

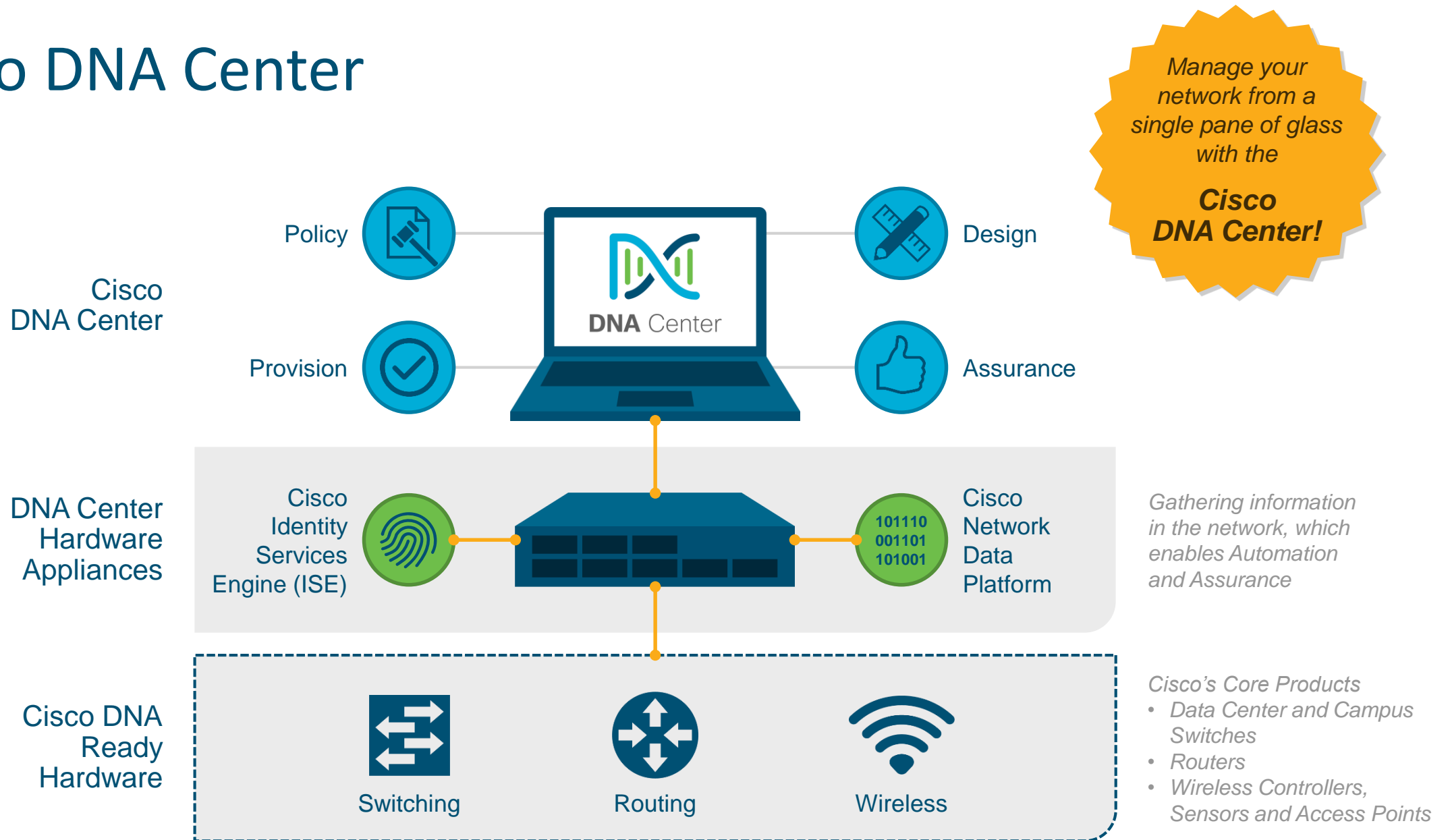


Cisco DNA Starter Kit

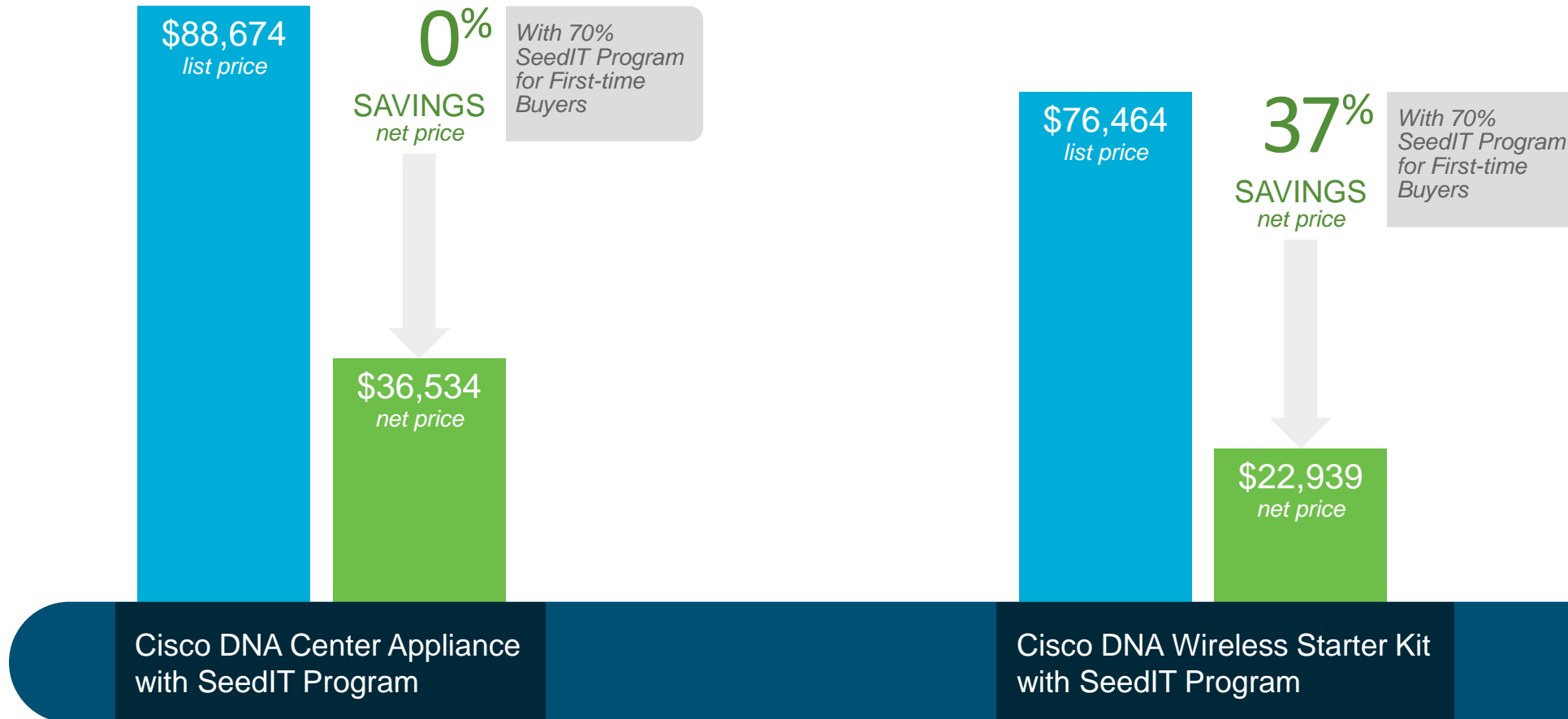
H1 FY2020

September 2019

Cisco DNA Center



Cisco DNA Center Appliance Offer Comparison



Cisco DNA Center Appliance with SeedIT Program

DN2-HW-APL

Cisco DNA Wireless Starter Kit with SeedIT Program

SDA-WW-LABKIT
Configured as follows:
1 x DN2-HW-APL
1 x AIR-CT3504-K9
2 x AIR-AP4800-x-K9

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

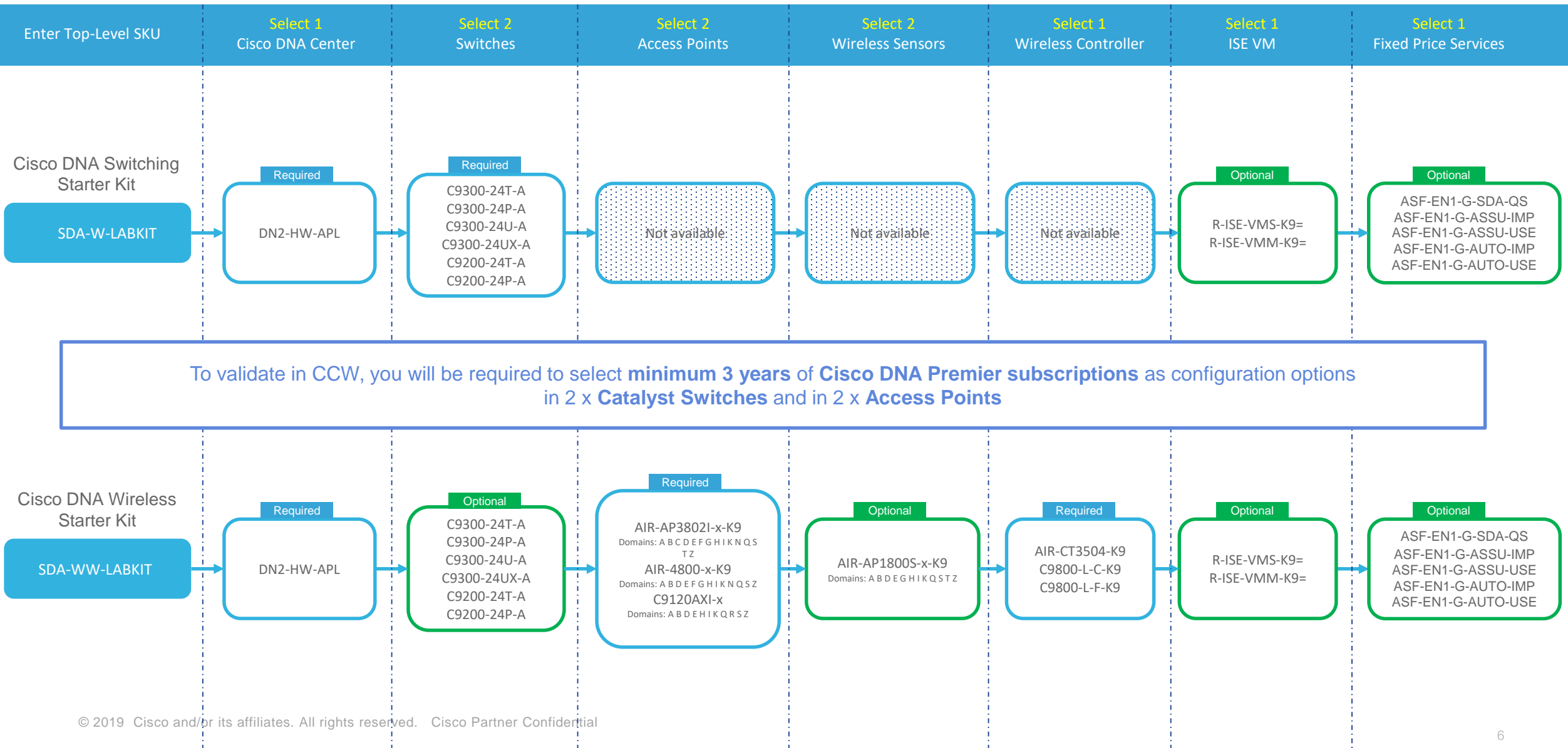


Two Catalyst 9200's or 9300's



Optional Advanced Services Quick Start Services

Cisco DNA Starter Kit How to Order Guide




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.


Cisco DNA Starter Kit (Wired/Wireless)




Step 1: Add SKU and Select Options in CCW






ESTIMATE NAME Estimate_JH81112721SJ (JH81112721SJ)  Global Price List US Availability (USD)

ESTIMATE ID JH81112721SJ **CREATED BY** Eric Calhoun **CREATED ON** 07-May-2018

[Set preferences for this estimate](#) 

[Find Products & Solutions](#) | [Actions](#) 

[More](#)  [Manage Groups / Rearrange Lines](#) |  

<input type="checkbox"/>	 Hardware, Software and Services	Lead Time 	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>	1.0 SDA-WW-LABKIT more  Customer Starter Kit  Invalid as of 07-May-2018 03:28:20 PDT Select Options Validate Add Note More Actions 	Not Applicable	0.00	<input type="text" value="1"/>	0.00	<input type="text" value="0.00"/>	0.00

[Add Subtotal](#)

Estimate Total All Prices Shown in USD

Average Product Discount	0.00%	Product Total	0.00
Average Service Discount	0.00%	Service Total	0.00
Average Subscription Discount	0.00%	Subscription Total	0.00
		Total Price	0.00

Cisco DNA Starter Kit (Wired/Wireless)

Step 2: Add required and optional components:

Available Components Unit List Price (USD)

- [+ DNA APPLIANCE](#)
- [- SWITCHES](#)
- C9300-24T-A** 3,613.65
Catalyst 9300 24-port data only, Network Advantage
Estimated Lead Time: 28 days [+](#)
- C9300-24P-A** 4,245.46
Catalyst 9300 24-port PoE+, Network Advantage
Estimated Lead Time: 35 days [+](#)
- C9300-24U-A 4,638.41
Catalyst 9300 24-port UPOE, Network Advantage
Estimated Lead Time: 35 days [+](#)
- C9300-24UX-A** 9,353.87
Catalyst 9300 24-port mGig and UPOE, Network Advantage [+](#)
- [+ ACCESS POINTS](#)
- [+ WIRELESS CONTROLLER](#)
- [+ ISE](#)

DNA APPLIANCE > 1 Selected (Min1, Max1) Key ▾

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
+ DN1-HW-APL <small>CP SVIP ***</small>		59,451.78	<input type="text" value="1"/>	59,451.78	INVALID
Add Custom Name Select Options Remove Line					

SWITCHES > 1 Selected (Min2, Max2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
+ C9300-24U-A <small>CP SVIP ***</small>		13,906.77	<input type="text" value="1"/>	13,906.77	INVALID
Add Custom Name Edit Options Edit Services/Subscriptions Remove Line					

Add a SWITCHES from the left panel

ACCESS POINTS > 1 Selected (Min2, Max2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
+ AIR-AP3802I-B-K9 <small>CP SVIP ***</small>		1,387.00	<input type="text" value="1"/>	1,387.00	VALID
Add Custom Name Edit Options Edit Services/Subscriptions Remove Line					

Add a ACCESS POINTS from the left panel

WIRELESS CONTROLLER > 1 Selected (Min1, Max1)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
+ AIR-CT3504-K9 <small>CP SVIP ***</small>		4,662.50	<input type="text" value="1"/>	4,662.50	VALID
Add Custom Name Edit Options Edit Services/Subscriptions Remove Line					

ISE > 0 Selected (Min0, Max1)

Add a ISE from the left panel

Configuration Summary		All prices shown in USD
Total		79,408.05
Estimated Lead Time		35 days

Cancel Done

Cisco DNA Starter Kit (Wired/Wireless)

Step 3: Add CX Service Quick Start Package

Available Components	Unit List Price (USD)
+ DNA APPLIANCE	
+ SWITCHES	
+ ACCESS POINTS	
+ WIRELESS CONTROLLER	
+ ISE	
- FIXED PRICE SERVICES	
ASF-EN1-G-ASSU-IMP Cisco DNA Assurance Quick Start Implement Estimated Lead Time: --	35,442.18
ASF-EN1-G-ASSU-USE Cisco DNA Assurance Quick Start Use Estimated Lead Time: --	87,879.82
ASF-EN1-G-AUTO-IMP Cisco DNA Automation Quick Start Implement Estimated Lead Time: --	35,442.16
ASF-EN1-G-AUTO-USE Cisco DNA Automation Quick Start Use Estimated Lead Time: --	89,139.32

DNA APPLIANCE > 0 Selected (Min 1, Max 1) Key ▾

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
Add a DNA APPLIANCE from the left panel					

SWITCHES > 0 Selected (Min 0, Max 2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
Add a SWITCHES from the left panel					

ACCESS POINTS > 0 Selected (Min 2, Max 2)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
Add a ACCESS POINTS from the left panel					

WIRELESS CONTROLLER > 0 Selected (Min 1, Max 1)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
Add a WIRELESS CONTROLLER from the left panel					

ISE > 0 Selected (Min 0, Max 1)

Product	Unit List Price (USD)	Adjusted List Price (USD)	Qty	Extended List Price (USD)	Status
Add a ISE from the left panel					

For more details on the CX services, see the [CX for Cisco DNA salesconnect](#) page.

Cisco DNA Starter Kit (Wired/Wireless)

Step 4: Once all components are valid, click 'Done'

<input type="checkbox"/>		Hardware, Software and Services	Lead Time ⓘ	Unit List Price (USD)	Qty	Unit Net Price (USD)	Discount (%)	Extended Net Price (USD)
<input type="checkbox"/>		1.0 SDA-WW-LABKIT more ⓘ Customer Starter Kit Valid as of 07-May-2018 04:15:58 PDT Edit Options Validate Add Note More Actions ⌵	Not Applicable	84,346.05	<input type="text" value="1"/>	84,346.05	<input type="text" value="0.00"/>	99,639.82

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

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](#)

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 Description](#)[Cisco 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](#)

