

Cisco Business Edition 6000 Version 9.1



What Is New in Cisco Business Edition 6000 Version 9.1?

Cisco® Business Edition 6000 (Business Edition 6000) Version 9.1 offers new capabilities, providing a more competitive solution for partners to position in midmarket opportunities. The solution offers the same features as Cisco Unified Communications Manager Version 9.1, plus additional enhancements unique to the platform, including:

Cisco Unified Communications Manager Release 9.1 and Cisco TelePresence Video Communication Server 7.2

- **InformCast paging co-resident:** Integrated, basic paging application from Singewire (OEM); for new or existing customers, no-cost option
- **Electronic license fulfillment/eDelivery with Enterprise License Manager (ELM):** Expedites and simplifies license activation, management, reporting, and tracking; for release 9.0 customers with Cisco Unified Communications Software Subscription (UCSS)
- **Cisco Prime™ Collaboration Provisioning 9.0:** Provides an alternative to Cisco Prime Unified Provisioning Manager Business Edition (Prime UPM-BE) for post-deployment (day 2+) provisioning and management; available through the Product Upgrade Tool (PUT). Note that Prime UPM-BE still comes pre-loaded on the server; for existing and new customers

Simplified Licensing, Ordering, and Stocking

- **Reduced 25-user Cisco User Connect Licensing (UCL) and Cisco Unified Workspace Licensing (UWL) Starter Bundles:** Reduced-price license bundles serve companies with smaller user requirements and budgets; provide full collaboration competitively; for new customers
- **Simplified ordering and stocking:**
 - **Starter Bundles include Enhanced license (replaces Basic license):** All phones are supported
 - **Three steps to order:** Server plus Starter Bundle plus Add-ons: Easy ordering; same process for direct partners and for distributors
 - **One server SKU (to stock), add-on licenses, upgrades, migrations via electronic delivery:** Reduced product lead time; easy stocking and fulfillment
 - **SKU reduction from 10 to 3:** Simplifies ordering and quoting

- **Reduced impact on partners ordering in the future with hardware changes:** Limited to hardware SKUs only; no need to create multiple SKUs

- **End of sale of 50/100-user Cisco UCL and Cisco UWL Starter Bundles, Distribution Starter Bundle, and Server Migration Bundle for Business Edition 6000:** User bundles have been replaced by the new 25-user Cisco UCL and Cisco UWL bundles

Customer Benefits

Cisco Business Edition 6000 provides customers with a packaged solution:

- Enterprise-class features, optimized and right-priced: Integrated applications come pre-loaded on a single platform solution that scales with business growth. The solution includes:
 - Cisco Unified Communications Manager
 - Cisco Prime Unified Provisioning Manager or Cisco Prime Collaboration Provisioning 9.0
 - Cisco Jabber™ (Cisco Unified Presence)
 - Cisco Unity® Connection
 - Cisco Unified Attendant Console
 - Cisco Paging Server
 - Cisco TelePresence® Video Communication Server
 - Cisco Unified Contact Center Express
 - Cisco WebEx® Meetings
 - Cisco Emergency Responder
- Application support: Business Edition 6000 is a virtualized solution that supports and runs up to five co-resident applications at the same time; reduces the quantity of separate, standalone servers that customers need to support
- Mobile support: Mobile clients are provided with Cisco Jabber; includes instant messaging, presence, video, and conferencing services
- System redundancy: A second Business Edition 6000 ensures that the customer's system is a highly available at all times



Main Customer Stakeholders

- Director or manager of:
 - IT
 - Telecommunications
 - Unified communications

Partner Benefits

Platform Enhancements

Business Edition 6000 Version 9.1 now ship with the following pre-loaded, no cost applications:

- Cisco Paging Server: co-resident InformaCast Basic service application option; Advanced Notification service upgrade option available directly from Singlewire
- Cisco Prime Collaboration Provisioning 9.0: day 2+ management and maintenance; available for download from the Product Upgrade Tool (PUT)
- Cisco Enterprise License Manager (ELM): electronic license fulfillment, management, usage tracking, and reporting

Solution Advantages

Business Edition 6000 provides partners with many sales and service advantages right from the start:

- From the factory
 - Pre-loaded software
 - Five co-resident application options
- Day 1 installation
 - User-centric licensing
 - Single-sign-on installation tools
 - Out-of-the-box and custom dial-plan tools
- Day 2 and later operations and management
 - Administrator and user management tools
 - User accessibility features
 - Mobility enhancements

- Up-sell opportunities
 - Additional licenses
 - TelePresence
 - Contact Center
 - Conferencing
 - Advanced paging (directly from Singlewire)

Sales Offers

- **Cisco Express Collaboration Specialization:** The Express Collaboration Specialization is aligned to Cisco's industry-leading midmarket Collaboration portfolio, which includes the Cisco Business Edition 6000, WebEx, Jabber, and TelePresence. The Express Collaboration Specialization is a new entry point into Cisco's collaboration partner programs, with partner investments and requirements that align to Cisco's midmarket portfolio. Partner program benefits include:
 - VIP for all associated products
 - Resale Certification accreditation (ECS alone Qualifies for Premier Attainment)
 - Cisco Unified Workspace for Partners Business Edition (upon completion of offering)
 - Midmarket Partner Practice Builder
 - Provides partners with a building-block step towards Advanced Collaboration Architecture, our flagship program

Learn more about the Cisco Express Collaboration at www.cisco.com/web/partners/partner_with_cisco/channel_partner_program/resale/specializations/adv_collaboration_arch.html

- **Cisco Value Incentive Program:** The Value Incentive Program is a comprehensive incentive program that can help increase partner profitability and reward partners who focus their business practices on Cisco's major architectures such as borderless networks, data center, and collaboration. The Value Incentive Program is the largest of the Partner program portfolio and should be used in conjunction with Cisco discount and registration programs, migration programs, partner practice building, growth programs and product promotions to maximize value to your Cisco practice. Learn more about the new Express Collaboration VIP offers at www.cisco.com/go/vip



- **Cisco Midmarket Collaboration Promotion (orderable through July 27, 2013):**
This offer enables partners to competitively sell Business Edition 6000 voice and video together into private branch exchange (PBX), key telephony system (KTS), and Cisco installed-base accounts. Attractive upfront discounts are offered on a comprehensive, simple, and cost-effective package that enables customers to immediately experience the broad benefits of collaboration. This promotion also includes selected IP, video, and telepresence endpoints; application licenses; and more. www.cisco.com/go/mmcollabpromotion
- **Cisco Midmarket Collaboration Migration Program** Partners have an opportunity to upgrade and expand existing Cisco customers who are still running older versions of Cisco Unified Communications Manager, Cisco Business Edition 5000, and Cisco Unified Communications Manager Express to Cisco Business Edition 6000. And by taking advantage of the new Cisco Midmarket Collaboration Promotion, partners have the freedom to offer attractive financial incentives that will motivate customers to migrate and expand their business communications as never before, while helping meet their own profitability goals. This initiative provides step-by-step upgrade guidance with helpful resources and easy-to-use migration SKUs – quickly moving customers' existing Cisco investments to their new Business Edition 6000 collaboration system. www.cisco.com/en/US/partner/products/ps11369/products_partner_resources_list.html
- **Cisco Collaboration Expert Tablet Sales Tool** Designed to help lead powerful conversations with prospective Cisco Collaboration customers, this tool provides short video demonstrations of the business benefits and capabilities of the Cisco Midmarket Collaboration portfolio, including Cisco Business Edition, IP and video endpoints, Cisco Jabber, Cisco Unity Connection, Cisco WebEx Meetings, and Cisco Unified Contact Center Express. Download your version at no cost: For [iPad](#). For [Android](#)

Service and Support

The Cisco Unified Communications Essential Operate Service (ESW) delivers award-winning Cisco Services to your customers that will help you generate new revenues, improve profit margins, and increase customer satisfaction. You will benefit from the delivery of superior customer experience that will help increase your business value. www.cisco.com/en/US/services/ps2961/ps2664/services_data_sheet0900aecd8042826b.pdf

Financing

Financing from Cisco Capital® can help make Cisco Unified Communications even more affordable through flexible repayment plans, protecting cash flow or negating capital expenditures entirely with a simple monthly payment through an operating lease. www.cisco.com/web/ordering/ciscocapital/index.html

For More Information

- Cisco Business Edition 6000: www.cisco.com/go/be6000
- Cisco Partner Unified Communications Community: <https://communities.cisco.com/community/partner/collaboration/uc>