

Cisco IOx and Cisco Fog Director

Ordering Guide

July 2016

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1. Introduction

1.1 Purpose of This Guide

This ordering guide is designed to help Cisco® partners and customers order Cisco IOx subscriptions; specifically, to:

- Understand the Cisco IOx products being offered
- How to identify the right products for your use case enabled by IOx
- Ensure customers purchase the correct quantities and types of SKUs to minimize the risk of order rejection
- Know the entire quote-to-fulfillment process for these offers

1.2 Audience

This guide is for Cisco sales staff and partners qualified to sell the Cisco IOx offering.

1.3 Scope

This ordering guide provides information about pricing, packaging, and ordering for Cisco IOx products available on the Cisco GPL.

2. Understanding the Products

Table 1 describes available Cisco IOx products and add-ons.

Product	Description
Cisco IOx Core	Cisco IOx Core runs on the supported Cisco's routers and switches enabling them to host and manage
Cisco Fog Director	Cisco Fog Director enables customers to deploy, manage and monitor applications on the IOx enabled devices

IOx Core is offered as a single PID, that also includes Fog Director.

3. Understanding the Offer

3.1 Licensing Model & Subscription

Cisco IOx offers a subscription-based model for the consumption of IOx and Fog Director. Here are the details:

- Available in 1-, 3- and 5-year subscription terms.
- Licensed by device. Customer needs a subscription of IOx per device
- Include a set of SKUs available by platform
- Included in the offers
 - License to use IOx and Fog Director
 - Access to upgrades of IOx and Fog Director
 - Technical support

3.2 Available PIDs

See the PIDs for the available platform. In the future, we will add more platforms:

IOX--SOFTWARE	
a	IOX-809-CORE
b	IOX-819-CORE
c	IOX-829-CORE

4. High-level Ordering flow

Cisco customers can use Cisco Commerce Workspace (CCW) to create quote and order.

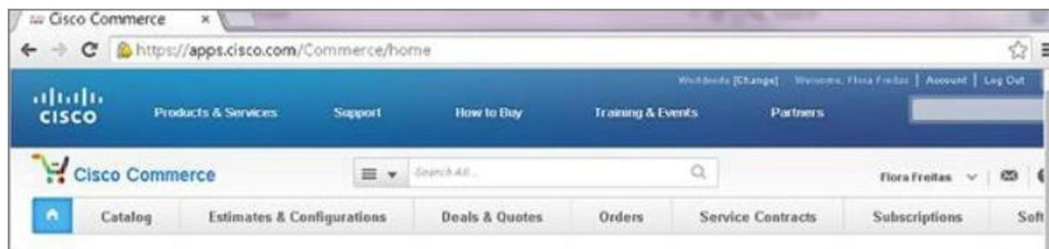
- Step 1. Develop Quote using CCW
- Step 2. Submit Order using Cisco Commerce Workspace (CCW)
- Step 3. Cisco does the compliance check for subscription. Order is approved
- Step 4. Cisco Subscription Process kicks in. Provisioning team receives an email about provisioning
- Step 5. Currently, we have a manual provisioning process. Cisco approves the provisioning and sends a welcome letter to the customer
- Step 6. By default subscription starts 3 days from the date of approval.
- Step 7. Customer downloads the code and starts using IOx.

5. Creating a Quote Using Cisco Commerce Workplace (CCW)

Let's start with an example of a customer ordering IOx for 50 of IR829 recently purchased. IOx is a separately orderable PID that needs to be added to 829.

1. Log in to Cisco Commerce Workspace.

(CCW): <https://apps.cisco.com/Commerce/home>.



2. Click on "Estimates & Configurations" followed by "Create New Estimate."

Estimate Validation Tool

Product Validation

CCO User ID:

Product Name:

IOX-SOFTWARE IOX Core SW with Fog Director

Intended Use:

Service To Country:

Is this a Solution (Advisor UI)? Yes No

Need Pricing? Yes No

Relax Validation Flag (XaaS/On-Prem SKUs) Yes No

[Click here for testing translation functionality](#)

[Configure Product](#)

Estimate Validation

Search for Estimates

CCO User ID:

Estimate ID:

Estimate Name:

Start Date:

End Date:

[Create New Estimate](#) [Search Estimates](#)

[Contacts](#) | [Feedback](#) | [Help](#) | [Site Map](#) [Terms & Conditions](#) | [Privacy Statement](#) | [Cookie Policy](#) | [Trademarks](#)

3. After you start to configure the product, you will be able to change terms and payments on the right.

CISCO Products & Services Support How to Buy Training & Events Partners

IOX-SOFTWARE

Configuration Summary [View Full Summary](#)

Click links below to configure.

Terms and Payments	
2 Jul 2016 Start Date	2 Jul 2017 Renewal Date
12 Months Initial Term	12 Months Auto Renewal Term
Prepaid Term Billing Model	United States Service To Country

IOX CORE OPTION

Active Price List: Global Price List

Subtotal: **\$0.00**

[Cancel](#) [Done](#)

Configuration is required. Please check the Configuration Summary window and configure the item(s) with warning icon image to the right.

Cisco will apply a standard lead time of three days to your requested start date. If your start date is less than the lead time, Cisco may not be able to honor the requested start date. In some cases, our systems may require additional lead time to provision your services. (C0742)

IOX-SOFTWARE > Terms and Payments [Key](#)

Terms and Payments

Changes to Terms and Payments

Requested Start Date:

Auto Renewal Term:

Service To Country:

Initial Term:

Billing Model:

4. Click on IOx Core Option.
5. The screen on the right shows the list price for each item. Select the quantity desired for each item and the total for the whole term will be displayed.

IOX-SOFTWARE

Configuration Summary [View Full Summary](#)

Click links below to configure.

Terms and Payments

2 Jul 2016 Start Date	2 Jul 2017 Renewal Date
12 Months Initial Term	12 Months Auto Renewal Term
Monthly Billing Billing Model	United States Service To Country

IOX CORE OPTION

SKU	Qty	List Price
IOX-809-CORE	100 Device	\$15.00 Per Device
IOX-819-CORE	100 Device	\$15.00 Per Device
IOX-829-CORE	100 Device	\$15.00 Per Device

Active Price List: Global Price List

Subtotal: **\$54,000.00**

[Cancel](#) [Done](#)

IOX-SOFTWARE > IOX CORE OPTION

IOX CORE OPTION

Device	SKU	Description	Unit List Price	Action
<input type="text" value="100"/>	IOX-809-CORE	Cisco IOx Core Software for the 809 family	\$15.00 Per Device	
<input type="text" value="100"/>	IOX-819-CORE	Cisco IOx Core Software for the 819 family	\$15.00 Per Device	
<input type="text" value="100"/>	IOX-829-CORE	Cisco IOx Core Software for the 829 family	\$15.00 Per Device	

Terms and Payments

Changes to Terms and Payments

Requested Start Date

20 Jun 2016

June 2016

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

Initial Term

12 Months

Initial Term ends on 19 Jun 2017

Billing Model:

Prepaid Term

6. Configure the duration of the subscription. You are given the options of 12, 36, and 60 months.

Terms and Payments

Changes to Terms and Payments

Requested Start Date
20 Jun 2016

Auto Renewal Term:
12 Months
Auto Renewal Term begins on 20 Jun 2017

Service To Country
United States

Initial Term
12 Months
12 Months
36 Months
60 Months

7. Configure the billing type. You are offered prepaid and monthly billing options.

Terms and Payments

Changes to Terms and Payments

Requested Start Date
20 Jun 2016

Auto Renewal Term:
12 Months
Auto Renewal Term begins on 20 Jun 2017

Service To Country
United States

Initial Term
12 Months
Initial Term ends on 19 Jun 2017

Billing Model:
Prepaid Term
Prepaid Term
Monthly Billing

8. Customer is offered with an Accept & Click option before the order is closed.

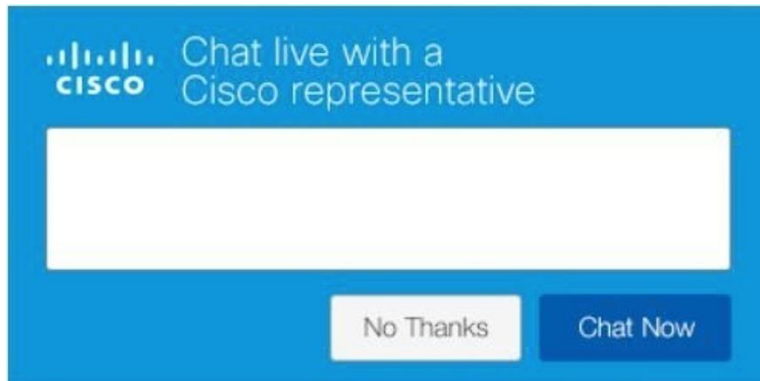
Done Messages...

Upon placing your IOx order, you agree to the **End User License Agreement (EULA)** and the **Supplemental End User License Agreement (SEULA)**. (TC202033)

Return to configuration Done

9. Order completed.
10. After the order is placed, customer gets an email that the order has been placed. Email goes to the address provided by the user that the order has been submitted.
11. Within 3 days, customer gets another email with instructions for how to download the software. We are working to make it instantaneous.

For additional help with ordering, you can use a chat line:



If you have questions, please contact the following:

- Ordering questions: webexpartnerhelp@cisco.com
- Technical questions: iox-support@cisco.com




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San Jose, CA

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Cisco Systems (USA) Pte. Ltd.
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