

Limited-Time Discount Accelerates Transition to 802.11n



Enjoy next-generation performance and scalability for mission-critical wireless.

Cisco is excited to announce a limited-time promotion for next-generation wireless products that will help accelerate the market transition to 802.11n. Cisco wireless partners can receive a promotional discount when purchasing a Cisco® 5500 Series Wireless Controller, Cisco Aironet® 1140 Series Access Points, and Cisco Wireless Control System (WCS) demonstration license. Partners can use these savings as a catalyst to start conversations with customers on the benefits of 802.11n and as a way of increasing the migration to next-generation wireless technologies.

The Cisco Next-Generation Wireless Solution with 802.11n and Cisco M-Drive technology is the fastest-growing and most widely deployed enterprise 802.11n technology in the industry. 802.11n provides the enhanced performance required to optimize application delivery transparently between wired and wireless networks. With Cisco next-generation wireless multimedia applications, such as voice and video, can now perform flawlessly over the wireless network, and clients can conveniently roam with no service interruption. The market transition to 802.11n is well under way, and Cisco is leading this transition with the broadest, most widely deployed 802.11n solutions, including the following:

The [Cisco 5500 Series](#) is a highly scalable and flexible platform that enables systemwide functions for mission-critical wireless in medium-sized to large enterprises and campus environments. Designed for 802.11n performance and maximum scalability, the 5500 Series can support 12, 25, 50, 100 or 250 access points for business-critical wireless services at locations of all sizes. The 5500 Series offers upgrade licenses so that additional access point support and software features can be added as your wireless network evolves. It is the flagship standalone controller in the Cisco Wireless LAN Controller product line,

The [Cisco Aironet 1140 Series](#) is a business-ready, 802.11n access point designed for ease of deployment and energy efficiency. Leading the industry with robust performance and security, the 1140 Series changes the game by offering the full power of 802.11n in a sleek, industrial design with standard 802.3af Power over Ethernet.

[Cisco Wireless Control System](#) (WCS) is the industry-leading platform for wireless LAN planning, configuration, and management. Cisco WCS provides a powerful foundation that allows IT managers to design, control, and monitor enterprise wireless networks from a centralized location, simplifying operations and reducing the total cost of ownership.

Target Segment

Enterprise, commercial

Promotion Timeline

This limited-time offer is available through January 31, 2010.

Theatre

United States and Europe

Note: The two-controller package available globally.

Eligible Products and Quantities

Table 1 lists the limited-time promotional bundles for the 1140 and 5500 Series.

Table 1. Cisco Aironet 1140 and 5500 Series Wireless Controller Limited-Time Promotional Bundles

Products	Description	List Price (USD)	Promotional Discount	Minimum Quantity
AIR-CT12-1140A5	802.11n promotional pack with 1 Wireless Controller 5508-12, 5 AP1142 (A reg domain) and WCS Demo	\$15,725	10%	1
AIR-CT12-1140E5	802.11n promotional pack with 1 Wireless Controller 5508-12, 5 AP1142 (E reg domain) and WCS Demo	\$15,725	10%	1
AIR-CT25-1140A10	802.11n promotional pack with 1 Wireless Controller 5508-25, 10 AP1142 (A reg domain) and WCS Demo	\$26,100	10%	1
AIR-CT25-1140E10	802.11n promotional pack with 1 Wireless Controller 5508-25, 10 AP1142 (E reg domain) and WCS Demo	\$26,100	10%	1
AIR-CT50-1140A20	802.11n promotional pack with 1 Wireless Controller 5508-50, 20 AP1142 (A reg domain) and WCS Demo	\$43,650	10%	1
AIR-CT50-1140E20	802.11n promotional pack with 1 Wireless Controller 5508-50, 20 AP1142 (E reg domain) and WCS Demo	\$43,650	10%	1
AIR-CT100-1140A30	802.11n promotional pack with 1 Wireless Controller 5508-100, 30 AP1142 (A reg domain) and WCS Demo	\$71,050	10%	1
AIR-CT100-1140E30	802.11n promotional pack with 1 Wireless Controller 5508-100, 30 AP1142 (E reg domain) and WCS Demo	\$71,050	10%	1
AIR-CT5508-250-2PK	Promotional pack of two Wireless Controller 5508-250; no APs or WCS included	\$169,190	10%	1

Ordering Rules

The terms and conditions for this promotional discount include the following. The partner must abide by the rules of the program as defined and outlined here:

1. The incremental discount is built into the list price of the bundles. No promotion code is needed.
2. The discount is available when ordering directly from Cisco or when ordering through a Cisco Authorized Distributor.
3. Financing options such as leasing or extra 60-day flooring may be available under this promotion.
4. Cisco reserves the right to change any aspect of this promotion at any time.
5. Cisco SMARTnet[®] is not included in this discount structure.

Related Resources

Sales in Motion Kit—Migrate

- Obtain all of the information you need to build a migration practice and sell 802.11n technology to your customers: <http://www.cisco.com/web/partners/sell/technology/wireless/migrate.html>

Campaign Builder

- Customize direct mail and email assets to promote this offer to your customers: <http://www.cisco.com/go/campaignbuilder>

Go to “Campaigns by Category,” select “Wireless/Mobility,” and then select “Campaigns, then “Next Generation Wireless.”

Products

- [Cisco Aironet 1140 Series Access Point](#)
- [Cisco 5500 Series Wireless Controllers](#)
- [Cisco Wireless Control System](#)

Solutions

- [Cisco Next-Generation Wireless](#): The 802.11n standard offers several advantages over previous wireless LAN technologies. The most notable advantages are greater throughput for bandwidth-intensive applications and improved reliability for mission-critical networks.
- [Cisco Unified Wireless Network](#): The Cisco Unified Wireless Network is the only unified wired and wireless solution to cost-effectively address the WLAN security, deployment, management, and control issues that your company faces.
- [Cisco Capital](#)SM: Find out how your customers can acquire Cisco solutions today and make no payments for up to 12 months.

White Papers

- [802.11n: The Next Generation of Wireless Performance](#)
- [The Next Generation of Wireless: 802.11n for the Business](#)
- [Lowering Wireless TCO with Cisco Motion](#)
- [Overview to the Cisco Mobility Services Architecture](#)
- [Redefining Mobile Applications: Mobility Services and the Unified Network](#)

Brochures

- [Deploying 802.11n for Bandwidth-Intensive Applications](#)
- [Deploying 802.11n for Environments with Mixed Client Devices](#)
- [Deploying 802.11n for Multimedia-Ready Networks](#)
- [Deploying 802.11n in Demanding RF Environments](#)

Deployment Guide

- [Cisco 802.11n Design and Deployment Guidelines](#)

Presentations

- [802.11n Technical Overview Presentation](#)
- [Deliver Better Performance and Scalability](#)
Watch this video to see how the Cisco 5500 Series Wireless Controller enhances mobility.
- [Enjoy Secure, Cost-Effective Wireless Teleworking](#)
See how you can empower your mobile workforce with Cisco OfficeExtend wireless teleworking.
- [Put Your Business in Motion](#)
Learn about Cisco Mobility Solutions, and discover how high-performance wireless is transforming business.



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