

There is no AS IS process today; this is a transformational change.

## Pre-Requisite:

 Sweeps Customers' rules and legal terms are defined in Add to Contract Automation Tool (ACAT)

### **Process:**

- Weekly/Bi-Weekly Auto-Quote creation for uncovered instances based on business rules defined in ACAT.
- Cisco Asset Managers validate and manually convert
  Sweeps quotes into orders for entitlement.

Sweeps Customers' rules and legal terms are partially or not defined in Add to Contract Automation Tool (ACAT)

#### **Process:**

- Partner/Customer provides list of uncovered instances
  OR Cisco Asset Manager pulls list of uncovered instances
- Partners/Cisco Asset Managers create a Sweep quote and submit it for Service Entitlement



# Pre-Requisite:

Sweeps Customers' rules and legal terms are defined in Add to Contract Automation Tool (ACAT)/Asset Management Portal (AMP)

#### **Process:**

Proactive auto-entitlement at Point of Sale (POS) in CCW

### **Benefits:**

- Timely/Immediate auto-entitlement and service coverage based on point of sale data
- Eliminates reactive manual effort

Timelines: Global Availability- September 2018

# Pre-Requisite:

Sweeps Customers' rules and legal terms are defined in ACAT

### **Process:**

 Weekly/Bi-weekly auto entitlement of services based on business rules defined in ACAT (No quote generated)

### **Benefits:**

- No Internal/External manual touch
- Auto-entitlement of all historical customer assets

Sweeps Customer's rules and legal terms are NOT defined in Add to Contract Automation tool (ACAT)

### **Process:**

- Partner/Customer provides list of uncovered instances OR Cisco AM pulls list of uncovered instances (same as AS-IS)
- Partner to raise CPS support case requesting Sweep entitlement
- CPS Performs manual entitlement via CCW-R & informs Partner/Customer (No quote generated)

### **Benefits:**

 Minimize Partner effort with CPS support for Autoentitlement