

Cloud/SaaS Overview



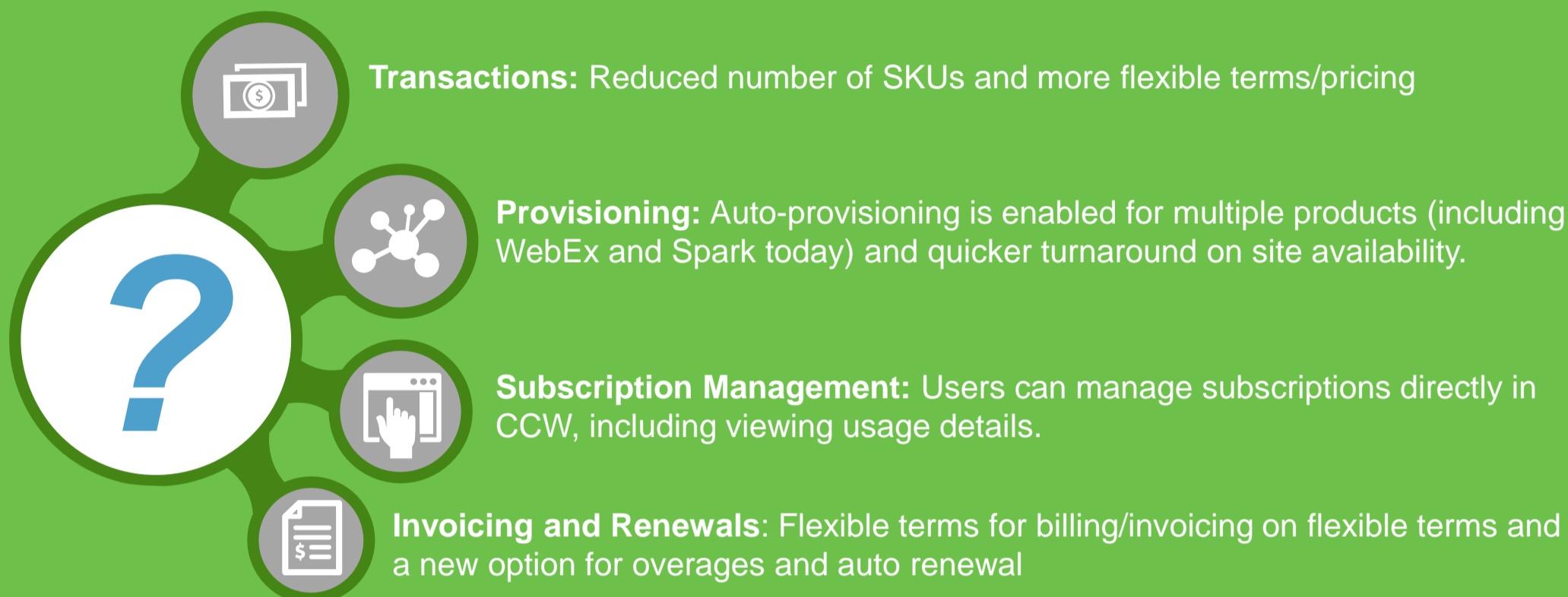
Software-as-a-Service defined

A software application delivered and managed as a service by Cisco (cloud provider) or a Partner (cloud enabler), instead of acquiring the software as a license to run in the Customer's own systems.

For example, the Customer would use Cisco Spark online versus running it on the user's desktop.



What is Changing?

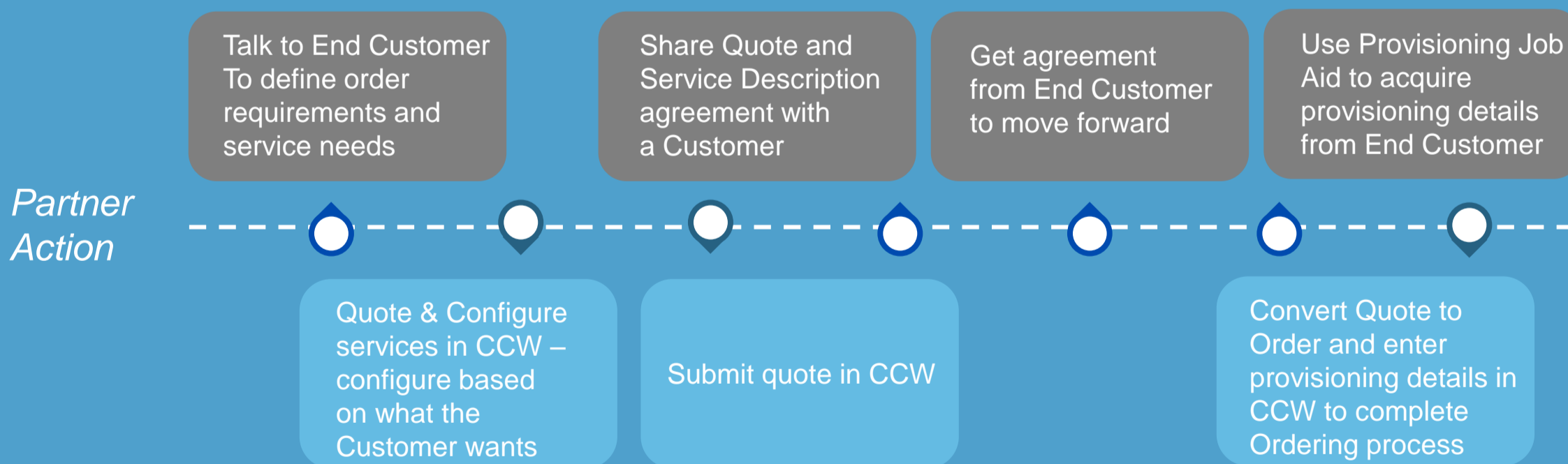


SaaS Features and Benefits

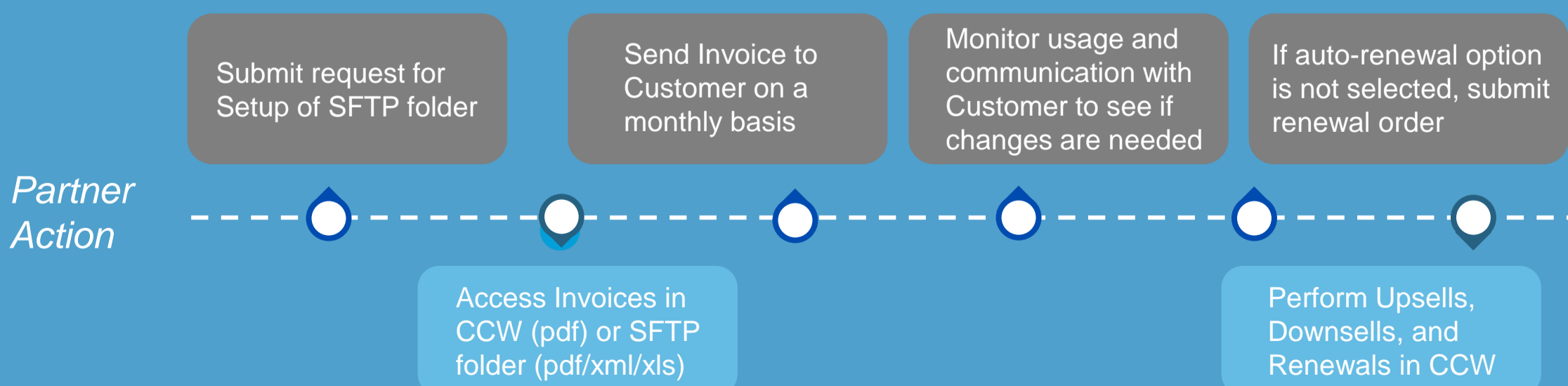
- Immediate ROI. "Pay as you grow"
- No annual maintenance/support costs
- Increased flexibility due to Ops Ex model versus CapEx model, benefits are reaped straight away rather than in the future
- Minimal integration and implementation cost and risk with the adoption of new billing and invoicing procedures
- No upgrade deployment costs

SaaS – Partner Flow

Quoting & Ordering



Subscription Management & Invoicing



CCW - Cisco Commerce Workspace
SFTP - Secure File Transfer Protocol

If you would like to learn more about SaaS and become eligible to take SaaS offers to market and capture your share of the Cloud Collaboration mark, we encourage you to go to the [SaaS Community page](#) or refer to the [SaaS FAQ](#).