Cisco DNA Starter Kit

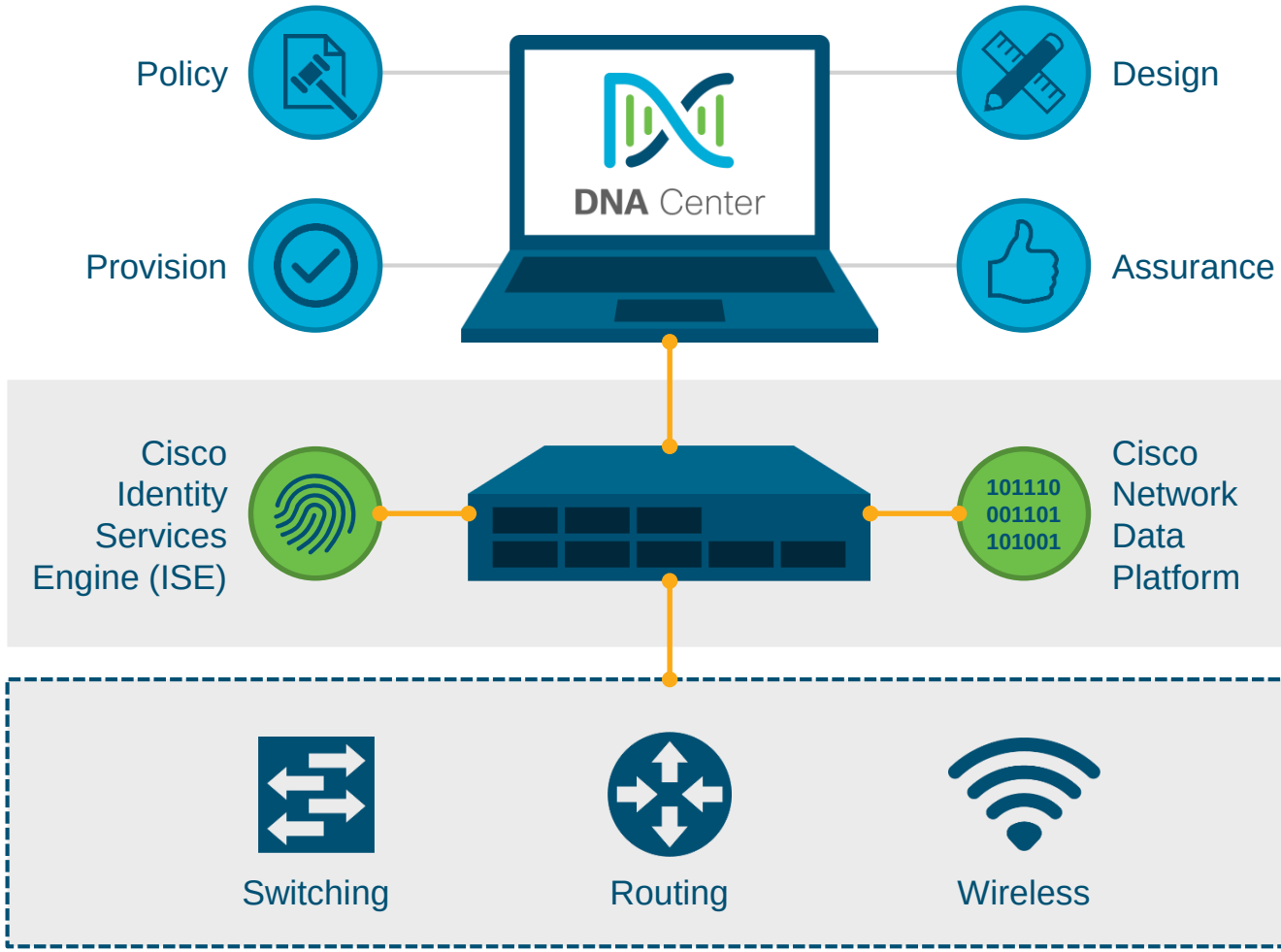
H1 FY2020

September 2019

Cisco DNA Center

Manage your network from a single pane of glass with the

Cisco DNA Center!



Gathering information in the network, which enables Automation and Assurance

Cisco's Core Products

- *Data Center and Campus Switches*
- *Routers*
- *Wireless Controllers, Sensors and Access Points*

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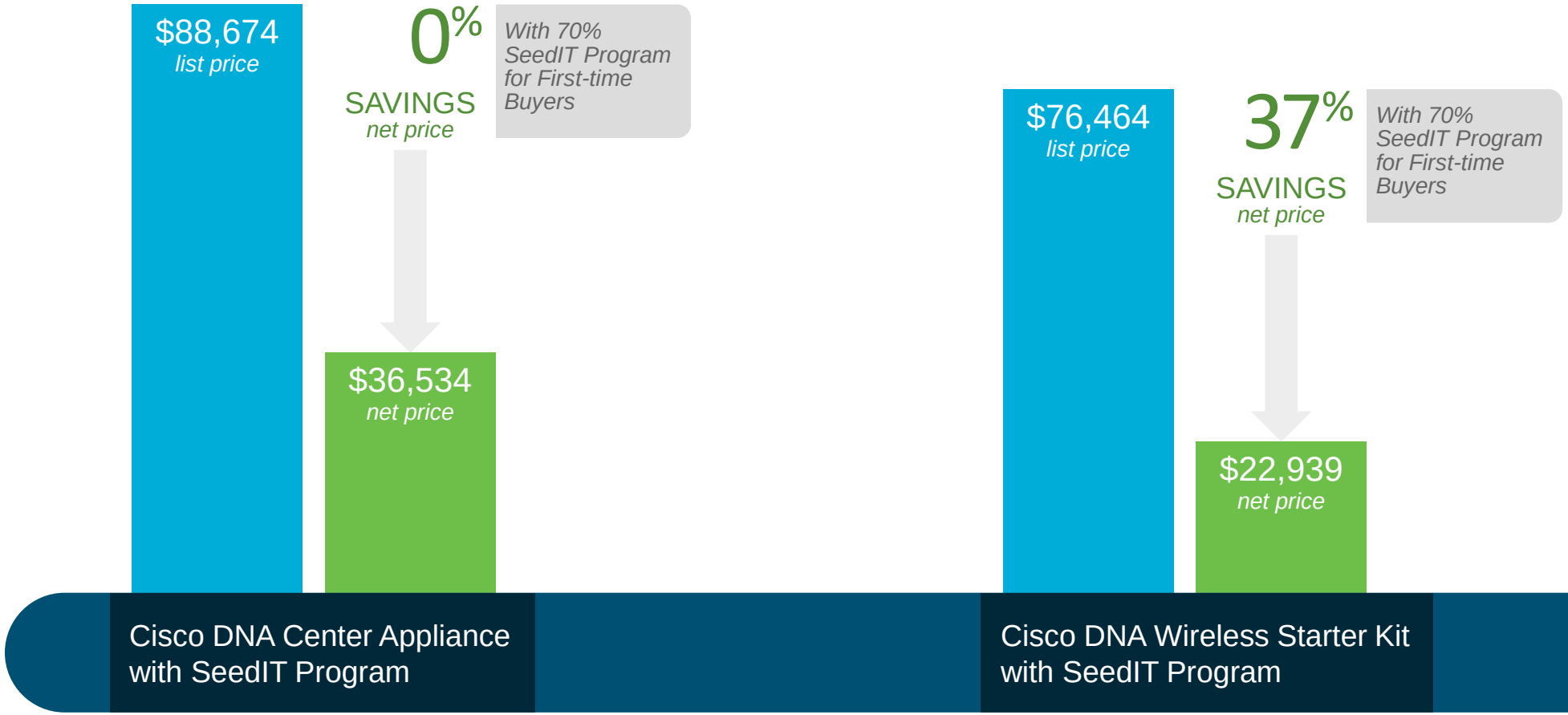
Cisco DNA Center Appliance Offer Comparison



TCO Comparison uses US Price List. Different countries may have different currencies and/or uplifts.

Cisco DNA Starter Kit

Cisco DNA Starter Kit
Bundle Content

New in FY20

Now includes C9800-L WLCs, C9120AXI APs and Enhanced Quick Start Services

Up to 25% Savings

Cisco DNA Center Appliance

WLAN Controller

ISE Virtual Appliance

Two APs and Optional Sensors

Two Catalyst 9200's or 9300's

Optional Advanced Services Quick Start Services

Available Globally. Expires on July 25, 2020.
Questions? Contact DNA-offers-pm@cisco.com

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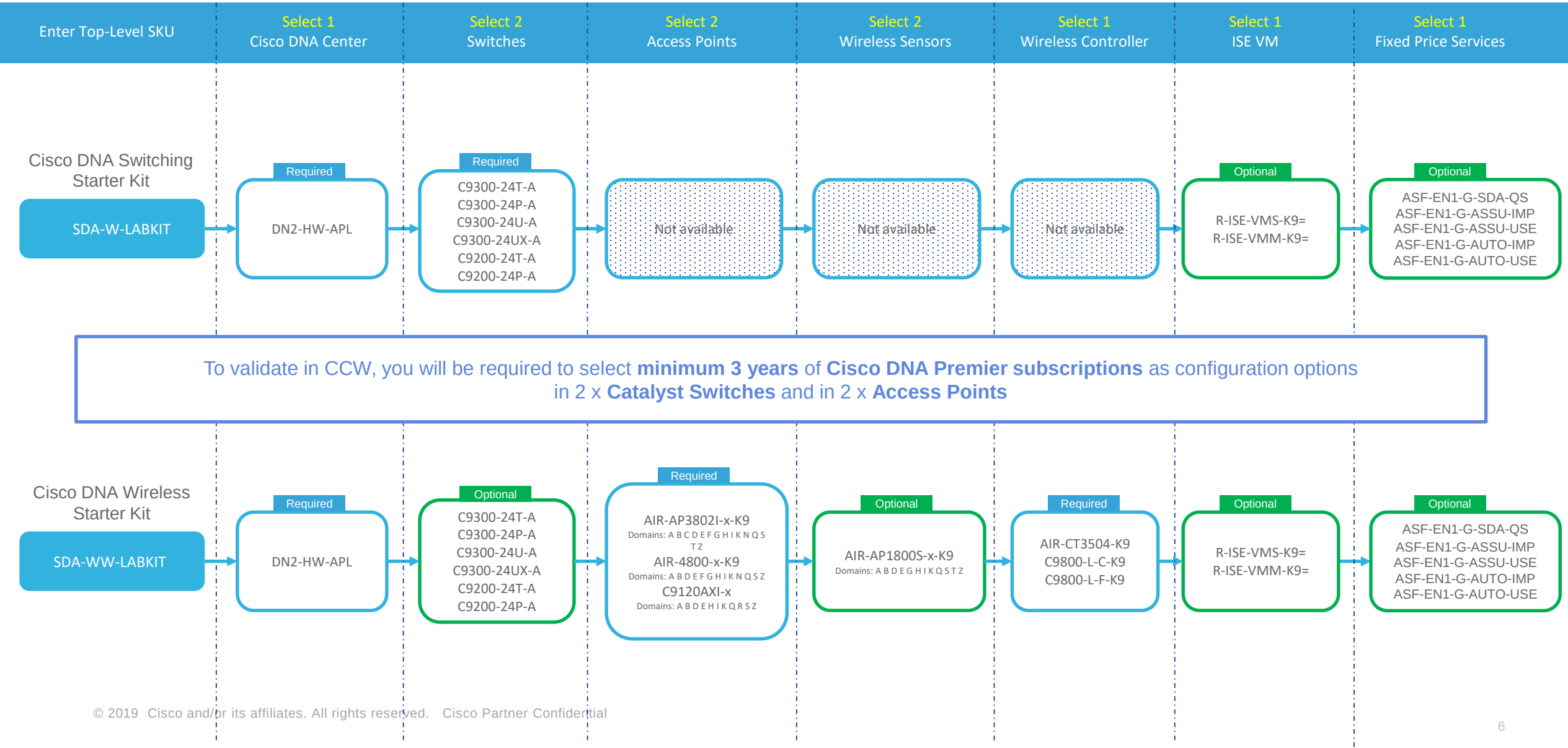
Cisco DNA Starter Kit
How to Order Guide



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Cisco DNA Starter Kit

How to Order Guide

1. Add “SDA-W-LABKIT” or “SDA-WW-LABKIT” to BOM in CCW
   - Add Cisco DNA Center Appliance DN2-HW-APL (required).
   - Add 2 Cat9200 or Cat9300 Switches (required in SDA-W-LABKIT) with 3Y or more Cisco DNA Premier subscriptions
   - Add 2 AP3802 (required in SDA-WW-LABKIT) with 3Y or more Cisco DNA Premier subscriptions
   - Add WLC3504, C9800-L-C-K9 or C9800-L-F-K9 (required in SDA-WW-LABKIT)
   - Add optional components, as desired (optional)
   - Validate in CCW
2. Push estimate to **full quote**
   - Register for SeedIT for first-time customers. SeedIT discount applies to the first bundle only.

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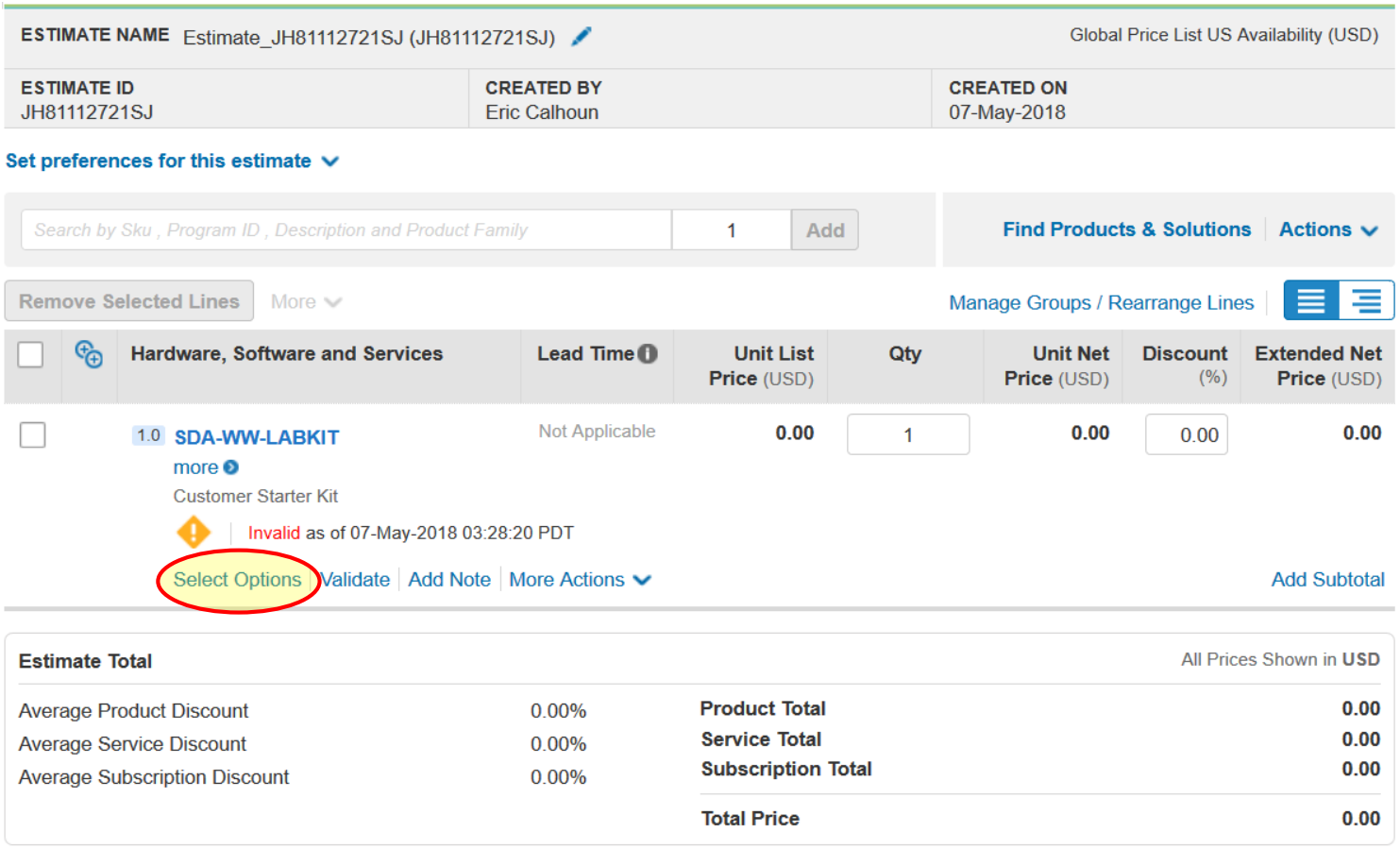
Cisco DNA Starter Kit (Wired/Wireless)
Step 1: Add SKU and Select Options in CCW



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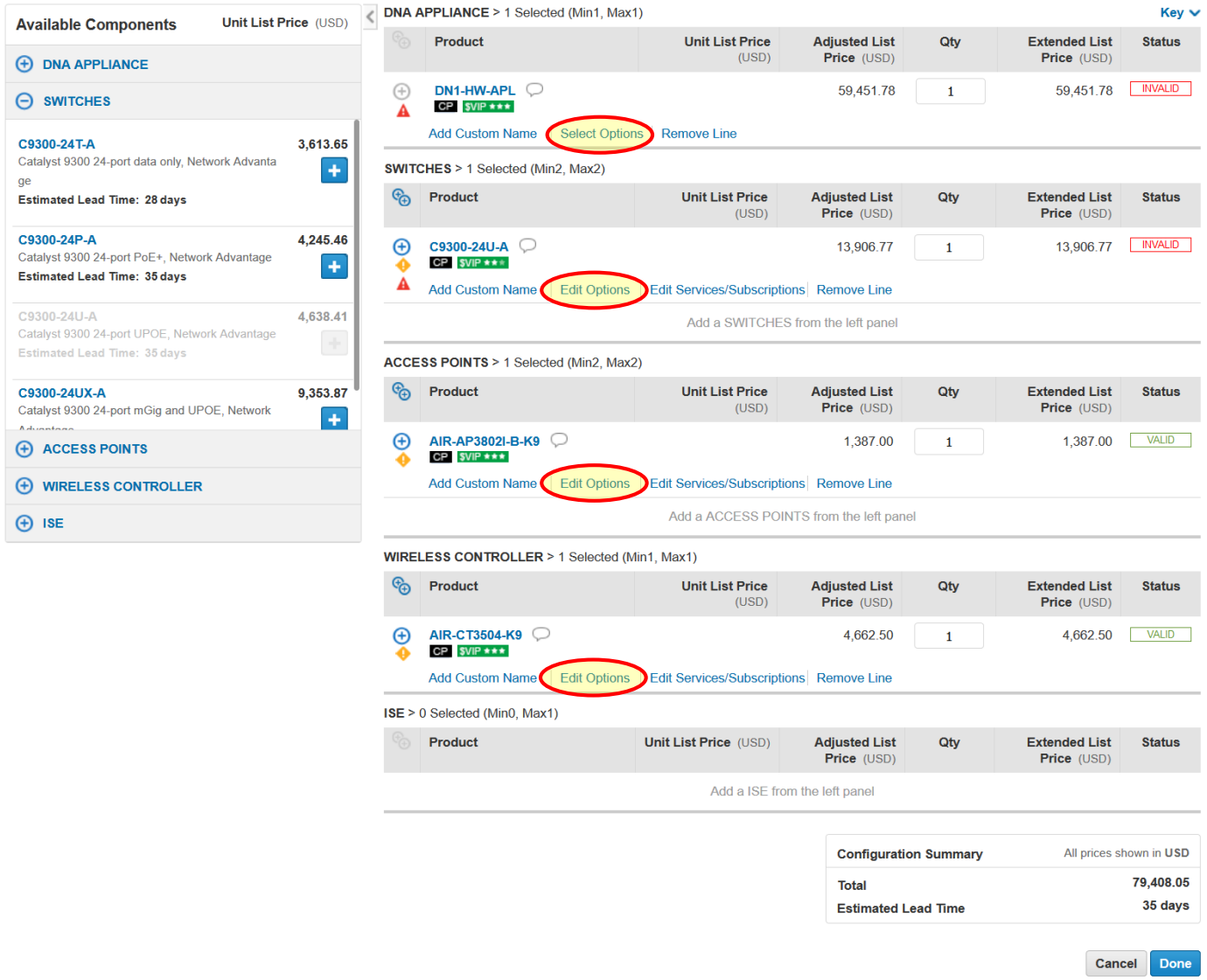
Cisco DNA Starter Kit (Wired/Wireless)

Step 2: Add required and optional components:



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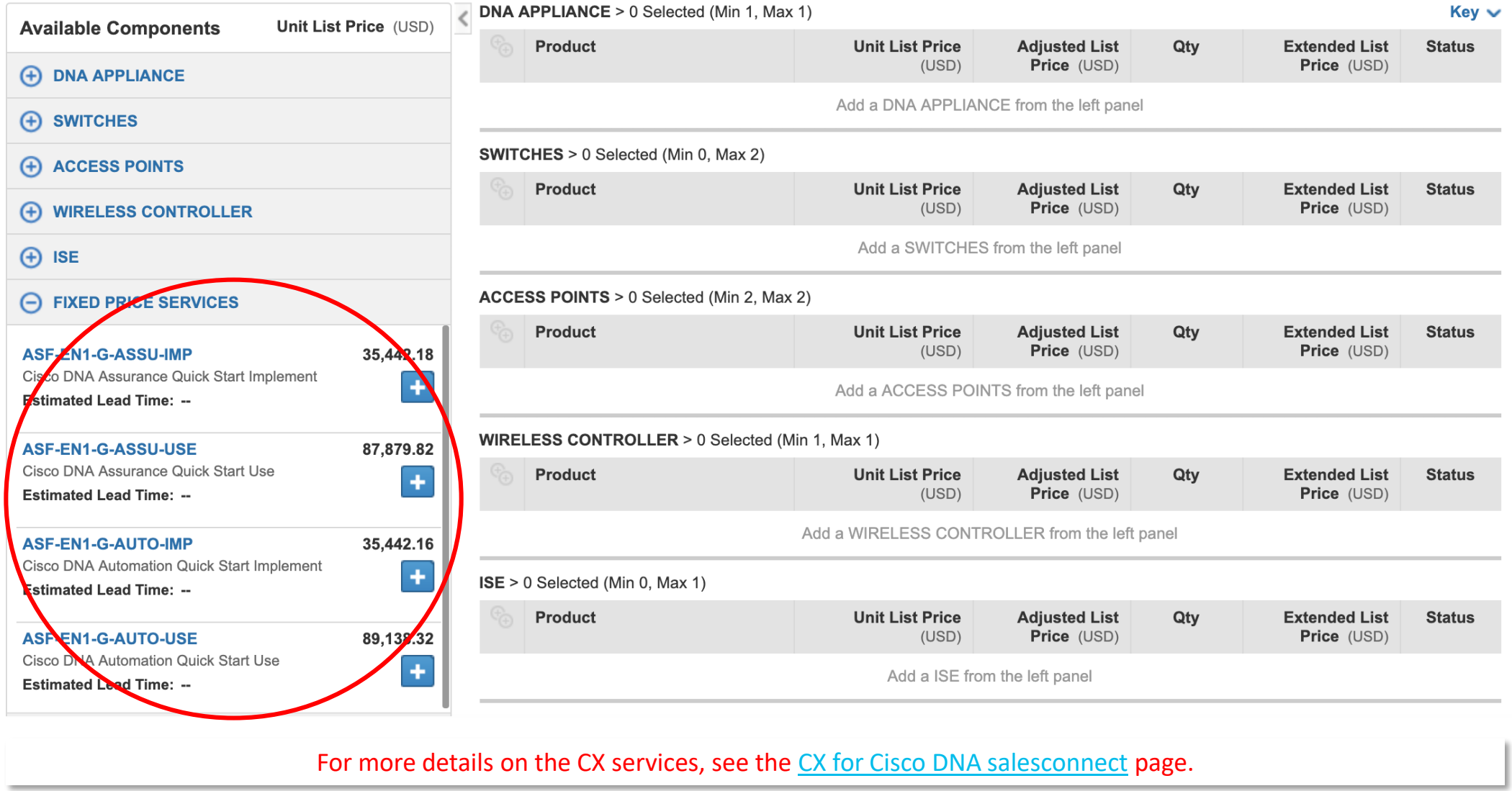
Cisco DNA Starter Kit (Wired/Wireless)

Step 3: Add CX Service Quick Start Package



For more details on the CX services, see the CX for Cisco DNA salesconnect page.

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Cisco DNA Starter Kit (Wired/Wireless)

Step 4: Once all components are valid, click ‘Done’

	Hardware, Software and Services	Lead Time	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
☐	1.0 SDA-WW-LABKIT more Customer Starter Kit Valid as of 07-May-2018 04:15:58 PDT	Not Applicable	84,346.05	1	84,346.05	0.00	99,639.82

Edit Options | Validate | Add Note | More Actions | Add Subtotal

Estimate Total — All Prices Shown in **USD**

Average Product Discount	0.00%	**Product Total**	**82,351.06**
Average Service Discount	0.00%	**Service Total**	**10,570.00**
Average Subscription Discount	0.00%	**Subscription Total**	**6,718.76**
		Total Price	**99,639.82**

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Cisco DNA Starter Kit (Wired/Wireless)
Frequently Asked Questions

Q: If I have more questions, who do I contact?

A: Email DNA-offers-pm@cisco.com

Q: Can my customer order more than 1 Cisco DNA Starter Kit?

A: Yes, but only the first bundle will qualify for SeedIT (www.cisco.com/go/seedit).

Q: Is there a special SKU to order?

A: The Cisco DNA Wireless Starter Kit SKU is SDA-WW-LABKIT. The Cisco DNA Wired Starter Kit SKU is SDA-W-LABKIT.

Q: Is this bundle discountable?

A: Yes, this bundle is discountable. Furthermore, your customer may be eligible as first-time buyers for SeedIT (www.cisco.com/go/seedit), that provides higher discounts to partners.

Q: What consulting services are available for these Cisco DNA Starter Kits?

A: SD-Access Advise & Implement Quick Start: ASF-EN1-G-SDA-QS

Cisco DNA Assurance and Automation Quick Starts: ASF-EN1-G-ASSU-IMP, ASF-EN1-G-ASSU-USE, ASF-EN1-G-AUTO-IMP, and ASF-EN1-G-AUTO-USE

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Quick Start Services: For More Information

Collateral

- Cisco DNA Assurance Quick Start Service At a Glance
- Cisco DNA Automation Quick Start Service At a Glance
- Cisco DNA Center Advise and Implement At-A-Glance
- SD-Access Advise & Implement Quick Start PPT
- SD-Access Advise & Implement At-a-Glance

Service Descriptions

- Cisco DNA Automation Implement Quick Start Service DescriptionCisco DNA Automation Use Quick Start Service Description
- Cisco DNA Assurance Implement Quick Start Service Description
- Cisco DNA Assurance Use Quick Start Service Description
- SD-Access Advise and Implement Quick Start Service Description

Franchise Kits

- Cisco DNA Center Franchise Kit
- SD-Access Franchise Kit

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