Track **Partner Initiated New Business**

Program **Opportunity Incentive Program EMEAR**

Reward Code **BR-OIPU-150725-10481**

Reward Name **Hunting UKI**

Try and Buy Eligible **Yes**

Thank you for bringing new business to Cisco. By submitting a new deal registration, you are confirming the accuracy of the information provided, that you are authorized to bind your company to the [Terms and Conditions](https://www.cisco.com/c/dam/en_us/partners/downloads/partner/WWChannels/download/incentive/oip-appendix-program-rules.pdf) of the selected program in the event your company has not executed the Cisco Program Incentive Agreement with Cisco, and that you do so bind your company.

**Q: Confirm YES, that Request for Proposal (RFP), Request for Quote (RFQ), or Request for Information (RFI) has NOT been released by end customer.**

**A:**

**Q: Provide a detailed description of the customer business issue (please be specific).  
A:**

**Q: Provide a detailed description of the proposed solution (please be specific).**

**A:**

**Q: Please indicate if this is a Cisco Enterprise Agreement (EA) Deal.**

**A:**

The minimum deal size for UKI Hunting incentive has been changed to the following:

100% Meraki SKUs/Technology - $ 5,000 list amount  
100% Cloud Security Offerings (Ã¢Â€ÂœSECURITY-Cloud SecurityÃ¢Â€Â Technology Name) Cisco Umbrella and/or Cloudlock SKUs - $5,000 list amount

All other deals - $ 25,000 list amount

Please make sure your deal meets the above criteria in order to be eligible for the Hunting discount.