



# Cisco Webex Work Bundle Authorizations

May 2020

# Authorizations required to sell Webex Work bundle

- Collab SaaS Authorization
- Webex Calling Authorization

# Collab SaaS Authorization Requirements:

- ✓ Must be a Cisco registered partner (accept ICPA or SIA).
- ✓ Accept the Cloud Services Subscription Resale Program terms and conditions in Partner Program Enrollment (PPE) tool at [www.cisco.com/go/](http://www.cisco.com/go/)
- ✓ Partner Account Manager and Pre-Sales Engineer need to complete the Collaboration SaaS Authorization training and pass the Pearson Vue exam.

Collab SaaS Authorization	
Role	Required Training and Exam
Account Manager	<ul style="list-style-type: none"><li>• Collaboration SaaS Authorization Training - Online   3.5 hours   \$0</li><li>• Cisco Collaboration SaaS Authorization Exam (#700-680 CSaaS) - Online   0.5 hours   \$80</li></ul>
Pre-Sales Engineer	<ul style="list-style-type: none"><li>• Collaboration SaaS Authorization Training - Online   3.5 hours   \$0</li><li>• Cisco Collaboration SaaS Authorization Exam (#700-680 CSaaS) - Online   0.5 hours   \$80</li></ul>

# Collab SaaS Links to Bookmark:

- [Collaboration SaaS Authorization Page:www.cisco.com/go/authorizations](http://www.cisco.com/go/authorizations)
- [Sales Connect- Collab SaaS Authorization Training:https://salesconnect.cisco.com/#/mylearningmap/SC\\_LMS\\_288](https://salesconnect.cisco.com/#/mylearningmap/SC_LMS_288)
- [Collab SaaS Authorization Exam:https://www.cisco.com/c/en/us/training-events/training-certifications/exams/current-list/collaboration-csaas.html](https://www.cisco.com/c/en/us/training-events/training-certifications/exams/current-list/collaboration-csaas.html)
- [Collab SaasS Authorization AAG and FAQ:https://www.cisco.com/c/dam/en/us/products/se/2019/4/Collateral/collaboration-saas-aag.pdf](https://www.cisco.com/c/dam/en/us/products/se/2019/4/Collateral/collaboration-saas-aag.pdf)
- [Collab SaaS Authorization Presentation: https://salesconnect.cisco.com/#/content-detail/3f5a7563-5d4b-4f54-ba64-db2e038f9ad6](https://salesconnect.cisco.com/#/content-detail/3f5a7563-5d4b-4f54-ba64-db2e038f9ad6)

# Webex Calling Authorization Requirements:

## SaaS Authorization Changes Coming in FY21

- ✓ Must be a Cisco registered partner (accept ICPA or SIA) in the end customer sell-to country and Webex Calling contract country
- ✓ Must be a Cisco® SaaS Resale or Collaboration SaaS Authorized partner and able to sell the Collaboration Flex Plan
- ✓ Must sign the Webex Calling VAR Addendum in PPE (Required)  
<https://p2p.cloudapps.cisco.com/WWChannels/PPP/home.do?actionType=home&dtid=osscdc000283>
- ✓ eLearning: Webex Calling Sales course available \$0 (Recommended)  
<https://webexpartners.cisco.com/learn/course/external/view/elearning/1313/CiscoWebexCallingSales>
- ✓ eLearning: Webex Calling Intermediate Administration available \$0 (Recommended)  
<https://webexpartners.cisco.com/learn/course/external/view/elearning/1312/WebexCallingIntermediateAdminstraton>

# Webex Calling Links to Bookmark:

- [Webex Work on Sales Connect https://salesconnect.cisco.com/#/program/PAGE-16618](https://salesconnect.cisco.com/#/program/PAGE-16618)
- [Webex Work on Cisco Public pages https://www.cisco.com/c/en/us/products/unified-communications/webex-work/index.html?dtid=osscdc000283](https://www.cisco.com/c/en/us/products/unified-communications/webex-work/index.html?dtid=osscdc000283)
- <https://webexpartners.cisco.com/learn/course/external/view/elearning/1313/CiscoWebexCallingSales>
- <https://webexpartners.cisco.com/learn/course/external/view/elearning/1312/WebexCallingIntermediateAdministrator>

# A Path to More Profitability

1

Add Cloud Collaboration solutions to your portfolio and start selling Webex Work Bundle

Get Collaboration SaaS [Authorized](#).

Train sales teams to lead with SaaS recurring offers remember: cloud first, not cloud only.

Adopt value-based selling to improve long-term profitability.

Invest in delivering business outcomes through Cisco solutions and your partner services and consulting across the customer lifecycle.

Change seller mindset.

Reward and compensate sellers for driving recurring revenue deals.

# A Path to More Profitability

2

Start selling Webex Work Bundle and earn rewards throughout the lifecycle today

Get Customer Experience [Specialized](#).

Get Specialized and open new opportunities to interact with customers, create value, and impact customer business outcomes.

Apply for the Lifecycle Incentive [Program](#).

The new Lifecycle Incentives program combines incentives and rewards for driving software use, adoption, and expansion.

Earn Rewards for selling the Webex Work Bundle and other Collaboration Offers.

Sell Webex Work Bundle and earn Lifecycle Adopt and Expand incentives.