

# Cisco ONE BOM Conversion in CCW



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# Erstellung einer Estimate

## Produktsuche

Wählen Sie auf Startseite des Cisco Commerce Workspace (CCW) "Estimates" aus. In dem Suchfeld können Sie die Artikelnummer (SKU) direkt eintragen. Sollten Sie die Artikelnummer nicht kennen, haben Sie über das rechts daneben liegende Feld „Find Products & Solutions“ (Produkte und Lösungen suchen) die Möglichkeit, z. B. nach Produktnamen zu suchen.

ESTIMATE NAME Estimate\_KP72496702YH (KP72496702YH) Global Price List EMEA Availability (USD)

ESTIMATE ID KP72496702YH CREATED BY Sales Team CREATED ON 07-Jun-2017

Search by Sku, Description and Product Family 1 Add

Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
1.0 ISR4321-V/K9 SVIP C-1 Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05:57 PDT	14 days	3,095.00	1	3,095.00	0.00	3,095.00
2.0 WS-C3650-48TS-S CP SVIP C-1 Cisco Catalyst 3650 48 Port Data 4x 1G Uplink IP Base Valid as of 07-Jun-2017 12:22:07 PDT	14 days	7,900.00	1	7,900.00	0.00	7,900.00

Estimate Total All Prices Shown in USD

Average Product Discount	0.00%	Product Total	10,995.00
Average Service Discount	0.00%	Service Total	0.00
Average Subscription Discount	0.00%	Subscription Total	0.00
		Total Price	10,995.00

Produkte, die für Cisco One Upgrade geeignet sind, zeigen ein **C-1** Symbol an.

1.0 ISR4321-V/K9 SVIP C-1 Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05:57 PDT	14 days	3,095.00	1	3,095.00	0.00
2.0 WS-C3650-48TS-S CP SVIP C-1 Cisco Catalyst 3650 48 Port Data 4x 1G Uplink IP Base Valid as of 07-Jun-2017 12:22:07 PDT	14 days	7,900.00	1	7,900.00	0.00

# Erstellung einer Estimate

Bei MouseOver über dem C-1 Icon wird die entsprechende Cisco ONE SKU in einer InfoBox angezeigt.

The screenshot shows a product line for 'ISR4321-V/K9' with a 'C-1' icon. A yellow tooltip box is overlaid on the 'C-1' icon, containing the text: 'Have you considered using Cisco ONE for this order? The Cisco ONE equivalent for the current product is C1-CISCO4321/K9.' A red circle with the number '3' is placed over the tooltip.

Unter dem Button "Actions" gelangen Sie zu Cisco ONE

The screenshot shows the 'Estimates' page for 'Estimate\_KP72496702YH'. The 'Actions' dropdown menu is open, and the 'Cisco ONE Upgrade' option is highlighted with a red circle and the number '4'. The menu options include: Import Saved Configuration, Edit Services for Multiple Lines, Preview BTO Configuration, Remanufactured Availability, Cisco ONE Upgrade, and FPS Estimator.

ESTIMATE NAME	Estimate_KP72496702YH (KP72496702YH)	Global Price List EMEA Availability (USD)
ESTIMATE ID	KP72496702YH	CREATED BY Sales Team
CREATED ON	07-Jun-2017	

Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Price (USD)
1.0 ISR4321-V/K9 SVIP C-1	14 days	3,095.00	1	3,095.00
2.0 WS-C3650-48TS-S CP SVIP C-1	14 days	7,900.00	1	7,900.00

Estimate Total		All Prices Shown in USD	
Average Product Discount	0.00%	Product Total	10,995.00
Average Service Discount	0.00%	Service Total	0.00
Average Subscription Discount	0.00%	Subscription Total	0.00
		Total Price	10,995.00

**Hinweis:** Die Option Cisco ONE Upgrade wird nur angezeigt, wenn für mindestens ein Cisco ONE Upgrade-fähiges Produkt eine Estimate vorliegt.

# Cisco ONE BOM Upgrade

Die Tabelle "Total Customer Value" enthält die tatsächlichen Kosten für das Angebot (Customer Price) und den Kostenvorteil verbunden mit dem Angebot (Customer Value).

Cisco ONE BOM Upgrade

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**BOM Summary** | Total Cost of Ownership | Cisco ONE Value

*Price Estimate for planning and information purposes only and is not a binding offer from Cisco.*

**Total Customer Value (Refer to Cisco ONE Value tab for more details)**

Offer	Customer Price (USD)	Customer Value (USD)
A-La-Carte	10,995.00	10,995.00
Cisco ONE	10,023.00	13,415.00

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**A-La-Carte Configuration/s**

<input type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input type="checkbox"/>	<b>1.0 ISR4321-V/K9</b> Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05	1	3,095.00
<input type="checkbox"/>	<b>2.0 WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00

Active Price List: Global Price List - EMEA

Hardware + Software	10,995.00
Services	0.00
<b>A-La-Carte Total</b>	<b>10,995.00</b>

All prices shown in USD

**Cisco ONE Configuration/s**

<input checked="" type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input checked="" type="checkbox"/>	<b>1.0 C1-CISCO4321/K9</b> Cisco ONE ISR 4321 (2GE,2NIM,4G FLASH,4G DRAM,IPB) Valid as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	3,481.40
<input checked="" type="checkbox"/>	<b>2.0 C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink <b>Invalid</b> as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	6,541.60

Active Price List: Global Price List - EMEA

Hardware	8,095.00
Cisco ONE Software	1,100.00
Hardware Services	625.60
Cisco ONE Software Services	202.40
<b>Cisco ONE Total</b>	<b>10,023.00</b>

All prices shown in USD

In der A-La-Carte Konfiguration und Cisco ONE Konfiguration werden die Produkte mit zugehöriger Menge und dem extended Listenpreis angezeigt

## Cisco ONE BOM Upgrade

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**BOM Summary** | Total Cost of Ownership | Cisco ONE Value

*Price Estimate for planning and information purposes only and is not a binding offer from Cisco.*

**Total Customer Value (Refer to Cisco ONE Value tab for more details)**

Offer	Customer Price (USD)	Customer Value (USD)
A-La-Carte	10,995.00	10,995.00
Cisco ONE	10,023.00	13,415.00

**A-La-Carte Configuration/s**

<input type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input type="checkbox"/>	<b>1.0 ISR4321-V/K9</b> Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05	1	3,095.00
<input type="checkbox"/>	<b>2.0 WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00

Active Price List: Global Price List - EMEA

Hardware + Software	10,995.00
Services	0.00
<b>A-La-Carte Total</b>	<b>10,995.00</b>

All prices shown in USD

**Cisco ONE Configuration/s**

<input checked="" type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input checked="" type="checkbox"/>	<b>1.0 C1-CISCO4321/K9</b> Cisco ONE ISR 4321 (2GE,2NIM,4G FLASH,4G DRAM,IPB) Valid as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	3,481.40
<input checked="" type="checkbox"/>	<b>2.0 C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink <b>Invalid</b> as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	6,541.60

Active Price List: Global Price List - EMEA

Hardware	8,095.00
Cisco ONE Software	1,100.00
Hardware Services	625.60
Cisco ONE Software Services	202.40
<b>Cisco ONE Total</b>	<b>10,023.00</b>

All prices shown in USD

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# Cisco ONE BOM Upgrade

## Cisco ONE Konfiguration bearbeiten

### Cisco ONE BOM Upgrade

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**BOM Summary** | Total Cost of Ownership | Cisco ONE Value

Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

Total Customer Value (Refer to [Cisco ONE Value](#) tab for more details)

Offer	Customer Price (USD)	Customer Value (USD)
A-La-Carte	10,995.00	10,995.00
Cisco ONE	10,023.00	13,415.00

#### A-La-Carte Configuration/s

<input type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input type="checkbox"/>	<b>1.0 ISR4321-V/K9</b> Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05	1	3,095.00
<input type="checkbox"/>	<b>2.0 WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00

Active Price List: Global Price List - EMEA	
Hardware + Software	10,995.00
Services	0.00
<b>A-La-Carte Total</b>	<b>10,995.00</b>

All prices shown in USD

#### Cisco ONE Configuration/s

<input checked="" type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input checked="" type="checkbox"/>	<b>1.0 C1-CISCO4321/K9</b> Cisco ONE ISR 4321 (2GE,2NIM,4G FLASH,4G DRAM,IPB) Valid as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	3,481.40
<input checked="" type="checkbox"/>	<b>2.0 C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink <b>Invalid as of 07-Jun-2017 12:28</b> <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	6,541.60

Active Price List: Global Price List - EMEA	
Hardware	8,095.00
Cisco ONE Software	1,100.00
Hardware Services	625.60
Cisco ONE Software Services	202.40
<b>Cisco ONE Total</b>	<b>10,023.00</b>

All prices shown in USD

**Hinweis:** Die Preise werden aktualisiert, wenn die Konfiguration geändert wird.

Man hat die Auswahl zwischen 1-3 verschiedenen Lizenzen.

2,150.00	<input checked="" type="checkbox"/>	<b>C1FPCAT36502K9</b> <b>CP</b> <b>SVIP</b> <b>***</b> Cisco One Foundation Perpetual - Catalyst 3650 48-port <a href="#">More</a>	1	14 days	2,150.00
0.00	<input type="checkbox"/>	<b>C1APCAT36502K9</b> <b>CP</b> <b>SVIP</b> <b>***</b> Cisco One Advanced Perpetual - Catalyst 3650 48-port <a href="#">More</a>	1	14 days	3,500.00

Die Auswahl des ersten Jahres Software Service für Cisco ONE ist erforderlich und empfohlen. Im besten Fall in der Kombination mit einem passenden Hardware Service - zum Beispiel Cisco SmartNet Total Care.

SERVICE/SUBSCRIPTION SELECTION

[Open a Case](#) | [Training](#) | [CCW Support Community](#) | [Cisco Feature Navigator](#)

**C1-WS3650-48TS/K9**

**Some products in the configuration require services. (CS605)**

#### Service Preferences

Service

Hardware, Software and Services	Unit List Price	Quantity	Line Total
<b>C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink	\$ 6,100.00	1	\$ 6,100.00
<b>CON-SNT-CW48S365</b> SNTC-8X5XNBD Cisco One Catalyst 3650 48 Port Data 4x1 Duration: 12 Month(s)	\$441.60	1	\$ 441.60
<a href="#">Edit Services</a>   <a href="#">Remove</a>			
<b>S3650UK9-36E</b> CAT3650 Universal k9 image	\$ 0.00	1	\$ 0.00
<b>PWR-C2-250WAC</b> 250W AC Config 2 Power Supply	\$ 0.00	1	\$ 0.00
<b>CAB-TA-EU</b> Europe AC Type A Power Cable	\$ 0.00	1	\$ 0.00
<b>DNA-VOUCHER</b> Tracker Eligibility SKU for DNA Offers	\$ 0.00	1	\$ 0.00
<b>C1FPCAT36502K9</b> Cisco One Foundation Perpetual - Catalyst 3650 48-port	\$ 2,150.00	1	\$ 2,150.00
<a href="#">Add Services</a>			
<b>C3650-48-L-S</b> C3650-48 LAN Base to IP Base Paper RTU License	\$ 0.00	1	\$ 0.00

<input type="checkbox"/>	2.0 WS-C3650-48TS-S	1	7,900.00
<input type="checkbox"/>	<b>2.0 WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00

<input checked="" type="checkbox"/>	2.0 C1-WS3650-48TS/K9	1	6,541.60
<input checked="" type="checkbox"/>	<b>2.0 C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink <b>Invalid as of 07-Jun-2017 12:28</b> <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	6,541.60

<input type="checkbox"/>	2.0 WS-C3650-48TS-S	1	7,900.00
<input type="checkbox"/>	<b>2.0 WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00

<input checked="" type="checkbox"/>	2.0 C1-WS3650-48TS/K9	1	6,541.60
<input checked="" type="checkbox"/>	<b>2.0 C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink <b>Invalid as of 07-Jun-2017 12:28</b> <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	6,541.60

# Cisco ONE BOM Upgrade

Um eine Konfiguration zu erweitern oder einzugrenzen, klicken Sie auf das +/- Symbol

A-La-Carte Configuration/s				Cisco ONE Configuration/s			
<input type="checkbox"/>		Qty	Ext. List Price (USD)	<input checked="" type="checkbox"/>		Qty	Ext. List Price (USD)
<input type="checkbox"/>	<b>Hardware, Software and Services</b>			<input checked="" type="checkbox"/>	<b>Hardware, Software and Services</b>		
<input type="checkbox"/>	<b>1.0 ISR4321-V/K9</b> Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05	1	3,095.00	<input checked="" type="checkbox"/>	<b>1.0 C1-CISCO4321/K9</b> Cisco ONE ISR 4321 (2GE,2NIM,4G FLASH,4G DRAM,IPB) Valid as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	3,481.40
<input type="checkbox"/>	<b>2.0 WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00	<input checked="" type="checkbox"/>	<b>2.0 C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink Valid as of 07-Jun-2017 12:37 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	9,036.60

Die Tabelle "Active Price List" enthält eine Kostenübersicht für die A-La-Carte und Cisco ONE Konfigurationen

A-La-Carte Configuration/s				Cisco ONE Configuration/s			
<input type="checkbox"/>		Qty	Ext. List Price (USD)	<input type="checkbox"/>		Qty	Ext. List Price (USD)
<input type="checkbox"/>	<b>Hardware, Software and Services</b>			<input checked="" type="checkbox"/>	<b>Hardware, Software and Services</b>		
<input type="checkbox"/>	<b>1.0 ISR4321-V/K9</b> Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05	1	3,095.00	<input checked="" type="checkbox"/>	<b>1.0 C1-CISCO4321/K9</b> Cisco ONE ISR 4321 (2GE,2NIM,4G FLASH,4G DRAM,IPB) Valid as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	3,481.40
<input checked="" type="checkbox"/>	<b>2.0 WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00	<input type="checkbox"/>	<b>2.0 C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink Valid as of 07-Jun-2017 12:37 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	9,036.60

Active Price List: Global Price List - EMEA	
Hardware + Software	10,995.00
Services	0.00
<b>A-La-Carte Total</b>	<b>10,995.00</b>
All prices shown in USD	

Active Price List: Global Price List - EMEA	
Hardware	10,245.00
Cisco ONE Software	1,100.00
Hardware Services	970.60
Cisco ONE Software Services	202.40
<b>Cisco ONE Total</b>	<b>12,518.00</b>
All prices shown in USD	

# Erstellung einer Estimate ausgehend vom BOM Summary TAB

Wählen Sie gewünschte/n SKU/s und gehen Sie auf "Create New Estimate"

**Hinweis:** Sie haben die Möglichkeit mehrere Konfigurationen aus jedem Konfigurationstyp (A-La-Carte und Cisco ONE) auswählen.

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**BOM Summary** | Total Cost of Ownership | Cisco ONE Value

*Price Estimate for planning and information purposes only and is not a binding offer from Cisco.*

**Total Customer Value (Refer to Cisco ONE Value tab for more details)**

Offer	Customer Price (USD)	Customer Value (USD)
A-La-Carte	10,995.00	10,995.00
Cisco ONE	12,518.00	14,770.00

**A-La-Carte Configuration/s**

<input type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input type="checkbox"/>	1.0 <b>ISR4321-V/K9</b> Cisco ISR 4321 Bundle, w/UC License, CUBE-10 Valid as of 07-Jun-2017 12:05	1	3,095.00
<input checked="" type="checkbox"/>	2.0 <b>WS-C3650-48TS-S</b> Cisco Catalyst 3650 48 Port Data 4x1G Uplink IP Base Valid as of 07-Jun-2017 12:22	1	7,900.00

Active Price List: Global Price List - EMEA

Hardware + Software	10,995.00
Services	0.00
<b>A-La-Carte Total</b>	<b>10,995.00</b>

All prices shown in USD

**Cisco ONE Configuration/s**

<input type="checkbox"/>	Hardware, Software and Services	Qty	Ext. List Price (USD)
<input checked="" type="checkbox"/>	1.0 <b>C1-CISCO4321/K9</b> Cisco ONE ISR 4321 (2GE,2NIM,4G FLASH,4G DRAM,IPB) Valid as of 07-Jun-2017 12:28 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	3,481.40
<input type="checkbox"/>	2.0 <b>C1-WS3650-48TS/K9</b> Cisco One Catalyst 3650 48 Port Data 4x1G Uplink Valid as of 07-Jun-2017 12:37 <a href="#">Change Options</a>   <a href="#">Change Services</a>	1	9,036.60

Active Price List: Global Price List - EMEA

Hardware	10,245.00
Cisco ONE Software	1,100.00
Hardware Services	970.60
Cisco ONE Software Services	202.40
<b>Cisco ONE Total</b>	<b>12,518.00</b>

All prices shown in USD

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**Hinweis:** Die gewählten SKUs werden in eine neue Estimate kopiert und die vorhandene Estimate wird gespeichert. Diese kann unter "View All Estimates" oder "Recent" im Bereich "Estimates" abgerufen werden.

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# Total Cost of Ownership TAB

Die Total Cost of Ownership Tabelle vergleicht die Kosten zwischen A-La-Carte und Cisco ONE über einen bestimmten Zeitraum. Unter "Savings" werden die Einsparungen beim Kauf von Cisco ONE angezeigt.

Cisco ONE BOM Upgrade

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BOM Summary | Total Cost of Ownership | Cisco ONE Value

Price Estimate for plan

13 Sie können einen Auffrischungszyklus von bis zu 10 Jahren wählen.

Refresh Cycle 5

Total Cost of Ownership		1 Year (USD)	5 Year (USD)
A-La-Carte		10,995.00	21,990.00
Cisco ONE		12,518.00	27,455.00
Savings		-13.85%	-24.85%

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A-La-Carte and Cisco ONE Configuration/s

A-La-Carte

	1 Year (USD)	2 Year (USD)	3 Year (USD)	4 Year (USD)	5 Year (USD)
Hardware + Software	10,995.00	0.00	0.00	0.00	10,995.00
Subscriptions	0.00	0.00	0.00	0.00	0.00
Services	0.00	0.00	0.00	0.00	0.00
Total	10,995.00	0.00	0.00	0.00	10,995.00
Cumulative Total	10,995.00	10,995.00	10,995.00	10,995.00	21,990.00

Cisco ONE

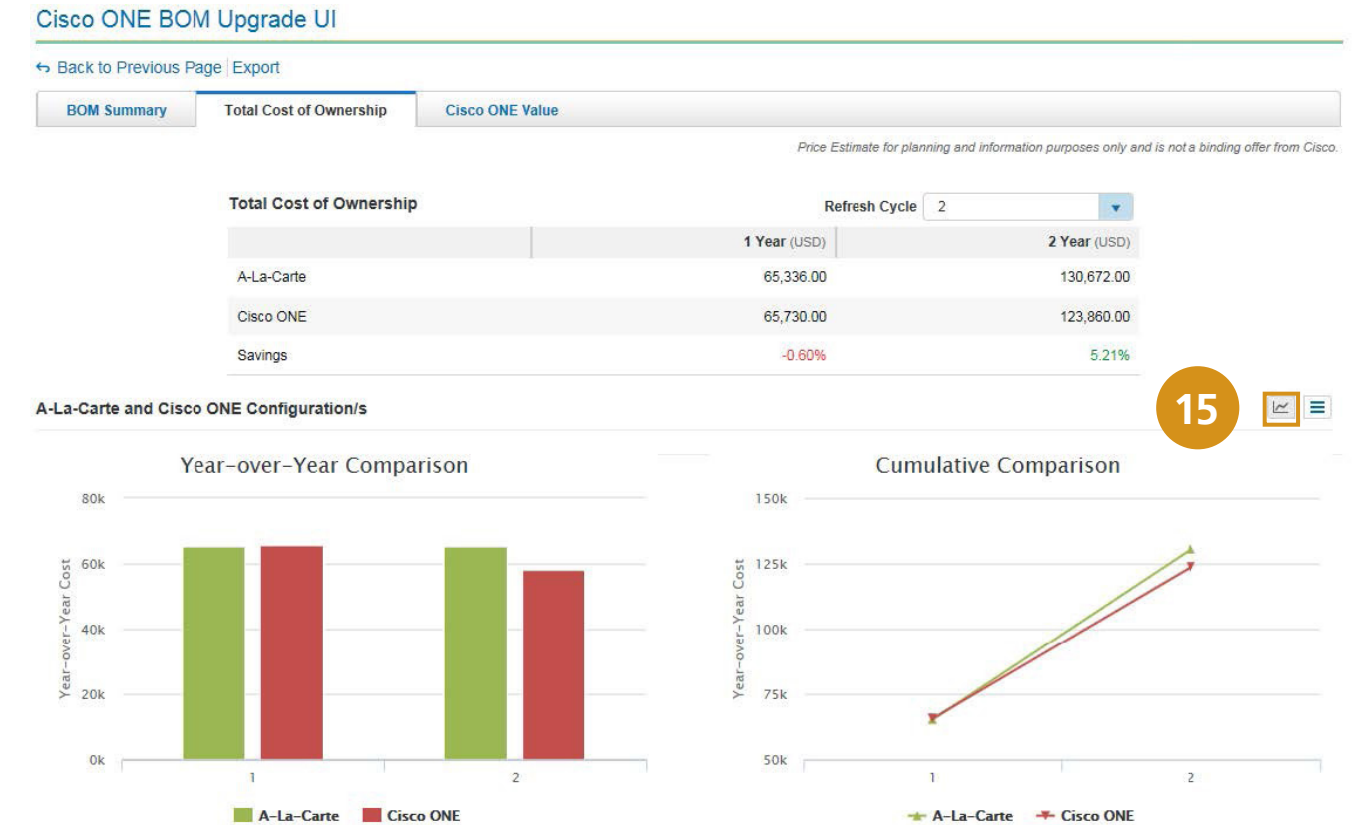
	1 Year (USD)	2 Year (USD)	3 Year (USD)	4 Year (USD)	5 Year (USD)
Hardware	10,245.00	0.00	0.00	0.00	10,245.00
Cisco ONE Software	1,100.00	0.00	0.00	0.00	0.00
Hardware Services	970.60	970.60	970.60	970.60	970.60
Cisco ONE Software Services	202.40	202.40	202.40	202.40	202.40
Subscriptions	0.00	0.00	0.00	0.00	0.00
Cisco ONE Subscriptions	0.00	0.00	0.00	0.00	0.00
Total	12,518.00	1,173.00	1,173.00	1,173.00	11,418.00
Cumulative Total	12,518.00	13,691.00	14,864.00	16,037.00	27,455.00

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Es wird eine detaillierte Übersicht der jährlichen A-La-Carte & Cisco ONE Produktkosten angezeigt, diese beinhaltet:

- Jährliche Betriebskosten - einschließlich Hardware, Software und Services
- Kumulierte Summe

## Grafische Darstellung von Year-over-Year TCO





# Cisco ONE Value TAB

16a. Der Total Customer Value zeigt die Kosten für "Hardware + Software" sowie "Services" bei der Auswahl von A-La-Carte und Cisco ONE an.

16b. Der Punkt "Included Software + Services Value" zeigt zusätzliche Kosten, die bei A-La-Carte Lizenzen im Vergleich zum Cisco ONE Upgrade entstehen würden.

16c. "Total Customer Cost" fasst die genannten Kosten zusammen.

17. Die Liste der Lizenzen, die im Cisco ONE Bundle enthalten sind und die damit verbundenen Kosten für jede Lizenz beim Kauf als A-La-Carte.

18. Vorteile der Lizenz Portabilität und der laufenden Innovationen, die im Cisco ONE-Angebot enthalten sind.

19. Zum Schluss wird der Gesamtvergleich und der Wert des Kaufs A-La-Carte versus Cisco ONE gezeigt.

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BOM Summary	Total Cost of Ownership	<b>Cisco ONE Value</b>
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Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

	16a Hardware + Software	Services	16b Included Software + Services Value	16c Total Customer Cost
A-La-Carte	10,995.00	0.00	3,775.00	<b>14,770.00</b>
Cisco ONE	11,345.00	1,173.00	(Included)	<b>12,518.00</b>

	A-La-Carte Configuration/s (USD)	Cisco ONE Configuration/s (USD)
<b>ACCESS SWITCHING FOUNDATION</b>		
Cisco ONE StealthWatch 50 FPS Lic 1 YR	540.00	(Included)
Energy Management (JouleX)	400.00	(Included)
ISE Base (50 Endpoints per 2K/3K/1E4K/1E5K, 150 Endpoints per 4K)	250.00	(Included)
Prime Infrastructure (Lifecycle & Assurance)	105.00	(Included)
IP Base License	(Included)	(Included)
<b>WAN ADVANCED</b>		
Unified Border Element Enterprise License - 25 sessions	1,770.00	(Included)
Communication Manager Express or SRST - 25 seat license	650.00	(Included)
Unified Communication License	(Included)	(Included)
<b>Services-Enabled License Portability</b>	--	(Included)
<b>New Software Capabilities</b>	--	(Included)
<b>A-La-Carte Software Support</b>	60.00	--
<b>Total Benefits Value</b>	3,775.00	--
<b>Total Customer Cost</b>	<b>14,770.00</b>	<b>12,518.00</b>

# BOM Export

Klicken Sie auf "Export", um die Excel-Version der Stückliste zu erhalten.

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BOM Summary
Total Cost of Ownership
Cisco ONE Value

Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

**Total Customer Value**

	Hardware + Software	Services	Included Software + Services Value	Total Customer Cost
A-La-Carte	10,995.00	0.00	3,775.00	<b>14,770.00</b>
Cisco ONE	11,345.00	1,173.00	(Included)	<b>12,518.00</b>


  

	A-La-Carte Configuration/s (USD)	Cisco ONE Configuration/s (USD)
<b>ACCESS SWITCHING FOUNDATION</b>		
Cisco ONE StealthWatch 50 FPS Lic 1 YR	540.00	(Included)
Energy Management (JouleX)	400.00	(Included)
ISE Base (50 Endpoints per 2K/3K/1E4K/1E5K, 150 Endpoints per 4K)	250.00	(Included)
Prime Infrastructure (Lifecycle & Assurance)	105.00	(Included)
IP Base License	(Included)	(Included)
<b>WAN ADVANCED</b>		
Unified Border Element Enterprise License - 25 sessions	1,770.00	(Included)
Communication Manager Express or SRST - 25 seat license	650.00	(Included)
Unified Communication License	(Included)	(Included)

Der Excel Export verfügt über mehrere Tabs, die verschiedene Informationen zusammenfassen.

"A-La-Carte Tab" zeigt die A-La-Carte Konfiguration und die damit verbundenen Kosten.

Main Currency: USD  
 Price List: Global Price List - EMEA



Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

Line Number	Item Name	Description	Service Duration	Lead Time	Included Item	Quantity	List Price	Extended List Price	Discount %	Selling Price	Product Type
10	1.0 C1-CISCO4321K9	Cisco ONE ISR 4321 (2GE 2NM, 4G FLASH, 4G DRAM, IPB)	N/A	14	No	1	1,995.00	1,995.00	0.00%	1,995.00	Hardware
11	1.1 SL-4320-IPB-K9	IP Base License for Cisco ISR 4320 Series	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
12	1.2 PWR-4320-AC	AC Power Supply for Cisco ISR 4320	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
13	1.3 CAB-AC-CS-EUR	AC Power Cord, Type CS, Europe	N/A	14	No	1	0.00	0.00	0.00%	0.00	Hardware
14	1.4 MEM-4320-4G	4G DRAM for Cisco ISR 4320 (Soldered on motherboard)	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
15	1.5 NBI-BLANK	Blank faceplate for NBI slot on Cisco ISR 4400	N/A	14	Yes	2	0.00	0.00	0.00%	0.00	Hardware
16	1.6 MEM-FLASH-4G	4G Flash Memory for Cisco ISR 4300 (Soldered on motherboard)	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
17	1.7 C1AUPSR4320SK9	Cisco ONE Advanced UC Perpetual License ISR 4321	N/A	21	No	1	1,100.00	1,100.00	0.00%	1,100.00	C1 Software
18	1.8 SL-4320-UC-K9	Unified Communication License for Cisco ISR 4320 Series	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
19	1.9 FL-CME-SRST-25	SRST-25 Seat License (CME uses CUCME Phone License ONLY)	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware
20	1.10 FL-CUBEE-5	Unified Border Element Enterprise License - 5 sessions	N/A	21	Yes	2	0.00	0.00	0.00%	0.00	Hardware
21	1.11 SISR4300UK9-316S	Cisco ISR 4300 Series IOS XE Universal	N/A	14	No	1	0.00	0.00	0.00%	0.00	Hardware
22	1.0.1 CON-SMT-C14321K9	SMT-C-BX5XNBD C1 ISR 4321 (2GE, 2NM, 4G FLASH)	12.00	0	No	1	184.00	184.00	0.00%	184.00	Service
23	1.7.1 CON-EDMU-C1A4320S	SWSS UPGRADES C1 Advanced UC Perpetual Lic ISR 4321	12.00	0	No	1	202.40	202.40	0.00%	202.40	C1 SWSS
<b>Total</b>											<b>3,481.40</b>
25	2.0 C1-WS3650-48TSK9	Cisco One Catalyst 3650 48 Port Data 4x1G Uplink	N/A	14	No	1	6,100.00	6,100.00	0.00%	6,100.00	Hardware
26	2.1 S3650UK9-36E	CAT3650 Universal K9 image	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
27	2.2 PWR-C2-250WAC	250W AC Config 2 Power Supply	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
28	2.3 CAB-TA-EU	Europe AC Type A Power Cable	N/A	14	No	1	0.00	0.00	0.00%	0.00	Hardware
29	2.4 STACK-T2-BLANK	Type 2 Stacking Blank	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
30	2.5 PWR-C2-BLANK	Config 2 Power Supply Blank	N/A	14	Yes	1	0.00	0.00	0.00%	0.00	Hardware
31	2.0.1 CON-SMT-CW46S36S	SMT-C-BX5XNBD Cisco One Catalyst 3650 48 Port Data 4x1	12.00	0	No	1	441.60	441.60	0.00%	441.60	Service
<b>Total</b>											<b>6,541.60</b>
34	3.0 WS-C6506-E	Catalyst 6500 Enhanced 6-slot chassis, 12RU, no PS, no Fan Tray	N/A	21	No	1	5,500.00	5,500.00	0.00%	5,500.00	Hardware
35	3.1 WS-C6506-E-FAN	Catalyst 6500-E Chassis Fan Tray	N/A	21	No	1	495.00	495.00	0.00%	495.00	Hardware
36	3.2 WS-X6K-SLOT-CVR-E	Catalyst 6500 Enhanced chassis line card slot cover	N/A	21	Yes	5	0.00	0.00	0.00%	0.00	Hardware
37	3.3 VS-S2T-10G	Cat 6500 Sup 2T with 2 x 10GbE and 3 x 1GbE with MSFC5 PFC4	N/A	21	No	1	28,000.00	28,000.00	0.00%	28,000.00	Hardware
38	3.4 VS-F6K-PFC4	Cat 6k 600 Sys Daughter Board Sup2T PFC4	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware
39	3.5 MEM-CSK-INTFL1GB	Internal 1G Compact Flash	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware
40	3.6 MEM-SUP2T-2GB	Catalyst 6500 2GB memory for Sup2T and Sup2TXL	N/A	21	Yes	1	0.00	0.00	0.00%	0.00	Hardware
41	3.7 VS-SUP2T-10G	Catalyst 6500 Supervisor Engine 2T Baseboard	N/A	28	Yes	1	0.00	0.00	0.00%	0.00	Hardware
42	3.8 SZTAEXN-15401SY	Cisco CAT6000-VS-S2T IOS ADVANCED ENTERPRISE SERVICES NPE	N/A	21	No	1	25,000.00	25,000.00	0.00%	25,000.00	Hardware
43	3.9 WS-CAC-3000W	Catalyst 6500 3000W AC power supply	N/A	21	No	1	3,000.00	3,000.00	0.00%	3,000.00	Hardware
44	3.10 CAB-C19-CBN	Cabinet Jumper Power Cord, 250 VAC 16A, C20-C19 Connectors	N/A	8	No	1	0.00	0.00	0.00%	0.00	Hardware
<b>Total</b>											<b>61,995.00</b>
<b>Configuration Total</b>											<b>72,018.00</b>

A-La-Carte
Cisco ONE
Detailed TCO
TCO YoY
Cisco ONE Benefits
VIPSummary

**Hinweis:** SKU/s, die nicht für Cisco ONE Upgrade geeignet sind, sind gelb markiert.

# BOM Export

“Cisco ONE” Tab zeigt die Cisco ONE Konfiguration und die damit verbundenen Kosten

Main Currency: USD  
Price List: Global Price List - EMEA

Price Estimate for planning and information purposes only and is not a binding offer from Cisco.

Line Number	Item Name	Description	Service Duration	Lead Time	Included Item	Quantity	List Price	Extended List Price	Discount %	Selling Price	Product Type
1.0	C1-CISCO4321K9	Cisco ONE ISR 4321 (2GE, 2NM, 4G FLASH, 4G DRAM, PB)	N/A	14 No		1	1.995,00	1.995,00	0,00%	1.995,00	Hardware
1.1	SL-4320-PB-K9	IP Base License for Cisco ISR 4320 Series	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
1.2	PWR-4320-AC	AC Power Supply for Cisco ISR 4320	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
1.3	CAB-AC-CS-EUR	AC Power Cord, Type CS, Europe	N/A	14 No		1	0,00	0,00	0,00%	0,00	Hardware
1.4	MEM-4320-4G	4G DRAM for Cisco ISR 4320 (Soldered on motherboard)	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
1.5	NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	N/A	14 Yes		2	0,00	0,00	0,00%	0,00	Hardware
1.6	MEM-FLSH-4G	4G Flash Memory for Cisco ISR 4300 (Soldered on motherboard)	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
1.7	C1AUPSR4320SK9	Cisco ONE Advanced UC Perpetual License ISR 4321	N/A	21 No		1	1.100,00	1.100,00	0,00%	1.100,00	C1 Software
1.8	SL-4320-UC-K9	Unified Communication License for Cisco ISR 4320 Series	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
1.9	FL-CME-SRST-25	SRST-25 Seat License (CME uses CUCME Phone License ONLY)	N/A	21 Yes		1	0,00	0,00	0,00%	0,00	Hardware
1.10	FL-CUBEE-5	Unified Border Element Enterprise License - 5 sessions	N/A	21 Yes		2	0,00	0,00	0,00%	0,00	Hardware
1.11	SISR4300UK9-316S	Cisco ISR 4300 Series IOS XE Universal	N/A	14 No		1	0,00	0,00	0,00%	0,00	Hardware
1.0	CON-SNT-C14321K9	SNTC-8XS/NBD C1 ISR 4321 (2GE, 2NM, 4G FLASH)	12,00	0 No		1	184,00	184,00	0,00%	184,00	Service
1.7	CON-ECMU-C144320S	SWSS UPGRADES C1 Advanced UC Perpetual Lic ISR 4321	12,00	0 No		1	202,40	202,40	0,00%	202,40	C1 SWSS
							<b>Total</b>			<b>3.491,40</b>	
2.0	C1-WS3650-48TSK9	Cisco One Catalyst 3650 48 Port Data 4x1G Uplink	N/A	14 No		1	6.100,00	6.100,00	0,00%	6.100,00	Hardware
2.1	S3650UK9-36E	CAT3650 Universal k9 image	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
2.2	PWR-C2-250WAC	250W AC Config 2 Power Supply	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
2.3	CAB-TA-EU	Europe AC Type A Power Cable	N/A	14 No		1	0,00	0,00	0,00%	0,00	Hardware
2.4	STACK-T2-BLANK	Type 2 Stacking Blank	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
2.5	PWR-C2-BLANK	Config 2 Power Supply Blank	N/A	14 Yes		1	0,00	0,00	0,00%	0,00	Hardware
2.0	CON-SNT-CW48S36S	SNTC-8XS/NBD Cisco One Catalyst 3650 48 Port Data 4x1	12,00	0 No		1	441,60	441,60	0,00%	441,60	Service
							<b>Total</b>			<b>6.541,60</b>	
3.0	WS-C6506-E	Catalyst 6500 Enhanced 6-slot chassis, 12RU, no PS, no Fan Tray	N/A	21 No		1	5.500,00	5.500,00	0,00%	5.500,00	Hardware
3.1	WS-C6506-E-FAN	Catalyst 6500-E Chassis Fan Tray	N/A	21 No		1	495,00	495,00	0,00%	495,00	Hardware
3.2	WS-YGK-SLOT-CVR-E	Catalyst 6500 Enhanced chassis line card slot cover	N/A	21 Yes		5	0,00	0,00	0,00%	0,00	Hardware
3.3	VS-SZT-10G	Cat 6500 Sup 2T with 2 x 10GbE and 3 x 1GbE with MSFC5 PFC4	N/A	21 No		1	28.000,00	28.000,00	0,00%	28.000,00	Hardware
3.4	VS-FBK-PFC4	Cat 6k 80G Sys Daughter Board Sup2T PFC4	N/A	21 Yes		1	0,00	0,00	0,00%	0,00	Hardware
3.5	MEM-C6K-INTFL1GB	Internal 1G Compact Flash	N/A	21 Yes		1	0,00	0,00	0,00%	0,00	Hardware
3.6	MEM-SUP2T-2GB	Catalyst 6500 2GB memory for Sup2T and Sup2TXL	N/A	21 Yes		1	0,00	0,00	0,00%	0,00	Hardware
3.7	VS-SUP2T-10G	Catalyst 6500 Supervisor Engine 2T Baseboard	N/A	28 Yes		1	0,00	0,00	0,00%	0,00	Hardware
3.8	SZTAEK9N-154015Y	Cisco CAT6000-VS-SZT IOS-ADVANCED ENTERPRISE SERVICES NPE	N/A	21 No		1	25.000,00	25.000,00	0,00%	25.000,00	Hardware
3.9	WS-CAC-3000W	Catalyst 6500 3000W AC power supply	N/A	21 No		1	3.000,00	3.000,00	0,00%	3.000,00	Hardware
3.10	CAB-C19-CBN	Cabinet Jumper Power Cord, 250 VAC 16A, C20-C19 Connectors	N/A	8 No		1	0,00	0,00	0,00%	0,00	Hardware
							<b>Total</b>			<b>61.995,00</b>	
										<b>Configuration Total</b>	<b>72.018,00</b>

“Detailed TCO” zeigt die detaillierte Übersicht der TCO (Total Cost of Ownership)

A-La-Carte												
	Price	Refresh Cycle (yrs)	1	2	3	4	5	6	7	8	9	10
Hardware + Software	72.990,00	5	72.990,00	0,00	0,00	0,00	72.990,00	0,00	0,00	0,00	0,00	72.990,00
Services	0,00		0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Subscriptions	0,00		0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>			<b>72.990,00</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>72.990,00</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>72.990,00</b>
<b>Cumulative Total</b>			<b>72.990,00</b>	<b>72.990,00</b>	<b>72.990,00</b>	<b>72.990,00</b>	<b>145.980,00</b>	<b>145.980,00</b>	<b>145.980,00</b>	<b>145.980,00</b>	<b>145.980,00</b>	<b>218.970,00</b>

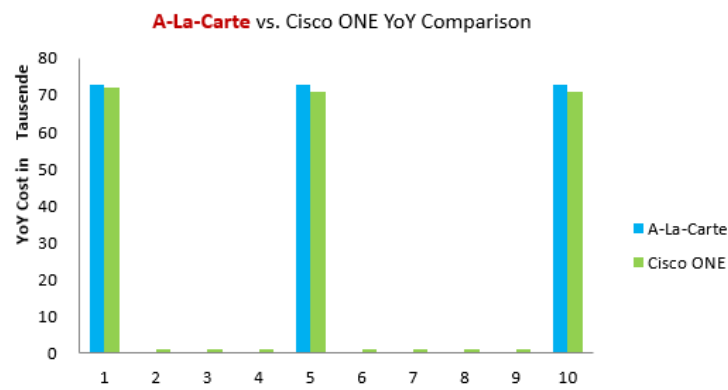
Cisco ONE												
	Price	Refresh Cycle (yrs)	1	2	3	4	5	6	7	8	9	10
Hardware	70.090,00	5	70.090,00	0,00	0,00	0,00	70.090,00	0,00	0,00	0,00	0,00	70.090,00
Cisco ONE Software	1.100,00		1.100,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Hardware Services	625,60		625,60	625,60	625,60	625,60	625,60	625,60	625,60	625,60	625,60	625,60
Cisco ONE Software Services	202,40		202,40	202,40	202,40	202,40	202,40	202,40	202,40	202,40	202,40	202,40
Subscriptions	0,00		0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Cisco ONE Subscriptions	0,00		0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>			<b>72.018,00</b>	<b>828,00</b>	<b>828,00</b>	<b>828,00</b>	<b>70.918,00</b>	<b>828,00</b>	<b>828,00</b>	<b>828,00</b>	<b>828,00</b>	<b>70.918,00</b>
<b>Cumulative Total</b>			<b>72.018,00</b>	<b>72.846,00</b>	<b>73.674,00</b>	<b>74.502,00</b>	<b>145.420,00</b>	<b>146.248,00</b>	<b>147.076,00</b>	<b>147.904,00</b>	<b>148.732,00</b>	<b>219.650,00</b>

**Hinweis:** SKU/s, die nicht für Cisco ONE Upgrade geeignet sind, sind gelb markiert.

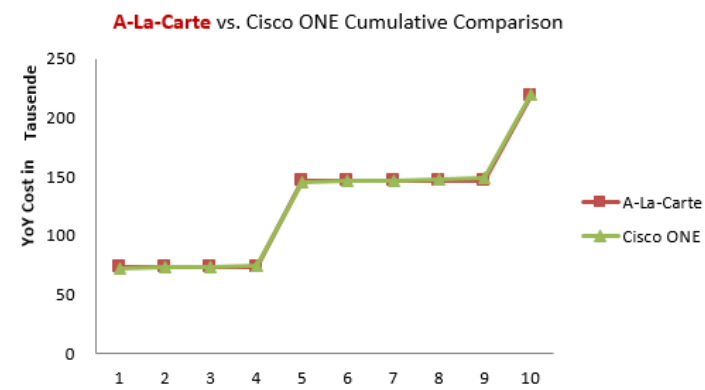
“TCO YoY” Tab zeigt die grafische Darstellung der TCO Year over Year

## TCO - Comparison

### YoY Comparison



### Cumulative Comparison



“Cisco ONE Benefits” Tab zeigt den Gesamt-Kundennutzen

Total Customer Value				
	Hardware + Software	Services	Included Software + Services Value	Total Customer Cost
A-La-Carte	72.990,00	0,00	2.420,00	75.410,00
Cisco ONE	71.190,00	828,00	(Included)	72.018,00
		À-LA-CARTE Configuration/s	Cisco ONE Configuration/s	
<b>WAN ADVANCED</b>				
		Unified Border Element Enterprise License - 25 sessions	1.770,00	(Included)
		Communication Manager Express or SRST - 25 seat license	650,00	(Included)
		Unified Communication License	0,00	(Included)
		Services-Enabled License Portability	--	(Included)
		New Software Capabilities	--	(Included)
		A-La-Carte Software Support	--	--
		<b>Total Benefits Value</b>	2.420,00	--
		<b>Total Customer Cost</b>	75.410,00	72.018,00

Delta (A-la-Carte Vs. C1)	\$10.995,00	\$9.195,00	↓ -\$1.800,00	↑	↑
<b>Legend</b>					
↑	More Base VIP on C1				
↓	Less Base VIP on C1				
↔	No Difference C1 and A-la-Carte				
<b>Read out</b>					
- Discount % setup for VIP items will be managed by VIP program team. PPP view will be source for CCW while referring to rebate percentage values for any VIP item					
1) GOLD partners would receive \$26.6K (28%) more for Cisco ONE; Non-GOLD partners would receive \$23.3K (25%) more for Cisco ONE					
2) For GOLD Partners, VIP as a % of Bookings for Cisco ONE is 5.5% (which is 1.2% Points Greater than Non-Cisco ONE)					
<b>Note</b>					
Note 1: This is a comparison exclusively for this deal. On an average, Cisco ONE VIP as a % of Bookings / VIP % is ~2% Points than Non-Cisco ONE					
Note 2: This analysis is based on the Product-Only Side of the Deal since VIP Program is specific to Products. Services and Subscriptions \$\$ are excluded.					
Note 3: Review "Non-C1 Version" & "C1 Version" tabs for more details at a Product ID /SKU Level					



## Kontakt

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> [Zum Cisco Commerce Workspace \(CCW\) Guide](#)