

Here's Why

# Your Organization Should Consider a Cisco Enterprise Agreement

Cisco Enterprise Agreements (EA) are simplifying the way organizations purchase and manage infrastructure, security, and collaboration software. And at Aspire, we make it incredibly easy for you to take advantage of one.



## Enterprise software has been difficult

Buying, managing, and optimizing software across an enterprise has become more complex than ever. It can present significant challenges, even for the most sophisticated IT organizations.



### Too many vendors

Software license complexity has cost organizations 25% of their license budgets.<sup>1</sup>



### Inflexible licensing terms

Perpetual licensing models force you to make a long-term decision when buying.



### Never-ending negotiations

When needs change, that means negotiating and re-negotiating contracts.



### Unpredictable costs

20% of organizations said they have paid \$1M or more in true-up costs.<sup>2</sup>

**82% of organizations have said they prefer subscriptions<sup>3</sup> over perpetual licensing models – what about you?**

## The Cisco EA software-buying program makes it much easier

Cisco EAs help organizations buy, consume, and manage Cisco technology across their software portfolio with a multi-year, cross-platform agreement that offers unified terms and conditions.

### It includes enrollments across all of Cisco's architectures

Select from one or more enrollments to address any of your business needs, and easily add more as you grow.



#### Cisco DNA

Switching, routing, and wireless



#### Data Center

From core switching to HyperFlex



#### Collaboration

Meeting, messaging, and calling



#### Security

From NGFW to Umbrella and ISE

### Easy to buy

- Fixed, predictable pricing from day one
- Flexible payment terms
- Unique value in each enrollment, like better-together pricing for security

### Easy to consume

- No retroactive billing
- Built-in portability and innovation
- Instant access to new licenses any time that they're needed

### Easy to manage

- Co-termination of subscriptions
- Holistic entitlement management
- Full visibility of license consumption in a single workplace

## What benefits are Cisco EA customers seeing?

According to a study by ESG<sup>4</sup>, Cisco EA customers are seeing compelling financial, technical, and business benefits.



**Decreased complexity** thanks to simplified license management and a single, simple contract








**Lower licensing** costs as well as reduced administration overhead and improved usage predictability



**Increased agility** by being able to quickly deploy new capabilities to address business needs

## Aspire adds value to the entire process

Through our Customer Success and Lifecycle Adoption Services, we'll help you maximize your software investments.

-  We're a Cisco Lifecycle Advisor certified partner
-  We'll help you define KPIs and business outcomes
-  We offer adoption and activation services
-  We'll manage your Cisco software portfolio
-  We even conduct strategic business reviews

## Take a further look at a Cisco EA

Read a report from ESG that analyzes the economic benefits, or schedule a free consultation to see how your organization can benefit from a Cisco EA.

[Read the ESG report on Cisco EA](#)

[Schedule a free EA consultation](#)