



Webex Work bundle

Simple, affordable, flexible.
Webex Calling, Webex Meetings,
and Webex Teams in one easy-to-buy plan.

Webex Work is an all-in-one subscription for Webex cloud collaboration, aimed at small-to-midsize organizations with up to 1,000 users. This simple and affordable offer bundles Webex Calling, Webex Meetings, and Webex Teams in one easy-to-buy plan. Webex Work enables employees to work from anywhere and provides organizations with the flexibility to increase and reduce the number of subscribers as their needs change.

Why move to Webex Cloud?

1

Boost cost efficiency:

Lower starting costs, and there are no large, initial license fees. There is low-cost subscription-based pricing.

2

Agility at speed:

Webex Work bundle gives geographically dispersed and remote teams the ability to work together more easily and efficiently. Teams can make real-time updates, see what other team members are doing, communicate and collaborate effectively.

3

Aids with disaster recovery and business continuity:

Universally accessible for all users on any device. Secured access to new features, enhancements, improvements, latest technologies, and innovations.

4

Faster adoption:

With the software available 24/7 from anywhere and any device, users are more likely to learn and use it.

5

Full scalability:

Complete flexibility for expansion; add new users, add capacity seamlessly.

Why Webex Work bundle?

- Call, message, and meet on a single platform for an affordable price
- A simple bundled offer provides a quick, easy, and flexible purchase
- Provide customers with immediate access to the value of Webex through a flexible consumption model
- Sharing the value of a full cloud suite with small and mid-size customers
- Target new customers who have not purchased Webex with an offer that is easy for them to buy and use
- Unlock the value of Cisco Webex platform for business continuity and beyond

Who is the Ideal Customer?

- 1000 users and under
- Whitespace Customer
- U.S. based Customers, and soon in every country where Webex Calling is available

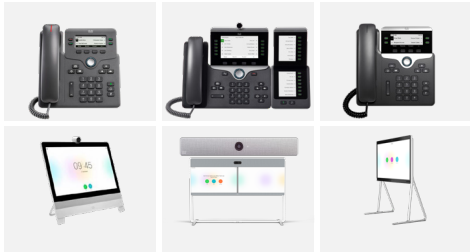
What to look for?

- Customers looking at relieving the monthly cost pressure from Ring Central, Zoom or Mitel while ensuring business-class meeting, calling and messaging experiences
- Trials: Smoothly bridge “free customers” to an affordable recurring offer
- New Meeting Customer: Position calling and messaging as “free” add-ons together with unlimited storage
- New Calling Customer: Position the value of Webex single platform with Meeting and messaging
- Existing on-prem calling Customer: Move on-premises customers to the cloud advantage and add the value of meeting and messaging

Elevator Pitch

Move securely to the Cloud with Webex Work bundle, the single offer that instantly unlocks value to your users across all meeting situations, while growing together with your business needs

Expand to More Opportunities!



Hass- Hardware as a Subscription Offer

- More affordable payment plan enables pervasive adoption.
- Better user experience with complete Webex solution.
- 3 year initial term. Pay monthly or annually.
- Automatic 1 year extension.
- Helps Customers to keep up with technology innovations.
- Enable people and teams with latest collaboration capabilities.



Webex Room Devices

- Upgrade your customer experience to First Class Meetings with Webex Room devices.
- Create Customer stickiness and position adoption services opportunities
 - Leverage Room analytics for Workplace real estate optimization and cost effectiveness.
 - Add Device registration licence and bridge Customers to Cloud.



Headsets & UC Endpoints

- Extend the collaboration experience by attaching phones and headsets.
- Increase productivity in open work spaces, small offices and remote offices to allow users to interact freely.
- Headsets are optimized for Cisco IP phones providing the best experience.



Additional value-added offers

- Webex Event Center 1000
- Extend Security (Duo/Umbrella)- Coming Soon.
- Webex Contact Center - Coming Soon

Resources

SalesConnect Hub: <https://salesconnect.cisco.com/#/program/PAGE-16618>

FAQ: <https://salesconnect.cisco.com/open.html?c=0609148e-e663-4962-935f-b729c1f46d5d>

Ordering guide: <https://salesconnect.cisco.com/open.html?c=1021c56d-fd10-4447-834f-aa64f15fd243>

Partner deck: <https://salesconnect.cisco.com/open.html?c=3391711d-0269-4058-9f23-09fdb517484e>