Solution Brief: Netformx 360ai — Your Competitive Advantage for Higher PVI, Bigger CPI Payouts, and Stronger Lifecycles

Cisco 360 goes live soon — and on **January 25, 2026**, your PVI score locks for **18 months**, determining your CPI rebate level through mid-2027. You have a short runway to improve your score, boost margins, and strengthen customer relationships.

Netformx gives you the tools, data, and guidance to make that happen.

Why Cisco Partners Need Netformx Now

Cisco PXP provides a Cisco-centric view of assets, adoption, and renewals—but it has limitations:

- Cisco-only visibility (~85% accurate)
- No actual installed base context
- No multi-vendor picture
- No step-by-step path to improve PVI
- No customer-ready reports

Netformx enhances PXP with bottom-up customer lifecycle data, providing a complete Network Lifecycle Twin that reveals what is truly deployed, how it's performing, where risk exists, and how each action affects your PVI and profitability.

The Three Keys to Cisco 360 Success — Delivered by Netformx 360ai

Cisco 360 transforms partner profitability into a journey—one where success depends on how well you guide customers across the lifecycle. To increase PVI, grow CPI payouts, and protect renewals, you must know **where you are, where you're going, and what actions drive profit**.

Netformx delivers the essentials every partner needs to win:
the map, the compass, and the treasure.

1. KYN — Know Your Networks (the map)

Create a bottoms-up, accurate lifecycle twin of each customer environment. Provides the "inventory truth" required for:

- Accurate PVI scoring
- Adoption measurement
- Renewal risk analysis
- Modernization planning

2. KYM — Know Your Metrics (the compass)

Uniquely blends technical facts with Cisco financial signals. Shows exactly how each device, contract, or adoption score impacts PVI/CPI.

Examples include:

- LDOS → Incentive Density
- Adoption → Renewal Risk → CPI payout
- Security posture → PVI Security score

Turns raw lifecycle data into Cisco 360 outcomes.

3. KYP — Know Your Profit (the treasure)

Generates the exact 30/60/90-day steps to raise PVI and increase incentives.

Includes:

- Customer-specific plays
- Dollar-value opportunities
- Renewal recovery actions
- Security/modernization initiatives
- Customer-ready QBRs

This is your repeatable, scalable profit engine.

What Netformx Delivers That PXP Cannot

Cisco PXP	Netformx 360ai
Cisco-only view	True installed-base view (multi-vendor + Cisco)
High-level alerts	Specific plays with financial impact
Partner-only dashboards	Customer-ready QBRs & business narratives
85% data accuracy	Near-100% lifecycle truth
Signals problems	Prescribes actions to fix them

Netformx simplifies Cisco 360 by turning PXP data into step-by-step actions that produce measurable profit.

Your Path to Higher PVI: Netformx Solutions

360 Risk Assessment Package

A fast 1-week diagnostic of your current incentives, mapped directly to CPI and Cisco 360 readiness. Includes ETL data feed, PVI/CPI analysis, and s ales-motion recommendations.

360 Strategic Account Profit Maximizer Package

- Full discovery + lifecycle twin
- 1-yr license to AssetXpert
- SWOT + PVI/CPI profit analysis
- 30/60/90-day partner plays
- Customer QBR included in addition to a Customer-facing value report

360 Profitability Accelerator Package

- 1-yr license to the full Netformx 360ai Suite (AX, PIT, ChannelXpert data)
- Holistic profitability and PVI analysis across your entire customer portfolio
- Partner training and operational enablement
- Quarterly Partner-Level QBR strategy & action reports

NETFORMX®

Tools Only (Software)

Pipeline Insight Tool (PIT)
Get full visibility into your Cisco pipeline—direct and through distribution—to understand profitability at the deal level. Analyze current VIP rebates, forecast future CPI rewards, and uncover hidden incentive opportunities.

Automated ETL Data Feed (previously ChannelXpert)
Your current and historical Cisco data is automatically **extracted** from PXP, CCW, and CCWR, **transformed**, and **loaded (ETL)** into the Netformx analytics engine within AssetXpert, ensuring clean, consolidated data for accurate insight.

AssetXpert Only
A centralized intelligence engine for your Cisco 360 business:

- **PVI Score Dashboard:** Drill into your Partner Value Index performance with actionable insights.
- **360ai Engine:** AI-driven analysis identifies the specific steps needed to increase profitability through improved lifecycle performance and higher CPI payouts.
- **Discovery & Inventory:** Automatically build a true network baseline by discovering actual installed devices, lifecycle state, refresh opportunities, security gaps, and more.
- **Contract & Subscription Management:** Easily manage SmartNet renewals, software subscriptions, and IT assets to strengthen lifecycle consistency and customer value.

Why Partners Choose Netformx

- ✓ Enhances—not replaces—PXP
- ✓ Provides more accurate network data for better decisions
- ✓ Converts lifecycle truth into step-by-step action plays
- ✓ Strengthens customer conversations with QBRs
- ✓ Increases PVI scores before the deadline
- ✓ Maximizes CPI payouts for the next 18 months
- ✓ Creates a repeatable, scalable profitability model

The Deadline Is Real — Act Now

Your January 25, 2026 PVI score will define your Cisco incentive profitability until mid-2027.
Contact sales@netformx.com to get started today!

Stop guessing how to win at Cisco 360.
Netformx gives you the map, the compass, and the treasure.

About Netformx

Netformx is the strategic engine Cisco Partners trust to maximize profitability from pre-sales through long-term renewals. By enhancing PXP with deep network assessments, lifecycle-twin accuracy, and AI-driven financial mapping, Netformx uncovers modernization opportunities, increases PVI scores, and amplifies Cisco incentive payouts. AssetXpert, PIT, and ChannelXpert turn technical reality into actionable LAER plays, customer-ready QBRs, and predictable recurring revenue—transforming Cisco 360 complexity into a measurable competitive advantage. Learn more at netformx.com

© 2025 Netformx, Ltd. All rights reserved. Netformx is a registered trademark of Netformx, Ltd. All other names mentioned are used for identification purposes only and may be trademarks of their respective companies. 12/25

NETFORMX®