Get Smart with Cisco Smart Accounts

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August 25th, 2020

Agenda

- About Cisco Smart Accounts and Smart Licensing
- Demo
- Q&A
- Additional Information

Cisco Software Framework
Simplicity, Flexibility, Value

Software Portfolio

Collaboration

Security

IoT

SP Mobility and Video

Network Compute and Cloud

Deployment Models

Cloud/Hybrid

On-Premises

Partner/SP Hosted, Managed

Purchase Licensing Programs

Transactional
Perpetual | Subscription

Flexible
Utility | Capacity | Advantage Licensing Program

Enterprise and Service Provider License Agreements

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Cisco Software Licensing

Traditional Licensing (PAK)

Physical / Electronic delivery
Customers get confused

PAK Registration
Manually register each device.

Device-Specific
Licenses are specific to only one device.

Locked
Use only what you paid for.

Limited View
Customers do not know what they own.

Smart Licensing (SL)

Digital Fulfillment
Automatic license provisioning

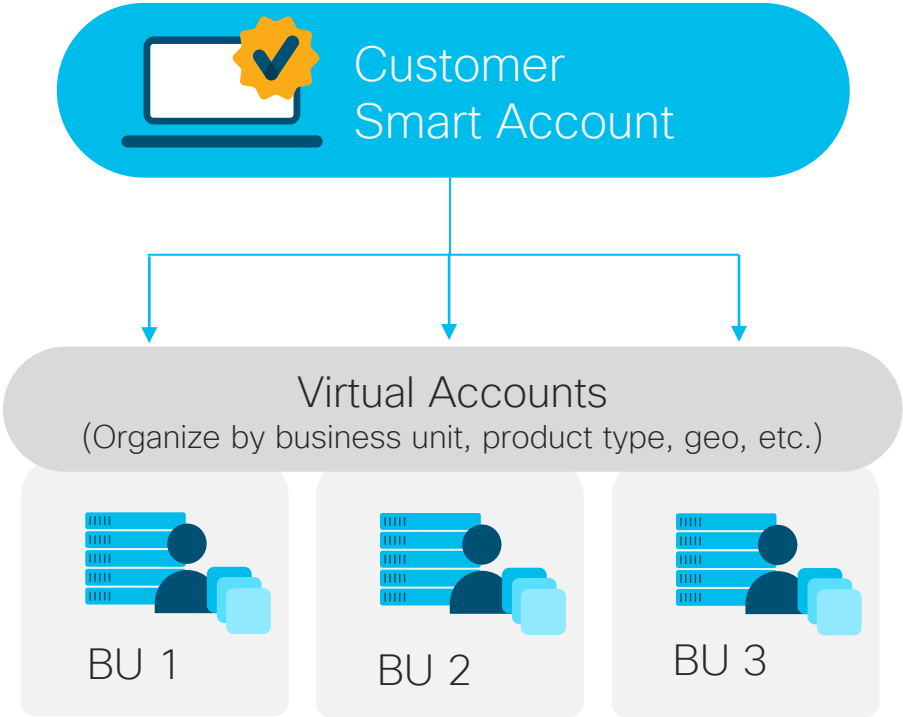
Easy Registration
No PAKs. Easy activation. Ready to use.

Company-Specific
Flexible licensing. Use across devices.

Unlocked
Add users and licenses as needed.

Complete View
Software, services, and devices in easy-to-use portal.

How should I set up my Smart Account?
Organize your account – Users, Virtual Accounts, other settings



Organize your licenses the way you want with Virtual Accounts

Virtual Accounts can be set up by business unit, product, geography or other destination – you decide what works best for your organization.

The result: Better utilization and more efficient planning.

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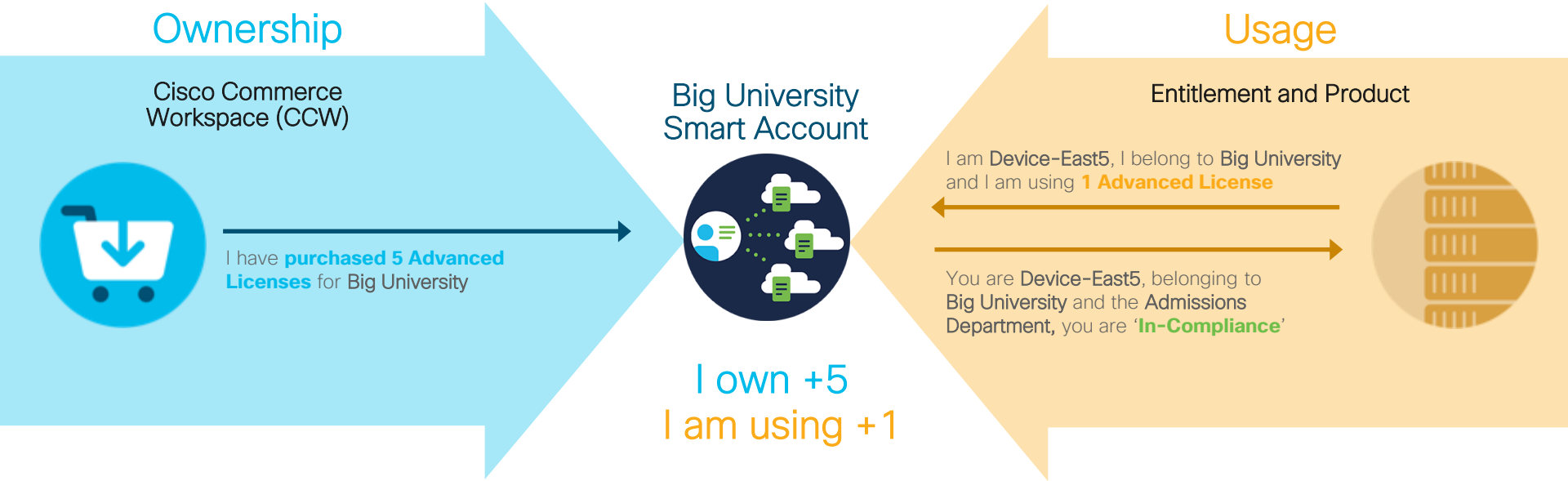
How Does Smart Licensing Work with Smart Accounts?



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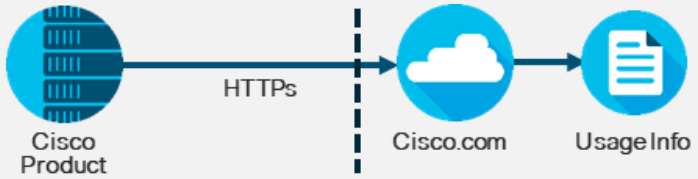
Deploying Smart License Enabled Products

Access To Cisco

1 + 2

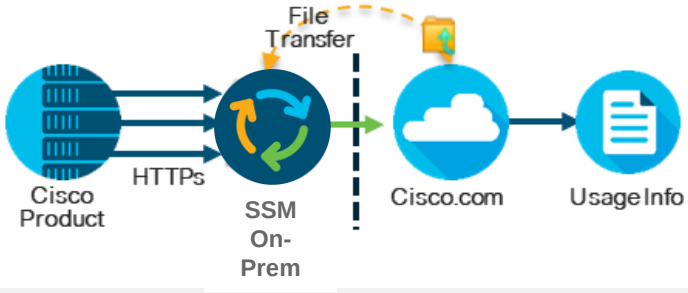
Cisco product sends usage information directly over the internet or through a HTTP Proxy Server. No additional components are needed.



Access Through An On-Premise License Management

3 + 4

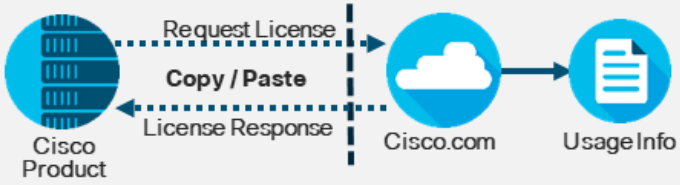
Cisco products send usage information to **Smart Software Manager locally installed**. Periodically, exchange information automatically in connected environments or manually in disconnected environments.



No Access – License Reservation

5

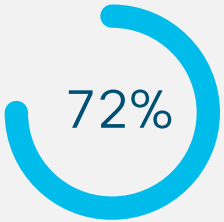
Use copy/paste information between product and Cisco.com to manually check in and out Licenses. Functionally equivalent to current node locking, but with Smart License tracking.



Ease of use

Smart License Transformation & FAQ

Smart License Enabled products



Products sold as Smart License only

01 Cisco Smart Licensing

02 Understand PID & Order Content – PAK or Smart Licensing

03 Order assignment in CCW.

04 Familiarize with Smart Software Manager & eDelivery on MCE

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My Cisco Entitlements

http://www.cisco.com/go/mce

Complete visibility
In real time
On one platform

VIEW

See cross-portfolio licenses, devices and metrics live

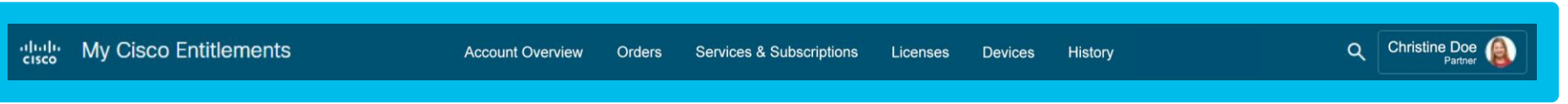
MANAGE

Plan, track, and control usages to maximize ROI

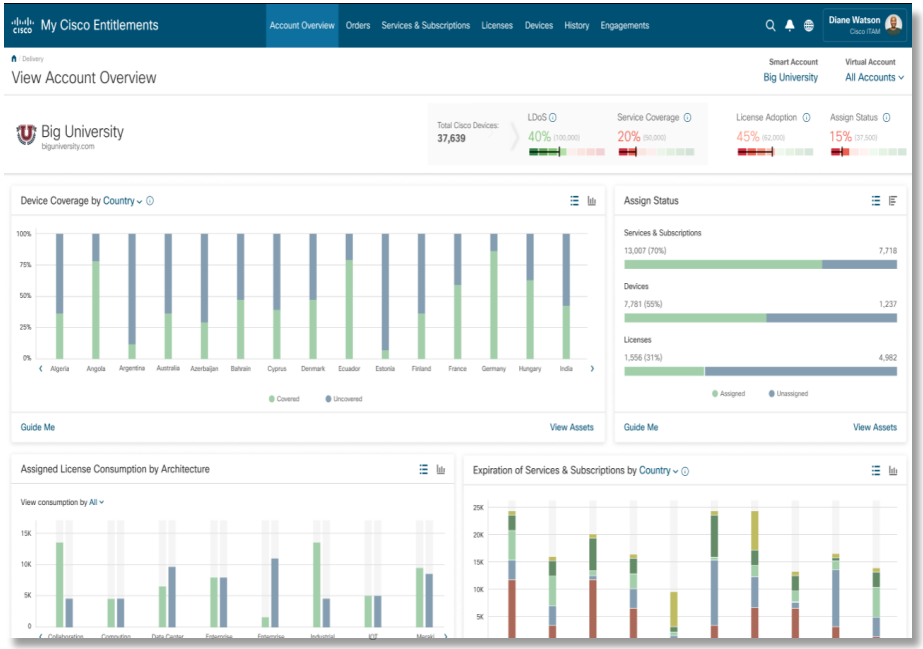
SECURE

Manage user roles and access to protect your investments

My Cisco Entitlements (MCE)



Account Overview



Learn *how* to work in MCE

Learn how to navigate MCE by watching a video

Understand MCE user roles

You can learn how to edit Virtual Account assignments

See how to open a support case

Examples of what you can *do*

Order software upgrades from the 'Licenses' tab

Assign Virtual Accounts from 'Services and Subscriptions'

Perform eDelivery/Orders functions such as: access orders, manage orders, send OBA, and download digital assets from the 'Orders' tab

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Upcoming webinars (EMEA)

July 29, 2020	3 PM	My Cisco Entitlements (MCE)	Recording
July 29, 2020	3 PM	Cisco Smart Software Manager On-Prem	Recording
July 28, 2020	3 PM	Cisco Smart Licensing & Smart Accounts	Recording
August 26, 2020	4PM	My Cisco Entitlements (MCE)	Registration
		Smart Accounts and Smart Licensing Partner Q&A Forum	Access

ALL Upcoming events can be found here

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Smart Account and Licensing Support Contacts

Hardware Support

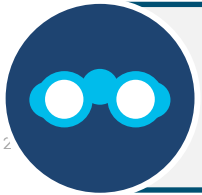
https://www.cisco.com/c/en/us/support/web/tsd-cisco-worldwide-contacts.html

Licensing Support

Open a support case via Support Case Manager (SCM) https://www.cisco.com/go/scm. Click here to learn more!

Smart Licensing Training & Documents

Access live training here
Access a comprehensive list of training documents here
Access additional training documents here



My Cisco Entitlements

See your **licenses**, **devices** and **metrics** in one place
http://www.cisco.com/go/mce

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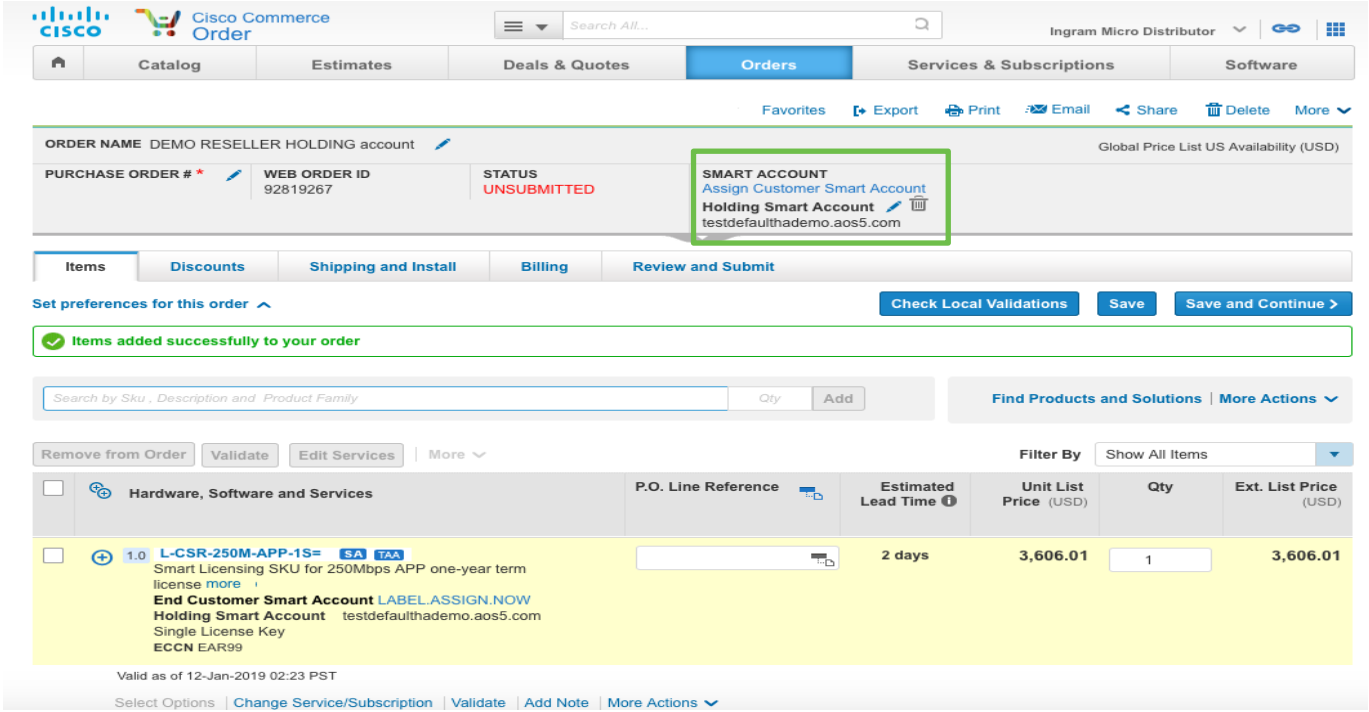
CISCO

Best practices

Reseller SA Assignment –From Post Sales

Order in Holding Account

* Licenses DO NOT get provisioned to the Holding Account



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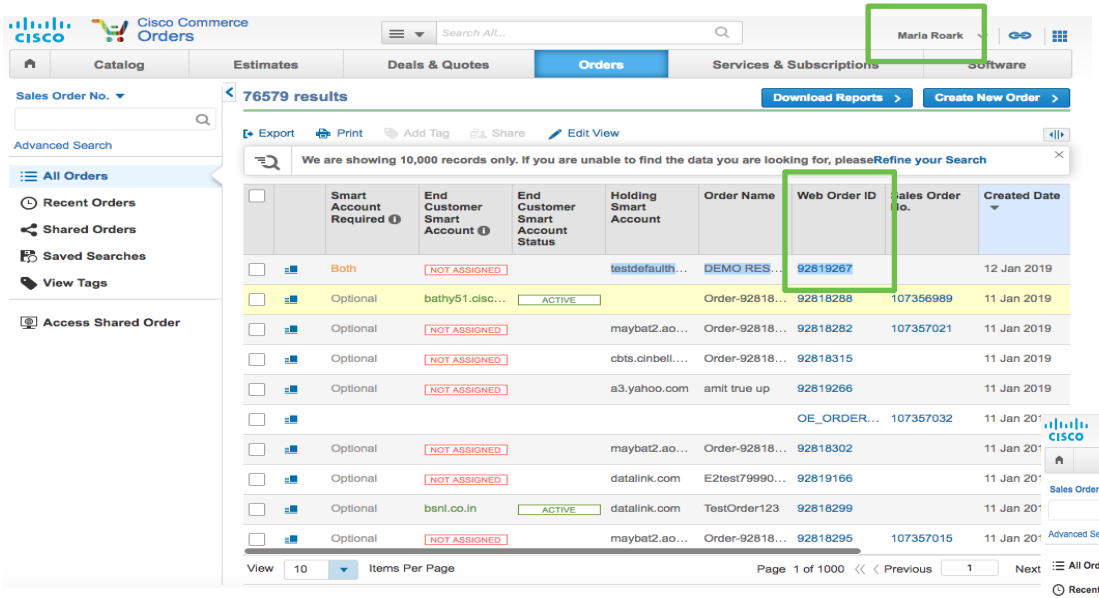
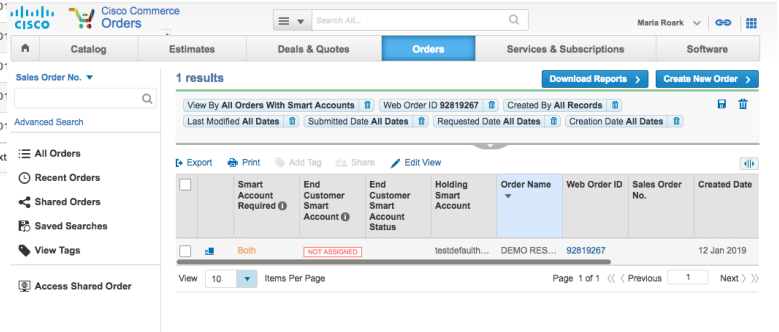
Reseller Order Assignment

Go to CCW -> Orders -> Smart Account Orders





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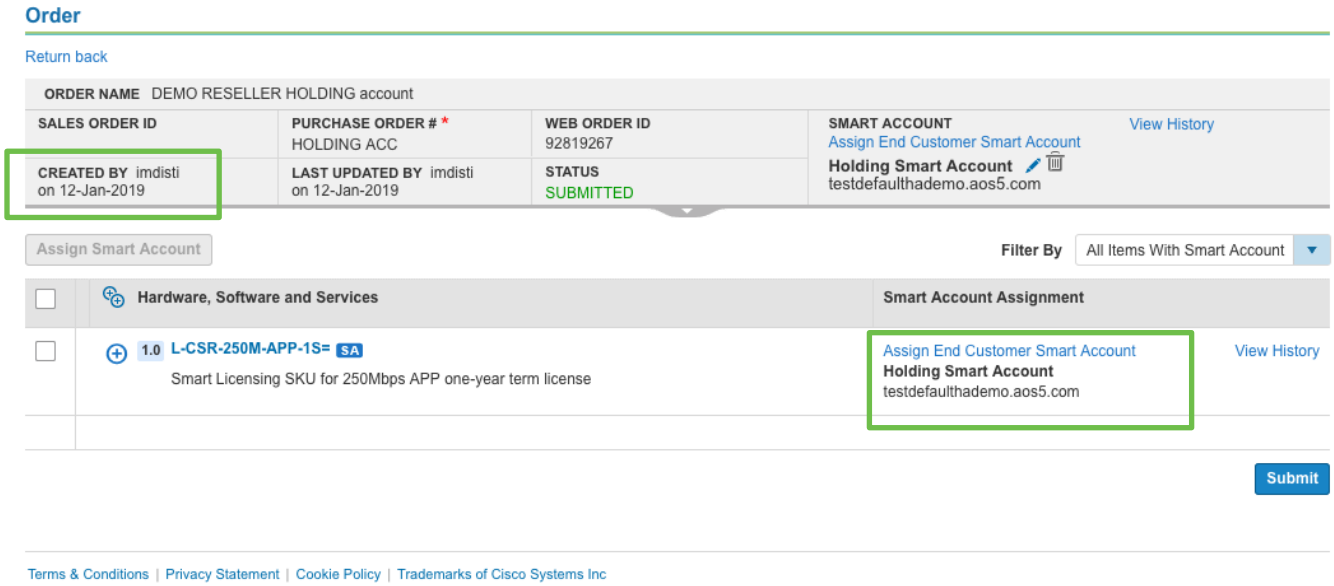
Reseller SA assignment from CCW Post Sales

Reseller able to assign End Customer Smart Account on the order



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