It's not too late to maximize your VIP 34 benefits using Netformx ChannelXpert

Netformx ChannelXpert® enables Cisco partners to drive profitability by simplifying business management and maximizing Cisco partner program rebates and incentives. ChannelXpert provides a holistic view and portal into your business and insights on how to optimize that business—all on a single pane of glass.

ChannelXpert automatically presents actionable insights to potential situations (such as missed booking targets, expired certifications, or overdue contract renewals) that could impact profitability and provides drill-down to the details. You can then quickly make informed decisions to increase revenue and margin.

Be sure you meet remaining VIP 34 deadlines

As Cisco's VIP (Value Incentive Program) 34 is wrapping up, make sure that you maximize the rebates due to you by meeting the VIP 34 shipping deadlines.

- All booking discrepancy cases must be opened via the Customer Service Central (CSC) case tool by February 29, 2020.
- All direct orders that were booked with Cisco by January 25th need to be shipped before April 25, 2020 to be counted for rebate.
- It is already too late for standard orders placed through distribution to qualify for rebates unless they were shipped and invoiced by the distributor by January 23th.
- Channels Booking Neutrality (CBN) orders through distribution needed to be booked with Cisco by January 25th and must now be shipped before April 25th.
- Similarly, Distribution Sales Visibility (DSV) orders through distribution must have been booked with Cisco before January 25th and must now be shipped and invoiced by the distributor by April 25th.

You can stay on top of these and other deadlines with Netformx ChannelXpert. Its single pane of glass dashboard also enables you to stay up to date on your bookings, certifications, and other important business information.

ChannelXpert automatically collects, aggregates, and correlates data from many Cisco tools and combines it with distributor purchase data. Through sophisticated analytics ChannelXpert turns that mass of data into business insights that neutralize risk, ensure compliance, and optimize profitability.

So you can spend time managing your business, not researching deadlines and bookings.

Maximize your VIP 35 benefits right from the start

Instead of scurrying at the end of the VIP period, with ChannelXpert you can manage your rebates and track your status throughout the period. ChannelXpert does all the work of reflecting the changes from VIP 34 to VIP 35 and shows you the actual impact on your benefits.

ChannelXpert enables Thomas Duryea Logicalis to streamline sales operations

TD Logicalis, based in Australia, were intrigued when they learned that Netformx ChannelXpert could automate the collection, aggregation, and correlation of data from many Cisco tools eliminating spending hours or days gathering and analyzing data from multiple sources.

They found that with ChannelXpert what used to take 40-50 minutes to analyze a BOM now just takes a couple of minutes.

Management uses the ChannelXpert dashboard to get a quick view of their Cisco business and to understand where they stand against their Cisco targets.

"ChannelXpert has significantly simplified our entire Cisco operation. Instead of logging into 5 separate Cisco systems or manipulating homemade spreadsheets, we get the up-to-date, accurate results we need in minutes. It is so easy to determine

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where we stand that we now use ChannelXpert to generate precise VIP calculations on most deals instead of just the major ones. ChannelXpert saves us so much time and just plain makes life easier." Niraen Mathias, Sales Operations Manager, Thomas Duryea Logicalis

Inside Sales Reps regularly review the ChannelXpert dashboard's VIP booking numbers and reports.

"We have very high confidence in the accuracy of the ChannelXpert BOM Analyzer and know that the program requirements are being updated automatically. It is so easy to get a precise position on the rebates for a deal so we can make an informed decision. And now we don't need to deal with complicated Cisco systems. Instead, we get result in just a few clicks. That is great. ChannelXpert is very helpful!" Mitul Shah, Inside Sales Rep, Thomas Duryea Logicalis

ChannelXpert enables them to see the financial position of the whole deal and what they can use as a rebate to play with margin.

"As an automated tool, ChannelXpert is much more accurate than our internal tool. You can really trust the results. Before, we would make educated guesses, so we applied a fudge factor to cover any errors. Now with ChannelXpert we know what the numbers are and can decide to take a lower margin to win a deal." James Willis, Inside Sales Rep, Thomas Duryea Logicalis

Interested in learning more?

Learn more about the Netformx suite of applications and ChannelXpert at: https://netfx.info/ChannelX ∎

Cisco Study Provides New Insights into Countries' Readiness to Create a Digital Economy in which all Citizens can Participate and Thrive

SAN JOSE, CA - Cisco has announced the release of its 2019 Global Digital Readiness Index, research measuring the digital readiness of 141 countries across seven components. This research helps us to uncover key insights and build our understanding of what it means for a country to be digitally ready and the positive impact the digital economy can provide. It also outlines possible opportunities to advance readiness.

"Technology has the potential to be the single greatest catalyst for economic and social progress," said Tae Yoo, senior vice president of Corporate Affairs at Cisco. "In every corner of the world, digital technology is helping us become more connected to each other and the organizations upon which we rely. It opens markets, creates jobs, and better connects citizens and customers. Our hope is that through Cisco's Global Digital Readiness Index, we can partner with private and public sectors to evaluate how investments in the basic underpinnings of a digital society can serve to raise the quality of life for all citizens around the world."

Key Findings and Rankings:

- Of the top-10 largest economies in the world by total GDP, only the U.S. ranked in the top-10 for Digital Readiness at #3. However, readiness varies across the country which is also true for many countries.
- Singapore took the top ranking with strong performance in all seven components, including the top score in Human Capital and Business and Government Investment.
- Denmark, the Netherlands, Switzerland, Iceland, and Singapore are the top-five countries for Technology Infrastructure.
- The U.S., Canada, Luxembourg, Singapore, and the United Arab Emirates are the top-five countries for Technology Adoption.
- Japan, Singapore, Spain, Switzerland, and Iceland are the top-five countries for Basic Needs.
- Singapore, Iceland, New Zealand, Switzerland, and Kazakhstan are the top-five countries for Human Capital.
- Luxembourg ranked the highest in Europe at #2 overall, Israel ranked the highest in the Middle East at #21, and Botswana ranked the highest on mainland Africa at #76.
- Singapore ranked the highest in Southeast Asia at #1, South Korea ranked the highest in East Asia at #8, and Australia ranked the highest in Asia-Pacific at #12.
- The U.S. took the top ranking for North America at #3, Chile took the top spot for South America at #34, and Costa Rica took the top spot for Central America at #47.

It may be intuitive that technology infrastructure and adoption are strong indicators of a country's digital readiness, but our research shows that technology alone is not the answer. Developing skills, ensuring basic human needs are met, creating a business friendly and start-up environment, and making private and public investments in innovation and technology will aid countries in their digital future. On these measures, there a is wide spread of how nations are ready.

- The strongest components of digital readiness include: "Basic Needs," "Human Capital," and "Technology Infrastructure." In general, improvements in these three components will have the most impact overall on a country's level of digital readiness.
- Human Capital is critical across every stage of digital readiness to build a workforce capable of utilizing and creating technology, and developing new skills in emerging fields.
- There is strong correlation between countries' digital readiness scores and other performance indicators. For example, the higher a country's digital readiness score, the higher its GDP per capita.

Three stages of digital readiness emerged based on the findings: Activate, the lowest stage of digital readiness; Accelerate, the middle stage; and Amplify, the highest stage of digital readiness.

The factors that impact a country's digital readiness differ depending on which of the three stages it falls. For example, those countries in the Activate stage would primarily benefit from improvements in Basic Needs and Human Capital development.

The report showed that while countries in the Amplify stage lead in digital readiness, there is still plenty of room for advancement. These Amplify countries universally scored well for Basic Needs, including access to safe drinking water and electricity, and Ease of Doing Business, but they need to continue investing in these components to retain their position. However significant variation in terms of Business and Government Investment was identified, with many countries in a position to benefit from improvement in this area.

The report also showed that all countries could benefit from additional investment in Technology Infrastructure, such as access to broadband, secure internet servers, and more.

To read this article further please visit *https://wp.me/p2Q636-ynN*

Ubisec Systems, Inc. Achieves Cisco Cloud and Managed Services Partner Distinction

Cisco recognizes Ubisec as leader in the IT Cloud and Managed Services Industry for ongoing innovation, high-quality service maturity and delivery in areas such as SD-WAN, Next-Generation Security, Collaboration, Wireless and Data Center technologies.

LOS ANGELES, CA - Ubisec Systems, Inc. (Ubisec), one of Southern California's fastest growing technology services companies has achieved Cisco's prestigious Cloud and Managed Services Partner Certification—a partner designation validating a service provider's IT service and delivery maturity and capabilities. This exclusive distinction recognizes Ubisec's commitment to maintaining the highest degree of expertise across various cloud and hosted infrastructure services, including SD-WAN, Security, Collaboration, Wireless, and Data Center. Ubisec has been a Cisco Certified Partner since the company's inception, in 2005.

"This certification represents a culmination of our entire team's hard work and perseverance," said Edward Sohn, Ubisec President and CTO. "As an early cloud and managed infrastructure services pioneer in the IT services industry, we have been providing Cisco-based managed services to small to large enterprises for almost 15 years. Now, with Cisco's renewed commitment to empowering the CSP/MSP community in the way of this certification, I'm confident this recognition will accelerate our services' time to market and help us to continue to capture market share."

Cisco requires that Cloud and Managed Service Providers demonstrate a mature cloud and managed services practice across various technology disciplines solving real customer problems that result in a high level of customer satisfaction.

Cisco requires Cloud and Managed Service Providers to recertify annually. More at https://www.ubisec.com/. ∎

Auvik Expands Collaboration With Cisco to Improve Insight Into Network Devices

Cisco Service API now surfaces lifecycle and contract status data for MSPs

WATERLOO, ONTARIO - Auvik Networks, a provider of network management software for IT managed services providers (MSPs), is expanding its collaboration with Cisco (NASDAQ: CSCO) to give MSPs additional insight into the status of Cisco network devices.

An initial integration between Auvik and Cisco, announced in April 2019, used the Cisco Service API to surface warranty and firmware information about Cisco network equipment directly within Auvik.

Updates to the API now give Auvik users visibility into whether Cisco network equipment is under a current or expiring support contract, whether there's a more up-to-date software version available, if the device is still eligible to receive critical security updates, and if the device is still available for purchase.

With this additional insight, Auvik partners are able to identify obsolete network equipment that presents business and security risks for their clients. The information can be built into an initial network assessment process as well as ongoing client technology roadmaps, opening up new revenue opportunities for Auvik partners.

"Our collaboration with Cisco is making it easier than ever for MSPs to access critical information about network equipment they interact with every day," said Auvik Chief Product Officer Alex Hoff. "While we're focused on Cisco devices first, our team is working hard to add more network hardware vendors to the mix to give our partners extra access to valuable device data."

To show MSPs how they can put the latest Cisco integration to profitable use, Auvik is joining Cisco at several Ontario roadshows—including Barrie, Mississauga, Kitchener, and London—in December.

Current Auvik partners can refer to the Auvik Knowledge Base for details on using the Cisco integration. Additional information can also be found on Cisco DevNet, Cisco's developer platform. MSPs who aren't yet Auvik partners can request a demo for more information.

More at http://www.auvik.com. ■

CallTower Launches Cisco Hosted Collaboration Solution (HCS)

CallTower is now sales certified for Cisco Hosted Collaboration Solutions for Business Customers, delivering the most advanced Cisco Communication options in the Cloud

SOUTH JORDAN, UT - CallTower, a global leader in delivering cloud-based enterprise-class unified communications and collaboration solutions, has announced the launch of Cisco Hosted Collaboration Solutions (HCS). Cisco HCS enhances superior cloud collaboration solutions. HCS also enables CallTower to provide a clear migration path for cloud-based and on-premise Cisco Unified Communications Manager (CUCM) customers to seamlessly enhance their business communications technology.

According to CallTower's Sr. Director of Software & Product, Doug Larsen, "Since 2002, CallTower has been implementing and supporting Cisco Communication Solutions to thousands of business users and we are excited to bring additional Cisco features to our customers. As a Cisco Premier Partner who is HCS sales certified, we are now able to further empower our customers with the enhanced features, flexibility and functionality that this solution delivers."

"We are thrilled to be HCS sales certified, delivering more flexibility to our customers and partners," says CallTower's Chief Revenue Officer, William Rubio. "As a Cisco HCS Managed Service Provider, CallTower will continue to provide customers with improved flexible Cisco solutions. With our enhanced geo-redundancy, current HCS sales certification and ongoing CallManager functionality, we are uniquely placed in the industry as a paramount Cisco provider."

More at https://www.calltower.com/. ■

Evolve IP Completes Flex Certification for WebEx Calling and Meetings Solutions

New Flex Certification Deepens Decades-Long Cisco Relationship Providing Unified Communications, Collaboration, Infrastructure, and Security Cloud Solutions

WAYNE, PA - Evolve IP®, the world's leading provider of unified, Purpose-Built® cloud solutions, has announced that it has been certified to deliver Cisco WebEx Calling and Meetings under the Cisco Collaboration Flex program. Leveraging the Cisco Collaboration Flex Plan, Evolve IP clients can purchase Cisco's meeting, collaboration, voice-calling, and Cisco MPP business phones in the way that makes the most sense for their business. Businesses can mix and match Cisco and Evolve IP solutions to tailor their deployment and move solutions to the cloud at their own pace.

Evolve IP's offering under the Cisco Collaboration Flex Plan includes:

- Full unified communications services including rich meetings, messaging, and calling capabilities.
- Enhanced team collaboration with Cisco Webex Teams integrated into the calling option.
- Cisco's next generation 6800, 7800, and 8800 series open SIP Multi-Platform Phones (MPP), providing handset users with the latest features and crystal-clear audio and video calling.
- Purchasing bundles of collaboration applications, devices, and network services in one easy-to-order package.

In addition to the Flex program, Evolve IP continues to leverage its deep experience with Cisco technologies to provide clients with a variety of infrastructure and security solutions as well as additional cloud services including the Evolve Contact Suite, which was recently noted for the third consecutive year in the Gartner Magic Quadrant for Contact Center as a Service, North America.

"Evolve IP has a long-standing relationship with Cisco and we're excited to be approved to deliver the Webex Calling and Meetings options under the Cisco Flex Program," said Hank Stringer, SVP of White Label at Evolve IP. "This new certification expands Evolve IP's capabilities with Cisco and allows their sales teams and end users to benefit from Evolve IP's decades of experience delivering the Cisco / Broadsoft cloud solution."

One of the world's fastest growing cloud companies, Evolve IP delivers integrated cloud solutions that make employees more productive, more mobile, more secure and less reliant on IT resources. Today, more than 1,900 enterprises and over 475,000 users around the globe rely on the company's Evolve IP OneCloud™ solution for analyst-acclaimed unified collaboration, workspaces and contact center cloud services.

More at https://www.evolveip.net/. ■

Cisco Contact Center Portfolio Enhancements Revolutionize Customer and Agent Experiences

BARCELONA, Spain - Cisco has announced three developments - an AI infusion, a new customer experience solution, and a new cloud contact center product. Together, they fundamentally transform the customer experience with contact centers, for the better.

First, Cisco announced new integrations with Voicea and Google Cloud's Contact Center AI (CCAI), that turn agents into "super agents". Cisco also announced Webex Experience Management (formerly CloudCherry), which empowers contact center staff with real-time visibility into how customers are feeling, in order to radically change the experience. Additionally, all of this innovation is now available on Cisco Webex Contact Center Enterprise.

"For decades, Cisco has partnered with the world's largest contact centers to solve their most complex problems. Today, we are making possible an entirely new and improved customer and agent experience," said

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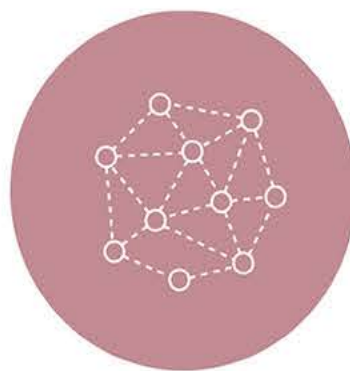
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