



# Get Smart with Cisco Smart Accounts

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# 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

# 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.



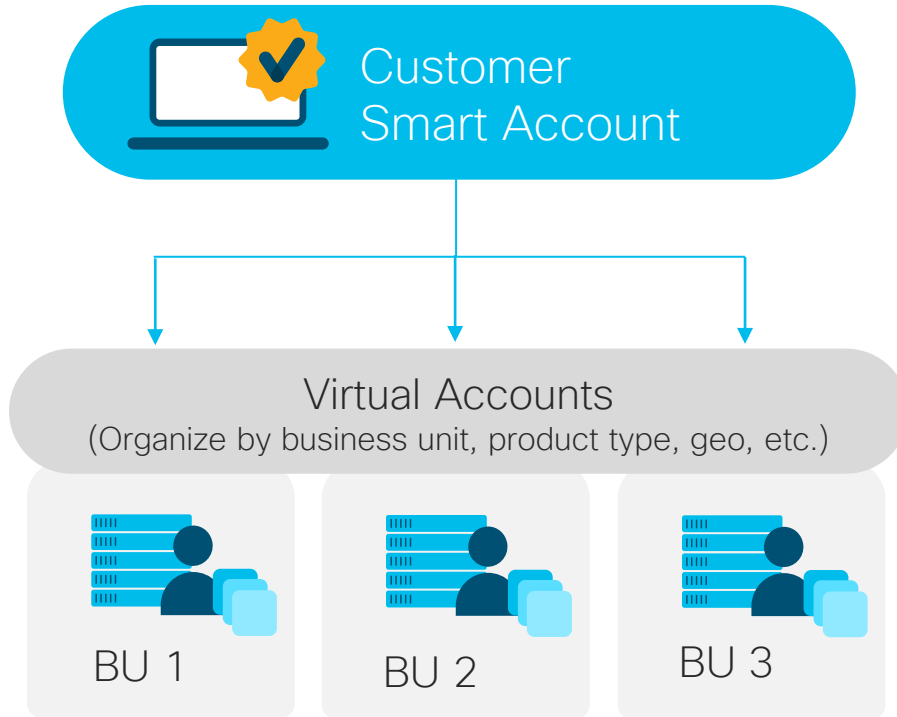
Unlocked  
Add users and licenses as needed.



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

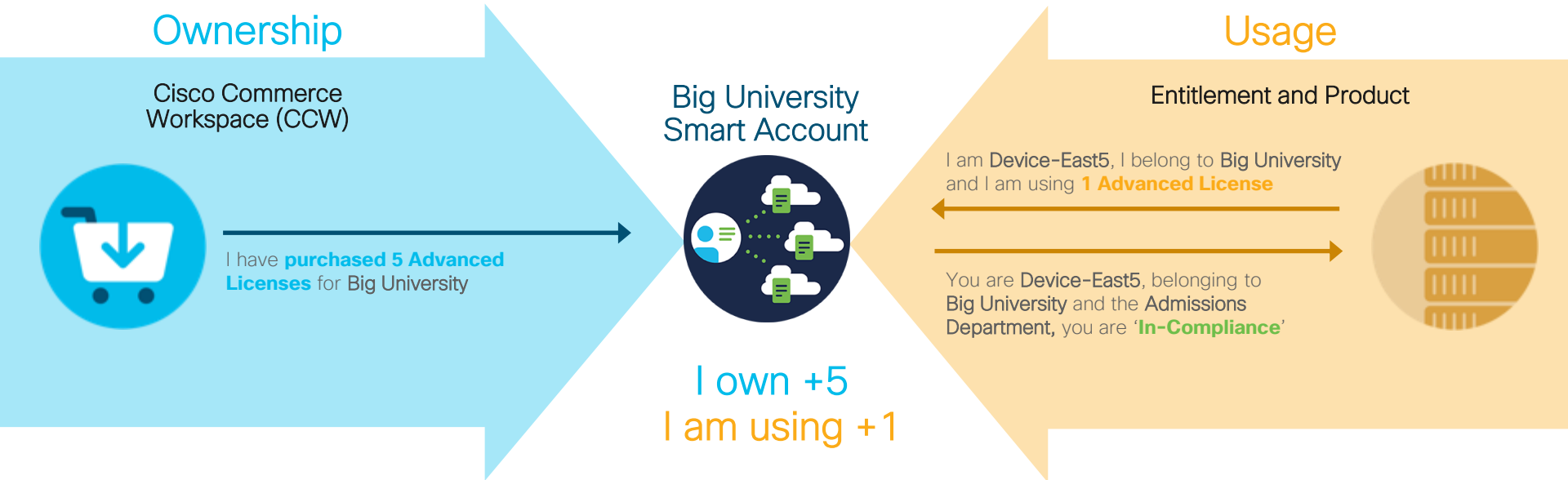


Organize your licenses the way you want with Virtual Accounts

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.

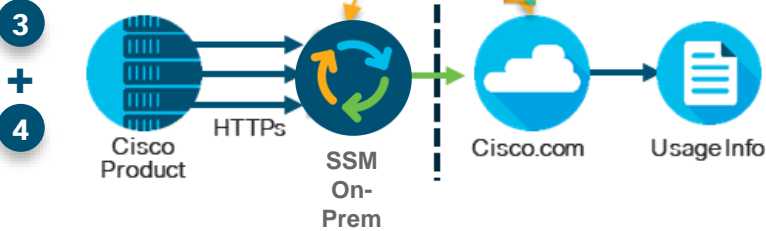
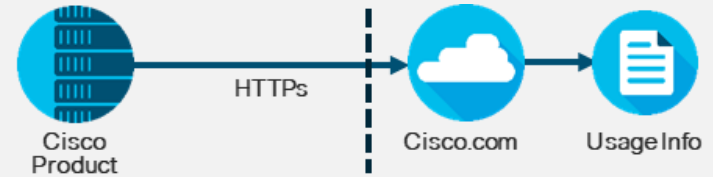
# How Does Smart Licensing Work with Smart Accounts?



# Deploying Smart License Enabled Products

## Access To Cisco

- 1 Cisco product sends usage information directly **over the internet or through a HTTP Proxy Server**. No additional components are needed.
- 2

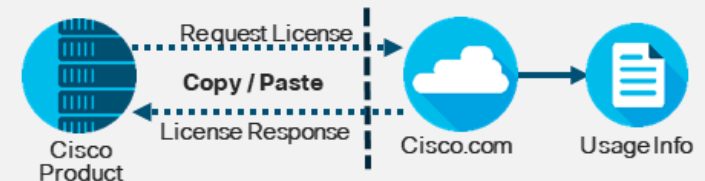


## Access Through An On-Premise License Management

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

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.



# 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



# 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)



My Cisco Entitlements

Account Overview

Orders

Services & Subscriptions

Licenses

Devices

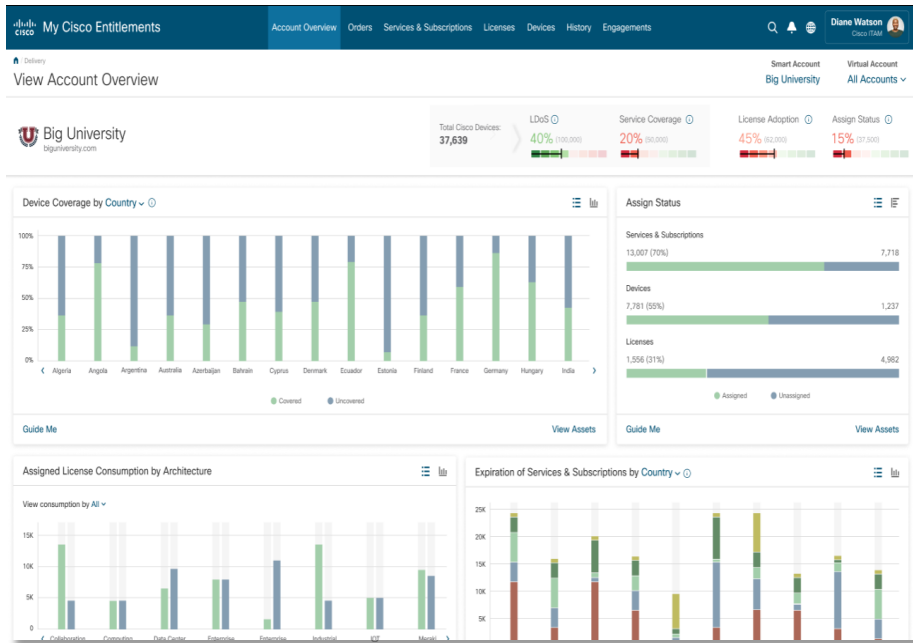
History



Christine Doe  
Partner



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

ALL Upcoming events can be found [here](#)

# 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>



# Best practices

Reseller SA Assignment –From Post Sales



# Order in Holding Account

\* Licenses DO NOT get provisioned to the Holding Account

The screenshot shows the Cisco Commerce Order interface. At the top, there are navigation tabs: Home, Catalog, Estimates, Deals & Quotes, **Orders**, Services & Subscriptions, and Software. The 'Orders' tab is active. Below the navigation, there are utility links: Favorites, Export, Print, Email, Share, Delete, and More. The main order information is displayed in a table-like format:

ORDER NAME	DEMO RESELLER HOLDING account	STATUS	UNSUBMITTED	SMART ACCOUNT	Assign Customer Smart Account
PURCHASE ORDER # *	WEB ORDER ID			Holding Smart Account	testdefaultademo.aos5.com
	92819267				

Below this, there are tabs for order details: Items, Discounts, Shipping and Install, Billing, and Review and Submit. The 'Items' tab is selected. A message states: "Items added successfully to your order". Below this is a search bar and a table of items:

	Remove from Order	Validate	Edit Services	More	Filter By	Show All Items
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

The table contains one item:

P.O. Line Reference	Estimated Lead Time	Unit List Price (USD)	Qty	Ext. List Price (USD)
	2 days	3,606.01	1	3,606.01

The item description is: "1.0 L-CSR-250M-APP-1S= SA 72x Smart Licensing SKU for 250Mbps APP one-year term license more End Customer Smart Account LABEL ASSIGN NOW Holding Smart Account testdefaultademo.aos5.com Single License Key ECCN EAR99".

# Reseller Order Assignment

Go to CCW -> Orders -> Smart Account Orders

The screenshot shows the Cisco Commerce Orders interface. The user is logged in as Maria Roark. The 'Orders' tab is selected. A search for '76579 results' is displayed. A message states: 'We are showing 10,000 records only. If you are unable to find the data you are looking for, please Refine your Search'. A table of orders is shown with columns: Smart Account Required, End Customer Smart Account, End Customer Smart Account Status, Holding Smart Account, Order Name, Web Order ID, Sales Order No., and Created Date. The 'Web Order ID' column is highlighted with a green box. The first row shows 'Both' for Smart Account Required, 'NOT ASSIGNED' for End Customer Smart Account, 'testdefault...' for Holding Smart Account, 'DEMO RES...' for Order Name, '92819267' for Web Order ID, and '12 Jan 2019' for Created Date.

	Smart Account Required	End Customer Smart Account	End Customer Smart Account Status	Holding Smart Account	Order Name	Web Order ID	Sales Order No.	Created Date
<input type="checkbox"/>	Both	NOT ASSIGNED		testdefault...	DEMO RES...	92819267		12 Jan 2019
<input type="checkbox"/>	Optional	bathy51.cisc...	ACTIVE		Order-92818...	92818288	107356989	11 Jan 2019
<input type="checkbox"/>	Optional	NOT ASSIGNED		maybat2.ao...	Order-92818...	92818282	107357021	11 Jan 2019
<input type="checkbox"/>	Optional	NOT ASSIGNED		cbts.cinbell...	Order-92818...	92818315		11 Jan 2019
<input type="checkbox"/>	Optional	NOT ASSIGNED		a3.yahoo.com	amit true up	92819266		11 Jan 2019
<input type="checkbox"/>					OE_ORDER...	107357032		11 Jan 2019
<input type="checkbox"/>	Optional	NOT ASSIGNED		maybat2.ao...	Order-92818...	92818302		11 Jan 2019
<input type="checkbox"/>	Optional	NOT ASSIGNED		datalink.com	E2test79990...	92819166		11 Jan 2019
<input type="checkbox"/>	Optional	bsnl.co.in	ACTIVE	datalink.com	TestOrder123	92818299		11 Jan 2019
<input type="checkbox"/>	Optional	NOT ASSIGNED		maybat2.ao...	Order-92818...	92818295	107357015	11 Jan 2019

The screenshot shows the Cisco Commerce Orders interface with a filtered view of 1 result. The user is logged in as Maria Roark. The 'Orders' tab is selected. A search for '1 results' is displayed. A message states: 'View By All Orders With Smart Accounts | Web Order ID 92819267 | Created By All Records'. A table of orders is shown with columns: Smart Account Required, End Customer Smart Account, End Customer Smart Account Status, Holding Smart Account, Order Name, Web Order ID, Sales Order No., and Created Date. The 'Web Order ID' column is highlighted with a green box. The first row shows 'Both' for Smart Account Required, 'NOT ASSIGNED' for End Customer Smart Account, 'testdefault...' for Holding Smart Account, 'DEMO RES...' for Order Name, '92819267' for Web Order ID, and '12 Jan 2019' for Created Date.



	Smart Account Required	End Customer Smart Account	End Customer Smart Account Status	Holding Smart Account	Order Name	Web Order ID	Sales Order No.	Created Date
<input type="checkbox"/>	Both	NOT ASSIGNED		testdefault...	DEMO RES...	92819267		12 Jan 2019

# Reseller SA assignment from CCW Post Sales

Reseller able to assign End Customer Smart Account on the order


## Order

[Return back](#)

<b>ORDER NAME</b> DEMO RESELLER HOLDING account			
<b>SALES ORDER ID</b>	<b>PURCHASE ORDER # *</b> HOLDING ACC	<b>WEB ORDER ID</b> 92819267	<b>SMART ACCOUNT</b> <a href="#">Assign End Customer Smart Account</a> <a href="#">View History</a>
<b>CREATED BY</b> imdisti on 12-Jan-2019	<b>LAST UPDATED BY</b> imdisti on 12-Jan-2019	<b>STATUS</b> SUBMITTED	<b>Holding Smart Account</b>   testdefaultdemo.aos5.com

Assign Smart Account

Filter By All Items With Smart Account 

<input type="checkbox"/>	Hardware, Software and Services	Smart Account Assignment
<input type="checkbox"/>	 <b>1.0 L-CSR-250M-APP-1S= SA</b> Smart Licensing SKU for 250Mbps APP one-year term license	<a href="#">Assign End Customer Smart Account</a> <a href="#">View History</a> <b>Holding Smart Account</b> testdefaultdemo.aos5.com

Submit

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