

# YOUR HYBRID "PLUS" SOLUTION TO CISCO MAINTENANCE

## A Solution for Cisco Maintenance

An Alternative to 100% SMARTnet that is Cisco Compliant and Friendly. The result is a reduced cost solution. Executed and delivered properly results in a winning scenario for the End User, the solution provider and Cisco.

### How Is This Winning Solution Delivered?

A Smart Assessment of the entire Cisco Estate resulting in dividing assets into **3 BUCKETS** based on criteria and perceived risk.



#### BUCKET #1 LOW RISK

Traditional TPM these are older edge asset typically EOL & EOSL and end of Software updates. "Set it and forget it" devices.



#### BUCKET #2: MEDIUM RISK

Managed Self Maintained assets with managed up front spares purchased. These are medium risk assets carrying a Cisco lifetime hardware & software warranty which is leveraged.



#### BUCKET #3: HIGH RISK

All assets are put under SMARTnet core devices, newer devices the most at risk.

### Key Questions:

Do I lose access to TAC?

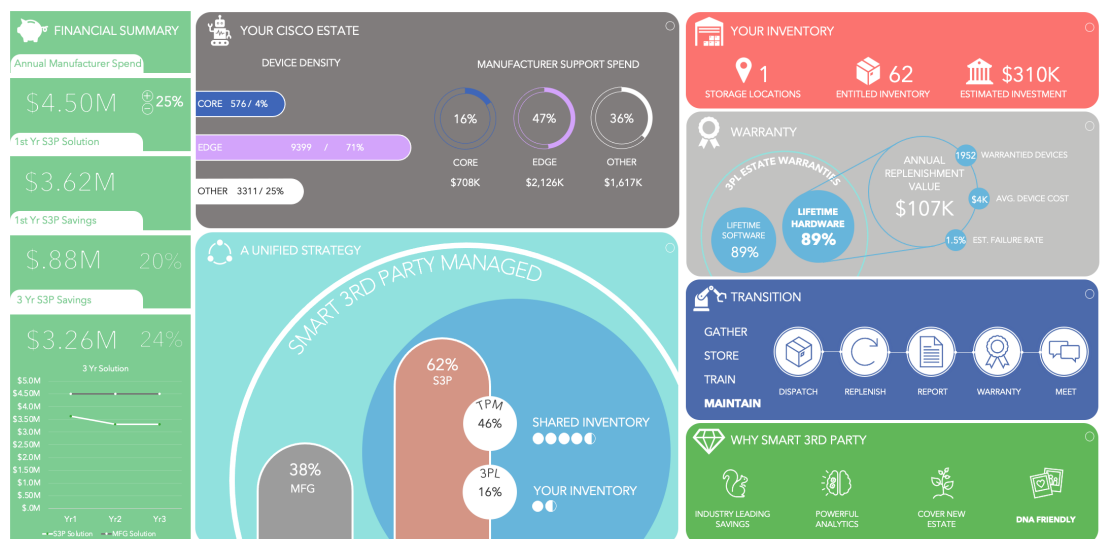
No.

Do I lose access to IOS updates?

No.

What is my risk?

Extremely Low.



Smart 3rd Party Dashboard