



Proactive Product Information Leads to Intelligent Product Decisions:

6509 non-E Chassis vs. 6509-E Chassis

Starting May 1st 2012, Cisco announced a new program to extend support for the Cisco Catalyst® 6500 non-E Chassis with a significant price increase. At LaSalle Solutions, we view this as an opportunity to drive a sizeable Return on Investment (ROI), modernize and transform networks with the 6509-E Chassis, or other transformational products such as the Nexus Product Family for the client.



Challenge:

The price increase for extended support on Cisco Catalyst® 6500 non-E Chassis will be 50% higher than current end-of-sale pricing. While extended support might be 50% higher than the current end-of-sale pricing, the difference between extended support for Cisco Catalyst® 6500 non-E Chassis and 6500-E Chassis is even greater. For example, let's compare the new extended support costs of the Cisco Catalyst® **6500 non-E Chassis** vs. **6500-E Chassis**:

SMARTnet (SNTP) 24x7x4 Baseline Example							
Current EoS	Qty	Description	New EoS	Annual List	Term	ProRated List	Market Price
11/30/12	1	WS-C6509 (SNTP) SMARTnet 24x7x4	11/30/15	\$30,713.00	3	\$92,139.00	\$78,318.15
	Qty	Product		HW List/Annual List	Term	ProRated List	Market Price
	1	WS-C6509-E= New Chassis Purchase		\$9,500.00			\$5,700.00
	1	WS-C6509-E= (SNTP) SMARTnet 24x7x4		\$10,920.00	3	\$32,760.00	\$27,846.00
							\$33,546.00
							Total Term Savings
							\$44,772.15

Surprisingly, when we compare the Cisco Catalyst® 6500-E chassis with SMARTnet and add a 6509-E hardware chassis, the 6500-E Chassis with new hardware is **57% cheaper** than purchasing the extended support from Cisco.

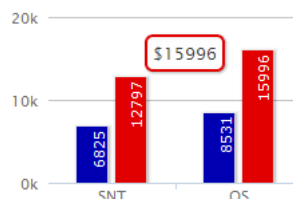


Opportunity:

To drive intelligent modernization and network transformation decisions, LaSalle Solutions' LAMP 4.0 Decision Engine informs clients of critical network product inflection points relating to their Cisco assets. Clients are proactively notified of this significant pricing change and work closely with their LaSalle Operations Team to capture these savings and drive critical ROI for the organization.

Product Alert

Cisco Catalyst WS-C6509 Service Price Increase and End of Service Extension Announced



You have **77** Cisco Catalyst WS-C6509 series switches at **28** locations on **6** contracts. The End of Support date has been extended to 9/30/2015 (SW) and 9/30/2017 (HW).

The new extended support price increase on the Cisco Catalyst® **6500 non-E Chassis** vs. Cisco Catalyst® **6500-E Chassis** creates opportunity for Cisco Account Managers and Service Account Managers to upgrade and modernize many accounts with 6500 non-E Chassis. The LaSalle Team is currently having these conversations with its customers. For example, LaSalle is working with a client who has a quantity of 25 Cisco Catalyst® 6509 non-E Chassis in its environment. With the assumption that most of the line cards are compatible, upgrading the client to qty. 25 new Cisco Catalyst® 6509-E Chassis and SMARTnet provides the customer savings of **\$291,856.35** and **ROI of 57%**. The savings could even be used to purchase and upgrade new 6509-E line cards for the Cisco Catalyst® 6509-E Chassis.

Client SMARTnet (SNT) 24x7x4 Example									
Current EoS	Qty	Description	Begin Date	End Date	Annual List	Term Days	ProRated List	Price	Extended Price
11/30/12	25	WS-C6509 (SNT) SMARTnet 24x7x4	12/1/12	12/31/13	\$30,713.00	395	\$33,237.36	\$27,254.63	\$681,365.80
	Qty	Product	Begin Date	End Date	HW List/Annual List	Term Days	ProRated List	Price	Extended Price
	25	WS-C6509-E- New Chassis Purchase			\$9,500.00			\$5,890.00	\$147,250.00
	25	WS-C6509-E- (SNT) SMARTnet 24x7x4	12/1/12	12/31/13	\$10,920.00	395	\$11,817.53	\$9,690.38	\$242,259.45
									\$389,509.45
									Total Term Savings
									\$291,856.35
									Savings Per Chassis
									\$11,674.25

Conclusion:

Proactively providing actionable data for clients to make intelligent product decisions is one of the driving elements of LAMP 4.0. With LAMP and the LaSalle Operations Team, we can help identify savings and help provide your customers with a meaningful ROI.

For more information:

To learn more about LAMP, visit <http://www.elasalle.com/LAMP> or contact your local representative. To view videos about LAMP, LAMP Scan and other LaSalle Solutions products, please visit <http://www.youtube.com/LaSalleSolutions>.

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