

Business Profile

Note: All fields within this form must be completed prior to submitting for review.

It is a mandatory requirement that all Channel Partners comply with Cisco's minimum partnership requirements listed within the Indirect Channel Partner Agreement (ICPA). Cisco requires all Partners to grow their business with Cisco's vast portfolio of product and service offerings.

Failure to provide evidence of your sales history with Cisco and/or your business plan/pipeline for future orders along with recognized, tangible supporting evidence (Item #5, below) will result in a rejection of your application to re-register as a Cisco Partner.

Contact Details of individual completing and submitting this form:

Name (First, Last) _____

Cisco account login (Email or CCO ID) _____

Title / Role _____

1. Your Company's information:

a) Company Legal Entity Name: _____

b) Does your company operate under an alternative name? YES _____ NO _____

If yes, please provide the other name(s): Examples - Fictitious Business name (Operating as), Franchise or Business Divisions, Trade name or Assumed Name.

c) Company Physical Address:

▪ Address Line 1: _____

▪ Address Line 2 (Optional): _____

▪ Address Line 3 (Optional): _____

▪ City: _____

▪ State / Province: _____

▪ Postal / ZIP Code: _____

d) Website Address: (www.yyyy.xxx) _____

e) Corporate Email Domain: (@zzz.xxx) _____

f) *Tax ID/VAT (or country equivalent) _____

*Definition: The unique Tax Identification number (TIN) is required for any company in the country you are applying for registration with Cisco. Use and validity of a TIN or geographical or functional equivalent will be accepted. (Examples: Business License Registration Number, Corporate Number, INN, Permanent Account Number, among others) Supporting evidence may be required for submission during review.



2. Preferred Authorized Distributor Information:

- a) Distributor Name: _____
- b) Distributor Account #: _____
- c) Distributor Contact Name: _____
- d) Distributor Contact email address: _____

3. Cisco Representative: If you have been working with a Cisco contact(s), please provide their full name and email address. If you do not have a Cisco contact, please enter "N/A" here: _____

- a) Cisco primary contact name (First, Last): _____
- b) Cisco primary contact email address: (XXX@cisco.com) _____
- c) Additional contact(s) info (Optional. If you need additional space, please attach to this form)
- Cisco 2nd contact name (First, Last): _____
 - Cisco 2nd contact email address: (XXX@cisco.com) _____

4. Have you or do you intend to sell Cisco products and/or services? YES _____ NO _____ If your answer is "No", please describe.

5. If your answer to #4 above is "Yes", please complete all sections below. Provide documentation in support and attach to this form. Note: if exact dates and/or prices cannot be provided, supply estimated dates and/or prices.

- a) Cisco Business Plan: Provide and attach your company's plan for future purchases and / or sales of Cisco Products, Software Licenses and/or Services include supporting documentation projected for the next 12 months:

Check the boxes for the type of supporting documentation attached: (Select all that apply)

- | | |
|--|--|
| <input type="checkbox"/> Purchase Order(s) to the Distributor | <input type="checkbox"/> Distributor Quote(s) |
| <input type="checkbox"/> Purchase Orders Pending - Ready to Go | <input type="checkbox"/> Sales Pipeline / Funnel (12-18 months projection) |
| <input type="checkbox"/> Purchase Orders in Development | <input type="checkbox"/> Deal ID(s) |
| <input type="checkbox"/> Customer Purchase Orders | |

For the supporting documentation you have attached, please complete the table below, with details that are associated with each item.

End Customer Name	Company/ Distributor Purchase	Distributor Acct # (Reseller Account #)	Invoice # / Deal ID	Date of Purchase	Cisco Part Number(s)	Quantity	Net Price in US Dollars

- b) **Cisco Annual Sales Bookings Projections (US\$):** Provide visibility into your Cisco financial targets, annually (select one). This should align with your responses to 5a and 5c. Note: It is expected that partners grow their sales bookings and revenue, year over year, increasing their profitability and customer base.

- ☐ Greater than \$100K per year
- ☐ Greater than \$50K US -> \$100K Per Year
- ☐ Greater than \$25K US -> \$50K Per Year
- ☐ \$10K US - \$25K US -> Per Year

- c) **Cisco Business History** – Provide and attach your company’s list of purchases of Cisco Products, Software Licenses and/or Services for the past 12 months and provide copies of invoices with your purchase details including serial numbers.

- If you have not purchased any Cisco Products and/or Services within the past 12 months, enter “None” here: _____

For the supporting documentation you have attached, please complete the table below, with details that are associated with each item.

End Customer Name	Company/ Distributor Purchased	Distributor Acct # (Reseller Account #)	Invoice # / Deal ID	Date of Purchase	Cisco Part Number(s)	Quantity	Net Price in US Dollars

Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV Amsterdam,
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

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