Catalyst 9200 48-port Data switch modular uplinks, Network Advantage	
C9200-48T-E	Catalyst 9200 48-port Data switch modular uplinks, Network Essentials	

Product Number	Product Description	
C9200-48P-A	Catalyst 9200 48-port PoE+ switch modular uplinks, Network Advantage	
C9200-48P-E	Catalyst 9200 48-port PoE+ switch modular uplinks, Network Essentials	
C9200-48PL-A	Catalyst 9200 48-port partial PoE+ switch modular uplinks, Network Advantage	
C9200-48PL-E	Catalyst 9200 48-port partial PoE+ switch modular uplinks, Network Essentials	
C9200L-24T-4G-A	Catalyst 9200 24-port Data 4x1G fixed uplink switch, Network Advantage	
C9200L-24T-4G-E	Catalyst 9200 24-port Data 4x1G fixed uplink switch, Network Essentials	
C9200L-24P-4G-A	Catalyst 9200 24-port PoE+ 4x1G fixed uplink switch, Network Advantage	
C9200L-24P-4G-E	Catalyst 9200 24-port PoE+ 4x1G fixed uplink switch, Network Essentials	
C9200L-48T-4G-A	Catalyst 9200 48-port Data 4x1G fixed uplink switch, Network Advantage	
C9200L-48T-4G-E	Catalyst 9200 48-port Data 4x1G fixed uplink switch, Network Essentials	
C9200L-48P-4G-A	Catalyst 920048-port PoE+ 4x1G fixed uplink switch, Network Advantage	
C9200L-48P-4G-E	Catalyst 920048-port PoE+ 4x1G fixed uplink switch, Network Essentials	
C9200L-48PL-4G-A	Catalyst 920048-port partial PoE+ 4x1G fixed uplink switch, Network Advantage	
C9200L-48PL-4G-E	Catalyst 920048-port partial PoE+ 4x1G fixed uplink switch, Network Essentials	
C9200L-24T-4X-A	Catalyst 9200 24-port Data 4x10G fixed uplink switch, Network Advantage	
C9200L-24T-4X-E	Catalyst 9200 24-port Data 4x10G fixed uplink switch, Network Essentials	
C9200L-24P-4X-A	Catalyst 9200 24-port PoE+ 4x10G fixed uplink switch, Network Advantage	
C9200L-24P-4X-E	Catalyst 9200 24-port PoE+ 4x10G fixed uplink switch, Network Essentials	
C9200L-48T-4X-A	Catalyst 9200 48-port Data 4x10G fixed uplink switch, Network Advantage	
C9200L-48T-4X-E	Catalyst 9200 48-port Data 4x10G fixed uplink switch, Network Essentials	
C9200L-48P-4X-A	Catalyst 9200 48-port PoE+ 4x10G fixed uplink switch, Network Advantage	
C9200L-48P-4X-E	Catalyst 9200 48-port PoE+ 4x10G fixed uplink switch, Network Essentials	
C9200L-48PL-4X-A	Catalyst 9200 48-port partial PoE+ 4x10G fixed uplink switch, Network Advantage	
C9200L-48PL-4X-E	Catalyst 9200 48-port partial PoE+ 4x10G fixed uplink switch, Network Essentials	
C9200L-24PXG-4X-E	Catalyst 9200 24-port 8xmGig, 16x1G, 4x10G, PoE+, Network Essentials	
C9200L-24PXG-4X-A	Catalyst 9200 24-port 8xmGig, 16x1G, 4x10G, PoE+, Network Advantage	
C9200L-48PXG-4X-E	Catalyst 9200 48-port 12xmGig, 36x1G, 4x10G PoE+, Network Essentials	

Product Number	Product Description	
C9200L-48PXG-4X-A	Catalyst 9200 48-port 12xmGig, 36x1G, 4x10G PoE+, Network Advantage	
C9200L-24PXG-2Y-E	Catalyst 9200 24-port 8xmGig, 16x1G, 2x25G, PoE+, Network Essentials	
C9200L-24PXG-2Y-A	Catalyst 9200 24-port 8xmGig, 16x1G, 2x25G, PoE+, Network Advantage	
C9200L-48PXG-2Y-E	Catalyst 9200 48-port 8xmGig, 40x1G, 2x25G PoE+, Network Essentials	
C9200L-48PXG-2Y-A	Catalyst 9200 48-port 8xmGig, 40x1G, 2x25G PoE+, Network Advantage	
Network modules		
C9200-NM-2Y	Catalyst 9200 2 x 25GE Network Module	
C9200-NM-2Q	Catalyst 9200 2 x 40GE Network Module	
C9200-NM-4G	Catalyst 9200 4 x 1GE Network Module	
C9200-NM-4X	Catalyst 9200 4 x 10GE Network Module, spare	
C9200-NM-BLANK	Catalyst 9200 BLANK Network Module	
StackWise-80 and StackWise-160 Kit and cables		
C9200-STACK-KIT=	C9200 Stack Kit Spare	

 Table 3.
 Stacking cable ordering information

Product Number	Product Description	
C9200L-STACK-KIT=	C9200L Stack Kit Spare	
STACK-T1-50CM	50CM Type 3 Stacking Cable	
STACK-T1-50CM=	50CM Type 3 Stacking Cable, spare	
STACK-T1-1M	1M Type 3 Stacking Cable	
STACK-T1-1M=	1M Type 3 Stacking Cable, spare	
STACK-T1-3M	3M Type 3 Stacking Cable	
STACK-T1-3M=	3M Type 3 Stacking Cable, spare	

## Software SKUs

 Table 4.
 Cisco DNA 24-Port License ordering information

License Type	sкu	Description
Essentials	C9200L-DNA-E-24	C9200L Cisco DNA Essentials, 24-port term licenses
	C9200L-DNA-E-24-3Y	C9200L Cisco DNA Essentials, 24-port, 3-year term license
	C9200L-DNA-E-24-5Y	C9200L Cisco DNA Essentials, 24-port, 5-year term license
	C9200L-DNA-E-24-7Y	C9200L Cisco DNA Essentials, 24-port, 7-year term license
Advantage	C9200L-DNA-A-24 C9200L Cisco DNA Advantage, 24-port term	
	C9200L-DNA-A-24-3Y	C9200L Cisco DNA Advantage, 24-port, 3-year term license
	C9200L-DNA-A-24-5Y	C9200L Cisco DNA Advantage, 24-port, 5-year term license
	C9200L-DNA-A-24-7Y	C9200L Cisco DNA Advantage, 24-port, 7-year term license

 Table 5.
 Cisco DNA 48-Port License ordering information

License Type	sкu	Description	
Essentials	C9200L-DNA-E-48	C9200L Cisco DNA Essentials, 48-port term licenses	
	C9200L-DNA-E-48-3Y	C9200L Cisco DNA Essentials, 48-port, 3-year term license	
	C9200L-DNA-E-48-5Y	C9200L Cisco DNA Essentials, 48-port, 5-year term license	
	C9200L-DNA-E-48-7Y	C9200L Cisco DNA Essentials, 48-port, 7-year term license	
Advantage C9200L-DNA-A-48 C9200L C		C9200L Cisco DNA Advantage, 48-port term licenses	
	C9200L-DNA-A-48-3Y	C9200L Cisco DNA Advantage, 48-port, 3-year term license	
	C9200L-DNA-A-48-5Y	C9200L Cisco DNA Advantage, 48-port, 5-year term license	
	C9200L-DNA-A-48-7Y	C9200L Cisco DNA Advantage, 48-port, 7-year term license	

## Cisco DNA Premier subscription for Cisco Catalyst 9200 Series switches

Cisco DNA Premier licensing for Cisco Catalyst 9200 Series switches which includes ISE Base and ISE Plus, Stealthwatch® Software, and a Cisco DNA Advantage term license. The Cisco DNA Premier license includes comprehensive software support in a single purchase. Design, provision, and assure services with full network visibility while quickly accessing updates and the latest innovation. Enjoy lower cost of entry and flexible terms.

## Cisco DNA Premier ordering information

Tables below provide Cisco DNA Premier ordering information.

 Table 6.
 Cisco DNA Premier 24-Port option ordering information

Product Number	Product Description
C9200L-DNA-P-24	C9200L Cisco DNA Premier Term, 24-Port: Includes Term Licenses for Cisco DNA Advantage, 25 ISE Base and 25 ISE Plus Endpoints, 25 Stealthwatch Flows (including Virtual Flow Collector and Management Console). Requires separate purchase of ISE appliance/ISE VM and Cisco DNA Center appliance
C9200L-DNA-P-24-3Y	C9200L Cisco DNA Premier, 24-port, 3Y Term - Cisco DNA, 25 ISE PLS and ISE BASE, 25 SWATCH
C9200L-DNA-P-24-5Y	C9200L Cisco DNA Premier, 24-port, 5Y Term - Cisco DNA, 25 ISE PLS and ISE BASE, 25 SWATCH
C9200L-DNA-P-24-7Y	C9200L Cisco DNA Premier, 24-port, 7Y Term - Cisco DNA, 25 ISE PLS and ISE BASE, 25 SWATCH

 Table 7.
 Cisco DNA Premier 48-Port option ordering information

Product Number	Product Description
C9200L-DNA-A-48	C9200L Cisco DNA Premier Term, 48-Port: Includes Term Licenses for Cisco DNA Advantage, 25 ISE Base and 25 ISE Plus Endpoints, 25 Stealthwatch Flows (including Virtual Flow Collector and Management Console). Requires separate purchase of ISE appliance/ISE VM and Cisco DNA Center appliance
C9200L-DNA-A-48-3Y	C9200L Cisco DNA Premier, 48-port, 3Y Term - Cisco DNA, 25 ISE PLS and ISE BASE, 25 SWATCH
C9200L-DNA-A-48-5Y	C9200L Cisco DNA Premier, 48-port, 5Y Term - Cisco DNA, 25 ISE PLS and ISE BASE, 25 SWATCH
C9200L-DNA-A-48-7Y	C9200L Cisco DNA Premier, 48-port, 7Y Term - Cisco DNA, 25 ISE PLS and ISE BASE, 25 SWATCH

## Catalyst 9200 Series switches hardware to Cisco DNA License Mapping

Table 8. Catalyst 9200 Series switch hardware SKUs to Cisco DNA Premier, Advantage and Essentials License Mapping

C9200 Switch		Major Cisco DNA PID	Cisco DNA Term License Options (one must be selected)	
C9200L 48 port Cisco DNA Essentials				
C9200L-48T-4G-E	Cisco DNA Essentials	C9200L-DNA-E-48	C9200L-DNA-E-48-3Y	
C9200L-48P-4G-E			C9200L-DNA-E-48-5Y	
C9200L-48PL-4G-E			C9200L-DNA-E-48-7Y	
C9200L-48T-4X-E			C9200L-DNA-E-48-3Y=	
C9200L-48P-4X-E			C9200L-DNA-E-48-5Y=	
C9200L-48PL-4X-E			C9200L-DNA-E-48-7Y=	
C9200L 48 port Cisco DNA	Advantage and Cisco DNA Pr	emier		
C9200L-48T-4G-A	Cisco DNA Advantage	C9200L-DNA-A-48	C9200L-DNA-A-48-3Y	
C9200L-48P-4G-A			C9200L-DNA-A-48-5Y	
C9200L-48PL-4G-A			C9200L-DNA-A-48-7Y	
C9200L-48T-4X-A			C9200L-DNA-A-48-3Y=	
C9200L-48P-4X-A			C9200L-DNA-A-48-5Y=	
C9200L-48PL-4X-A			C9200L-DNA-A-48-7Y=	
	Cisco DNA Premier	C9200L-DNA-P-48	C9200L-DNA-P-48-3Y	
			C9200L-DNA-P-48-5Y	
			C9200L-DNA-P-48-7Y	
			C9200L-DNA-P-48-3Y=	
			C9200L-DNA-P-48-5Y=	
			C9200L-DNA-P-48-7Y=	

C9200 Switch		Major Cisco DNA PID	Cisco DNA Term License Options (one must be selected)					
C9200L 24 port Cisco DNA Essentials								
C9200L-24T-4G-E	Cisco DNA Essentials	C9200L-DNA-E-24	C9200L-DNA-E-24-3Y					
C9200L-24P-4G-E			C9200L-DNA-E-24-5Y					
C9200L-24T-4X-E			C9200L-DNA-E-24-7Y					
C9200L-24P-4X-E			C9200L-DNA-E-24-3Y=					
			C9200L-DNA-E-24-5Y=					
			C9200L-DNA-E-24-7Y=					
C9200L 24 port Cisco D	DNA Advantage and Cisco DNA	Premier						
C9200L-24T-4G-A	Cisco DNA Advantage	C9200L-DNA-A-24	C9200L-DNA-A-24-3Y					
C9200L-24P-4G-A			C9200L-DNA-A-24-5Y					
C9200L-24T-4X-A			C9200L-DNA-A-24-7Y					
C9200L-24P-4X-A			C9200L-DNA-A-24-3Y=					
			C9200L-DNA-A-24-5Y=					
			C9200L-DNA-A-24-7Y=					
	Cisco DNA Premier	C9200L-DNA-P-24	C9200L-DNA-P-24-3Y					
			C9200L-DNA-P-24-5Y					
			C9200L-DNA-P-24-7Y					
			C9200L-DNA-P-24-3Y=					
			C9200L-DNA-P-24-5Y=					
			C9200L-DNA-P-24-7Y=					

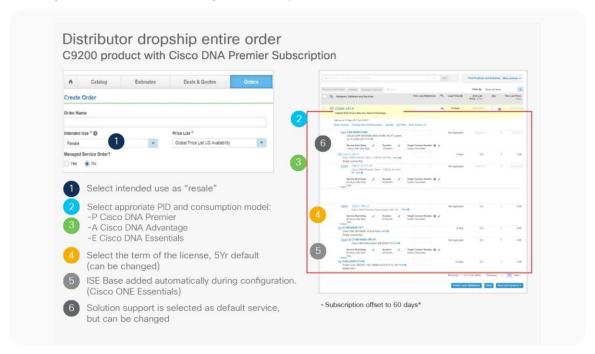
## Distribution Ordering Addendum

This section details the steps necessary to order Cisco Catalyst 9200 Series switches through distribution partners.



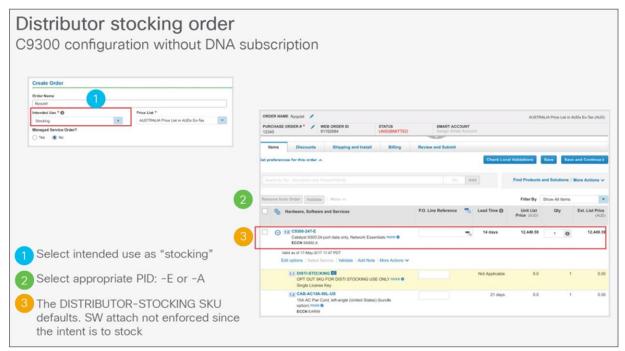
**Figure 9.** Distribution Ordering Options for Cisco Catalyst 9200

Cisco Catalyst 9200 Series switches for stocking. By selecting "Stocking" as "Intended Use", the system will show only hardware and does not include the Cisco DNA Premier, Advantage or Essentials subscription (the subscription must be ordered at point of sale).



**Figure 10.**Distributor Drop Shipping the Entire Order

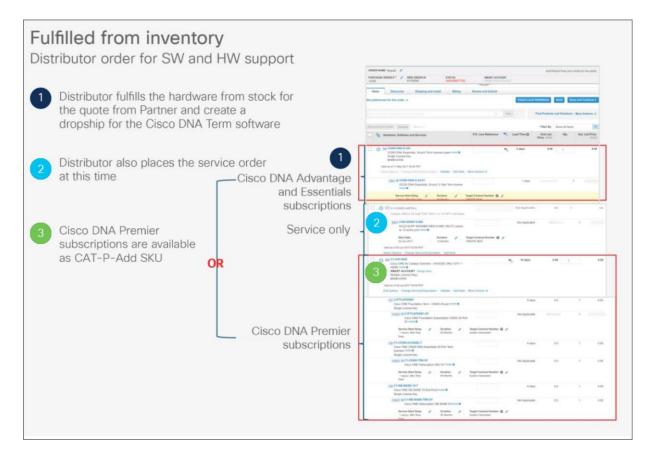
Figure 10 above shows the scenario where the distributor will dropship the entire order from Cisco to the end customer. The intended-use drop-down menu is set to Resale, which allows the default options for hardware support and software to become available. The system defaults will be Cisco DNA and Solution Support. Hardware support can be changed to premium Solution Support or SNTC, or it can be removed completely.



**Figure 11.** Distributor Ordering Cisco Catalyst 9200 for Stocking

Figure 11 above shows the scenario where the distributor places a stocking order. While placing a distribution stocking order for a Catalyst 9200 Series switch, the distributor will opt out of attaching mandatory subscription software. Orders for Stocking will include Hardware + OS (Network Stack).

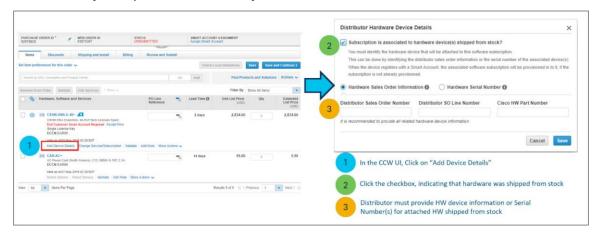
The Opt out feature will exclude the Cisco DNA Subscription software only for distribution stocking orders.



**Figure 12.** Fulfilled from Inventory

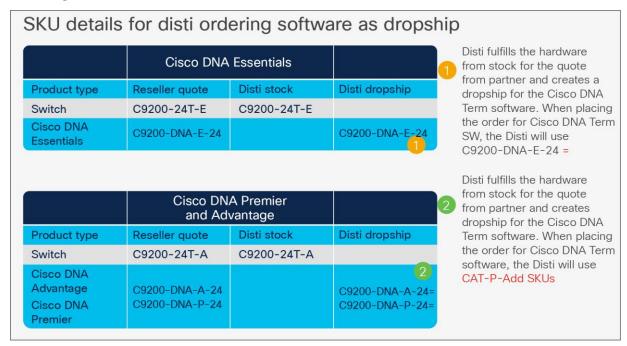
Figure 12 shows the distributor using either the Cisco DNA Premier, Cisco DNA Advantage or Essentials subscription options when fulfilling from inventory.

Cisco will also use this information to associate the HW SN to the mandatory attach subscription. In situations where the customer has not received their license entitlement through their Smart Account, Cisco will deposit the Mandatory Attach Smart Licensed Subscription into the End Customers Smart Account when the HW SN is registered with Cisco. This will ensure that the customer is accurately entitled to their purchased subscription and avoid any disruption in functionality of the switch.



**Figure 13.** Fulfilled from Inventory

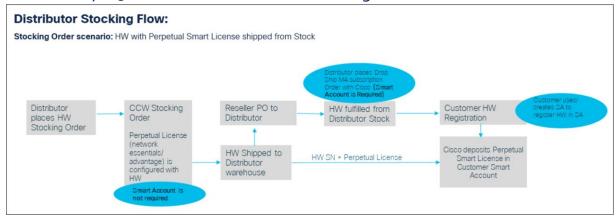
Figure 13 shows the partner quote request to the distributor. The distributor can choose to fulfill the entire order by drop-shipping or fulfill the hardware from stock and create a dropship order for Cisco DNA Premier, Advantage or Essentials licensed software.



**Figure 14.**SKU Details for Distributor Ordering Software as Dropship

Figure 14 shows the SKUs that the distributor has to use when ordering software as a dropship in Cisco DNA Premier, Advantage and Essentials scenarios.

## Cisco Catalyst 9200 Series switches for stocking



By selecting "Stocking" as "Intended Use", the system will show only hardware and does not include the Cisco DNA Premier, Advantage or Essentials subscription (the subscription must be ordered at point of sale).



When fulfilling a Catalyst 9200 Series switch from inventory the distributor is required to attach Cisco DNA subscription Software for each Hardware unit sold. In this scenario, the distributor will place a dropship Cisco DNA software subscription order with Cisco using CCW leveraging the equivalent spare SKUs shown below.

When ordering a Catalyst 9200 Series switch from Cisco, CCW will enforce the mandatory attach of the Cisco DNA Subscription Software to every Catalyst 9200 Series switch estimate, quote and order except stocking orders.

When submitting a drop ship subscription order associated to hardware shipped from stock, the distributor must submit the following information directly in CCW UI (or via B2B).

- 1. Distributor Hardware Sales Order Number (as submitted in hardware POS line)
- 2. Distributor Hardware Sales Order Line Number (as submitted in hardware POS line)
- 3. Cisco Hardware Part Number
- <OR> Hardware Serial Number(s)

Table 9 shows the distributor drop-shipping the entire order from Cisco to the end customer using Cisco DNA Advantage or Essential instead of Cisco DNA Premier subscription.

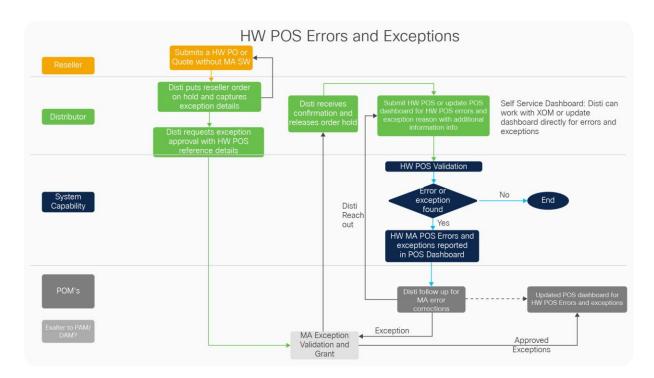
Table 9. Cisco Catalyst 9200 Series switch mandatory exceptions

### 9200: Mandatory attach exceptions and approvals

Exception type	Exception Reason	Description	Additional Info needed for verification	Validation	Actors
Software Exception (Reseller ordering standalone SW subscription)	Standalone Subscription (Renewals)  Buying additional Cisco DNA Center Entitlements (Software Upgrade)	The Subscription is not attached to any Hardware  The subscription is ordered in addition to an existing device associated with a mandatory attach subscription	MA flag should not be set to 'Yes' on order  MA flag should not be set to 'Yes' on order	approval/validation required	

Exception type	Exception Reason	Description	Additional Info needed for verification	Validation	Actors
Hardware Exception (Reseller ordering HW without MA subscription)	Enterprise Agreement	The HW is exempted from Mandatory Attach, as part of the Enterprise Agreement with the End Customer (EC)	1. For approval EA #. Customer Name. Customer Smart Account#  2. For HW POS lookup (Disti SO #	POM requests for the EA # from Distributor (who in turns receives it from Reseller), and works with the Cisco EA team to validate the EA with the EC and the license being part of the EA	POM/Distributor
	Cisco One Portability	The HW is ordered by itself as an upgrade, and the customer is porting over their existing Cisco One License	Existing Cisco One License details, SN# of Existing Device, Customer	POM Governance Team requests for the old HW SN from the Distributor, to look up in the licensing tool by plugging in the SN, and confirm that they have attached SW license	POM/Distributor
	DOA (Dead on Arrival)	The HW is ordered by itself as a replacement for a previous HW which was Dead on Arrival	1. For approval Customer service # and RMA # (optional) 2. For HW POS lookup (Disti SO #, Disti SO Line #, Cisco Part #) OR SN #	In case of DOA, there will be a CS case # Governance team requests the CS case # from Distributor, and looks up the case to confirm the DOA	POM/Distributor

Any mandatory attach subscription orders missing this information will be considered non-compliant and Cisco will take necessary action to ensure compliance.



**Figure 15.**Catalyst 9200 Series switch hardware Point of Sale Approval flow

### Important links

#### Smart Accounts: All you need to know

- Operations exchange: Partner and distributor software training: A comprehensive list of external software training resources and detailed training modules for ordering and license management
- <u>Smart Account leading practices for customers</u>: A leading practices guide that can help customers decide how to structure their Smart Accounts, including if they need multiple Smart Accounts
- Smart Account decision tree: A short branching survey that helps partners and customers understand what type of Smart Accounts to create
- <u>Cisco Smart Accounts on Cisco.com</u>: The primary Cisco.com site for Smart Accounts
- AMER SW training schedule: List of live software training sessions currently offered
- Training reservation form: Form to request a live software training session

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