

Meraki Enterprise Agreements



Easier Expansion
Access additional products without an enterprise-wide commitment



Comprehensive Solutions
Seamlessly add Security and Services to any agreement



Value Shift with Cisco DNA Software & Meraki
Ability to transfer license value within and between Cisco DNA Software & Meraki



Lower Barrier to Entry
Access to Cisco's entire Portfolio for as little as \$100K TCV

Did you know you can now purchase Meraki and DNA licensing on one Enterprise Agreement? With the release of EA 3.0 partners are now able to purchase one contract for multiple Cisco solutions. TD SYNEX is here to help educate you on what an EA is, how partners can transact, and how your sales teams can identify these opportunities. If your organization is not at the partner level to transact EAs you can leverage our RevolutionEA offering while we work with you to get to the necessary partner level. If you would like to have a further conversation with our teams about training opportunities, please reach out to Jackson.Grise@tdsynnex.com, Viktor.Rachmaninoff@tdsynnex.com, and Will.Scruggs@tdsynnex.com.

The Cisco Enterprise Agreement (EA) is a buying program that helps organizations purchase, consume, and manage Cisco technology across the software and services portfolios with a 3- or 5- year cross-platform agreement that includes unified terms and conditions. With the Cisco EA, organizations can select from one or more enrollments to address their business needs.

Portfolio	Solutions & Suites	Requirements			
Networking Infrastructure	<ul style="list-style-type: none"> Cisco DNA Software: Switching, Wireless, SD WAN & Routing Meraki: Meraki NW Infra, Meraki System Manager, Meraki Camera Systems Cloud Networking: Nexus Switching & SAN Switching 	Buying Models Commerce Certification (BMCC)	Advanced Enterprise Networks Specialization (AENAS)	Advanced Data Center Architecture Specialization (ADCAS) OR all 3 Hybrid Cloud Solution Specializations	OR Global Gold/Multinational

If a partner does not have the standard requirements above, engage our TD SYNEX CX Team for the RevolutionEA program to leverage TD SYNEX's advanced specializations and subject matter experts – CiscoEA@tdsynnex.com.

One Contract

All architectures under a single, co-termed agreement with simplified legal terms

Contact

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