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.

<table>
<thead>
<tr>
<th>Role</th>
<th>Required Training and Exam</th>
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<tbody>
<tr>
<td>Account Manager</td>
<td>• Collaboration SaaS Authorization Training - Online</td>
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<td></td>
<td>• Cisco Collaboration SaaS Authorization Exam (#700-680 CSaaS) - Online</td>
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<td>Pre-Sales Engineer</td>
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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 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/WebexCallingIntermediateAdministration
Webex Calling Links to Bookmark:

- Webex Work on Sales Connect https://salesconnect.cisco.com/#/program/PAGE-16618
- https://webexpartners.cisco.com/learn/course/external/view/elearning/1313/CiscoWebexCallingSales
- https://webexpartners.cisco.com/learn/course/external/view/elearning/1312/WebexCallingIntermediateAdministration
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

<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
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<tr>
<td>2</td>
<td>Start selling Webex Work Bundle and earn rewards throughout the lifecycle today</td>
</tr>
</tbody>
</table>

- **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.