Track**Cisco Initiated business**

Program**Teaming EMEAR**

Reward Code**BR-Team-150725-10662**

Reward Name**Teaming EEA**

Try and Buy Eligible**No**

**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/tip-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.**

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



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



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

Yes

No

What is the expected return on investment for the end customer if they deploy the proposed solution?\*



Have you had conversations with the end customer?\*

Yes

No

What type of communications have you had with the end customer and who is the key stakeholder?\*



Identify all sites involved in the solution (City and Country)\*



Identify Cisco Account Manager that is engaged in this opportunity (Name, Email address and his/her Cisco ID)\*



Partner will facilitate a technology demonstration, testing, or proof of concept - managed and implemented by Partner engineers\*

Yes

No

Partner will deliver Pre-sales Engineering Support for Architecture and Design\*

No

Yes

Partner will complete a Network Assessment\*

Yes

No

Partner will deliver Pre-sales Application Support Plan\*

Yes

No

Partner will work with Cisco Advanced Services or their own professional services required and in any areas that Partner may have gaps in capabilities\*

Yes

No

Partner will work with Cisco to complete an EBC or CBC for the customer\*

Yes

No

Partner will complete a Lifecycle Management Proposal.

Yes

No

Please enter the expected date for completion of the Pre-sales activities (DD.MM.YYYY).\*



**ONCE QUALIFIED, PLEASE NOTE THAT**[**JOINT OPPORTUNITY PLAN**](http://www.cisco.com/web/partners/downloads/partner/WWChannels/incentive/joint-oportunity-plan.pdf)**AND**[**PRE-SALES ACTIVITIES SUMMARY**](http://www.cisco.com/web/partners/downloads/partner/WWChannels/incentive/pre_sales_activities_summary.docx)**INCLUDING PROOF OF COMPLETION FOR EACH PRE-SALES ACTIVITY COMMITTED ARE MANDATORY ATTACHMENTS FOR DEAL APPROVAL.**