

Cisco Business Edition 6000 Version 11.0

Ordering Guide

October 2015

This document is updated frequently. Ensure that you are using the latest version from:

<http://www.cisco.com/go/be6000> - Sales Resources

For questions and comments please use [Cisco Business Edition 6000 support community](http://www.cisco.com/go/be6ksupport) (<http://www.cisco.com/go/be6ksupport>)

Contents

1. Introduction	3
1.1 Purpose, Audience, and Scope.....	3
1.2 Ordering and Quoting Tools	3
1.3 End-of-Sale and Product Code Change Bulletins	3
2. Cisco Business Edition 6000	4
2.1 Cisco Business Edition 6000 Version 11.0 Highlights.....	4
2.2 Unified Communications Licensing Overview	5
3. Cisco Service and Support	7
3.1 Product Support Services	7
3.2 Product Warranty	8
3.3 Cisco Software Support Service	8
4. Ordering Cisco BE6000 Solutions	9
4.1 Ordering New Systems	9
4.2 Ordering Upgrades and Migrations	10
4.3 Ordering Workflow for New Systems	11
4.4 Optional BE6000 Licenses and Offers	14
4.5 Additional Features and Applications	18
4.6 BE6000S-Specific Options.....	20
4.7 Ordering Examples: New Systems	22
4.8 BE6000 License Feature and Software Upgrades	24
4.9 Ordering Example: License Feature Upgrade.....	26
4.10 Ordering Example: Software Version Upgrade	27
4.11 Migration to Cisco Business Edition 6000 and User Licensing	27
4.12 Ordering Examples: Migration.....	29
5. Cisco Capital Financing	30
5.1 Removing Sales Barriers	30

1. Introduction

1.1 Purpose, Audience, and Scope

This document describes the pricing and packaging structure and ordering for Cisco® Business Edition 6000 (BE6000) Version 11.0.

Before proceeding, please ensure that you are using the latest version of this guide from the following link:

<http://www.cisco.com/c/en/us/products/unified-communications/business-edition-6000/sales-resources-listing.html>.

Audience: This guide is for Cisco Systems field and Cisco Specialized Partners.

Scope: This guide describes a simple, common process for ordering BE6000 solutions directly from Cisco, or through a Cisco distributor, reducing cost of entry for small deployments and minimizing lead time.

For more detailed information on the Cisco BE6000 solution, go to <http://www.cisco.com/go/be6000>.

1.2 Ordering and Quoting Tools

Cisco Quick Pricing Tool (QPT) is an installable application that may be used to generate quotes for Cisco small and medium-sized business solutions including the BE6000. QPT is a requirements-led tool that allows informal quotes to be built quickly and easily. Configurations built using QPT may be imported into Cisco Commerce Workspace. To request access, please visit <http://www.cisco.com/go/qpt>.

Cisco Collaboration Virtual Machine Placement Tool (VMPT) is the online tool (<http://www.cisco.com/go/vmpt>) to simplify planning and visualizing a deployment of virtualized Collaboration applications on platforms such as the BE6000. VMPT can accept information exported from Collaboration Sizing Tool (<tools.cisco.com/cucst>) to further accelerate the design process.

Cisco Commerce Workspace (CCW) is the online tool (<http://www.cisco.com/go/ccw>) for creating, managing, and sharing Cisco product estimates and orders. You also can manage promotion registrations using CCW.

Note: When generating quotes and estimates using CCW, you can tailor the output to include or hide zero-cost, automatically expanded part codes.

Cisco Support Contract Center (SCC) is the online tool for pricing, managing, and renewing service contracts and subscriptions for Cisco products. Visit <http://www.cisco.com/go/csc> for more details and access to the tool.

Partner Central provides tools and resources to help position and sell the BE6000. Detailed information about offerings such as Not for Resale (NFR) and financing from Cisco Capital® is also available at Partner Central: <http://www.cisco.com/web/partners>.

1.3 End-of-Sale and Product Code Change Bulletins

Before starting a quote, please check end-of-sale announcements related to BE6000 at the following website:

http://www.cisco.com/en/US/products/ps11369/prod_eol_notices_list.html.

Some product codes used in earlier BE6000 versions have now been announced end-of-sale. If you have ordered the BE6000 in the past, please ensure that you understand and use the current process detailed in this document.

2. Cisco Business Edition 6000

Cisco Business Edition 6000 (BE6000) is a family of packaged collaboration platforms designed for organizations with up to 1000 employees. The solution offers premium voice, video, mobility, messaging, presence, and contact center features on a single virtualized platform. These core communication capabilities allow medium-sized businesses to benefit from rich collaboration tools that improve efficiency and productivity.

2.1 Cisco Business Edition 6000 Version 11.0 Highlights Server Hardware and Licensing

- Cisco Unified Workspace Licensing (UWL) has now been updated to the latest offer. Licenses no longer include WebEx cloud services. Professional licenses now include licensing for Personal Multiparty on-premise video conferencing.
- New BE6000 license starter bundles have been created with 35 users included at the same price as the existing 25 user starter bundles. **Note:** The 25 user starter bundles will remain available for a limited period.
- BE6000 fixed-configuration servers now align on a common naming convention. BE6000MD has become **BE6000M** and BE6000HD has become **BE6000H**.
- Servers ship with preinstalled virtualization software and a Cisco UC Virtualization Hypervisor license.
- Rack Server Options.
 - Servers are available with either export restricted or export unrestricted software.
 - Version 10 or 11 user licensing is available through electronic delivery using a single top-level product code. Version 9 solutions will remain available until they reach end of sale later in 2015, after which it will be possible to purchase only add-on licenses for these older systems.
 - VCS-C video gateway licenses are now available as an option through the licensing top-level product code.
- Appliance Options.
 - BE6000S solutions are now available with either export restricted, or export unrestricted software options.
 - Version 9 applications are not available for the BE6000S.
- BE6000 licenses may be purchased only for use with BE6000 hardware products. Purchase of BE6000 licensing for use with any other platform is expressly forbidden.

Ease of Installation and Provisioning

- Cisco Unified Communications Virtualization Hypervisor and license are preinstalled on the server.
- Cisco Unified Communications Software Suite is preloaded on the Hypervisor data store. Select applications are now preinstalled and preconfigured to further simplify installation. Full details of software loads are available at: <http://www.cisco.com/c/en/us/support/unified-communications/business-edition-6000/products-release-notes-list.html>.

Promotional Offers

- All Business Edition 6000 solutions are eligible for discount through the Collaborate Now promotion. For more information see: http://www.cisco.com/web/partners/incentives_and_promotions/ccnp.html.
- Cisco Unified Contact Center Express promotional bundles are available when ordering BE6000 License Starter Bundles. For more information see: http://www.cisco.com/web/partners/sell/promotions/cucce_bundle.html.
- Promotional Cisco WebEx Meeting Center pricing is remains available for new and existing BE6000 customers.
- Cisco TelePresence® customers may migrate their VCS licenses to the BE6000 at no cost. (Ongoing support costs apply)
- Customers that have legacy or third-party H.323- or SIP-based video conferencing solutions can take advantage of the Cisco Telepresence Video Communication Server (VCS-C) gateway bundle, which is now available as an option when ordering BE6000 License Starter Bundles.

2.2 Unified Communications Licensing Overview

Cisco User Licensing

From Cisco Unified Communications Release 9.0, applications are licensed from the perspective of an end user. This model is distinct from earlier releases, where features were licensed by device. The following sections introduce the two available licensing types: User Connect Licensing and Unified Workspace Licensing, which may be mixed within a system deployment as required.

Cisco User Connect Licensing

User Connect Licensing (UCL) allows most Cisco Unified Communications products to be licensed on a per-user basis. With UCL, all client and server software, right-to-use (RTU) fees, port licenses, etc. are covered by the per-user license, simplifying the ordering and deployment process.

UCL is available with the following licenses (summarized in [Table 1](#)):

- **Essential UCL:** This license enables use of an analog-telephone-adaptor (ATA) port or simple IP phone for shared working areas. Instant messaging and presence features are also included where devices are assigned to a specific user.
- **Basic UCL:** This license is suitable for desk-based users who require a voice-centric communications solution using an entry-level IP phone. It includes voice, instant messaging, and presence features.
- **Enhanced UCL:** This license offers a richer collaborative experience for either desk-based or mobile users who require a single device. It includes voice, video, instant messaging, and presence features that may be enabled for mobile and remote access using Cisco Expressway.
- **Enhanced Plus UCL:** This license offers a richer collaborative experience for desk-based and mobile users who require two devices. It includes voice, video, instant messaging, and presence features that may be enabled for mobile and remote access using Cisco Expressway.
- **Cisco TelePresence Room:** This license enables any Cisco room-based telepresence system. Supported systems are also enabled for remote access using Cisco Expressway.
- **Voice Messaging (voicemail):** Enables voice messaging features for one user with Cisco Unity® Connection Basic licensing, which includes advanced message access options (Internet Message Access Protocol [IMAP], unified messaging, phone, and web).

Note: MGCP controlled or Cisco IOS® Software voice gateway ports do not require a user license.

Cisco Unified Workspace Licensing

Unified Workspace Licensing (UWL) offers an easy and affordable way to procure and deploy a broad range of Cisco Unified Communications applications and services using per-user licensing.

UWL is available in two editions (summarized in [Table 1](#)):

- **Standard Edition (UWL-Std):** This license offers a rich collaborative experience for desk-based and mobile users who require multiple devices. It includes voice, video, voice messaging, instant messaging, and presence features that may also be enabled for mobile and remote access using Cisco Expressway.
- **Professional Edition (UWL-Pro):** This license offers a comprehensive collaborative experience for users. In addition to the benefits of UWL Standard Edition, each license includes the following:
 - Personal Multiparty Named Host license.
 - Perpetual on-premises Cisco WebEx Meetings Server license.
 - One Cisco Unified Contact Center Express Standard Agent license for every 25 UWL-Pro users.
 - One Cisco Unified Communications Manager Session Manager Edition (SME) session license for every 5 UWL-Pro users.
- When purchased with the BE6000, initial UWL-Pro orders are subject to a minimum order of 25 licenses.

For more details about Cisco UWL, please visit: <http://www.cisco.com/go/cuwl>.

For more details about Pervasive Video Conferencing and Personal Multiparty Licensing, please visit: <http://www.cisco.com/c/en/us/products/conferencing/technology.html>.

[Table 1](#) and [Figure 1](#) compare Cisco Unified Communications Version 11 license types to help determine which is most suitable for any set of requirements. [Table 1](#) illustrates the features that are enabled by each license type. [Figure 1](#) illustrates the minimum license type required for each Cisco device or client.

Table 1. Cisco Business Edition 6000 Version 11 Licensing

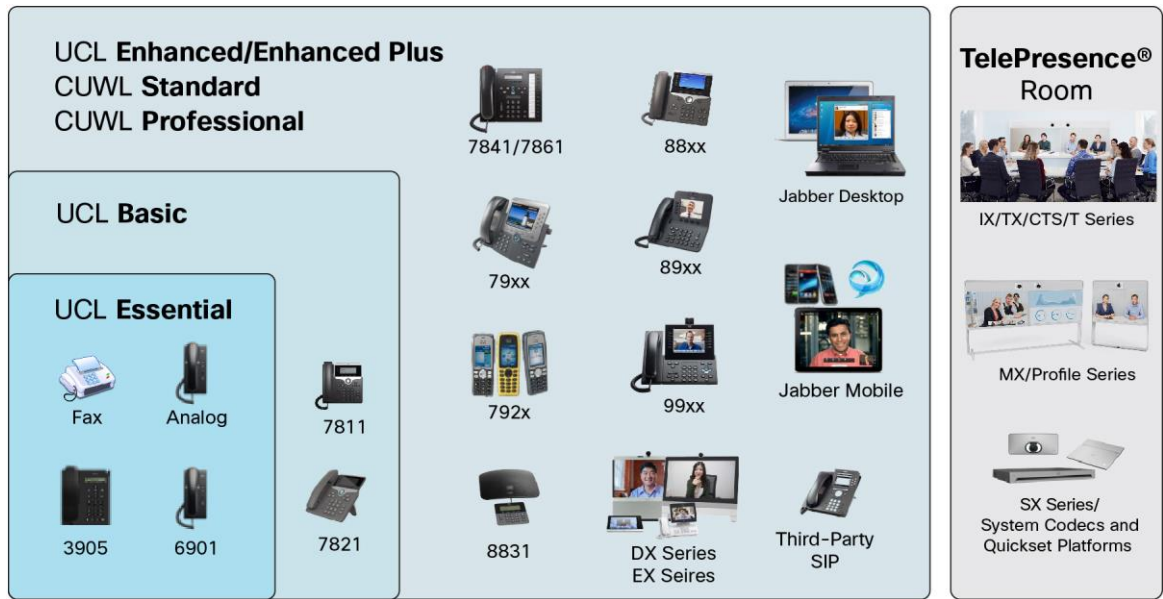
License	Cisco UCL Essential	Cisco UCL Basic	Cisco UCL Enhanced	Cisco UCL Enhanced Plus	Cisco UWL Standard	Cisco UWL Professional
Price	\$40	\$125	\$210	\$295	\$325	\$500
User profiles	1	1	1	1	1	1
Number of devices	1	1	1	2	10	10
IM and presence*	✓	✓	✓	✓	✓	✓
Cisco Jabber® voice/video client	-	-	✓	✓	✓	✓
Video calling**	-	-	✓	✓	✓	✓
Cisco Expressway Remote Access**	-	-	✓	✓	✓	✓
Voice messaging	●	●	●	●	✓	✓
Personal Multiparty	●	●	●	●	●	✓
Cisco Prime™ Collaboration Provisioning	✓	✓	✓	✓	✓	✓

Legend: ✓ Included ● Optional - Not Applicable

* Using the Unified Communications Manager IM and Presence Service on the BE6000 server.

** Where supported by device or client.

Figure 1. User Licensing Device Support



License Control Mechanisms

The BE6000 includes a number of license control mechanisms that should be considered when ordering:

- **Single fulfillment.** New user licenses are delivered through a single fulfillment Product Activation Key (PAK) for each order. All licenses in a single fulfillment PAK must be fulfilled at the same time for use with one system.
- **Partial fulfillment.** Software version or feature upgrade licenses are delivered in a separate PAK, which allows partial fulfillment; for example, a subset of licenses from the same PAK may be activated at different times, for different systems if necessary. When upgrading licenses from Version 9 or to a higher feature entitlement, original licenses must already be installed to allow fulfillment of migration licenses.
- **Starter pack enforcement.** Each BE6000 solution is entitled to one license starter pack. Beginning with Version 10, it is possible to deploy only one license starter pack per system license manager.

Note: When ordering license starter packs, ensure that the target system does not already have a starter pack installed. If it does, none of the licenses delivered in the same single fulfillment PAK will be eligible for use with that system.

3. Cisco Service and Support

3.1 Product Support Services

[Table 2](#) describes the services available for the BE6000 Server and the applications it supports.

Table 2. Cisco Business Edition 6000 Service Descriptions

Service	Description
Cisco Smart Net Total Care™ (hardware support)	<ul style="list-style-type: none"> • Rapid problem resolution with 24-hour global access to the Cisco Technical Assistance Center (TAC) • Registered access to Cisco.com for powerful online troubleshooting tools and support information (Cisco TAC Case Collection, Software Bug Toolkit, and Product Alert Tool) • Next-business-day advance hardware replacement (Additional replacement service levels, some as fast as 2 hours, are also available. Use the Service Availability Matrix tools.cisco.com/apicd/sam to check regional availability) • Proactive Smart Call Home capability alerts customers and Cisco TAC to potential problems before they occur • For more information: http://www.cisco.com/go/smartnet

Service	Description
Cisco Software Support Service (SWSS) for Cisco collaboration and Cisco Prime products	<ul style="list-style-type: none"> • Rapid problem resolution with 24-hour global access to the Cisco Technical Assistance Center (TAC) • Registered access to Cisco.com for powerful online troubleshooting tools and support information (Cisco TAC Case Collection, Software Bug Toolkit, and Product Alert Tool) • Proactive Smart Call Home capability alerts customers and Cisco TAC to potential problems before they occur Ongoing software updates and major software version upgrades within the licensed feature set • For more information: http://www.cisco.com/go/swss

3.2 Product Warranty

BE6000 products are sold as part of the Cisco Collaboration portfolio and as such are subject to Cisco Basic Warranty Terms. In particular, BE6000 hardware is subject to the Cisco 90-Day Limited Hardware Warranty. Extended warranty terms that apply to some Cisco Unified Computing System™ (Cisco UCS®) products do not apply. For further details, refer to: <http://www.cisco.com/go/warranty>.

3.3 Cisco Software Support Service

Cisco Software Support Service (SWSS) simplifies the process of obtaining technical support for Cisco Collaboration and Cisco Prime software products by unifying earlier Essential Operate Service (ESW) and Unified Communications Support Service (UCSS) into a single service level. Therefore, services, which fall under the Cisco Services Partner Program (SPP), are available through a common price list, using consistent partner programs, promotions, discounting, and rebates.

Customers with existing ESW and UCSS contracts will be transitioned to SWSS at the time of renewal.

A minimum of one year SWSS cover is required for each new or migration license purchased for a BE6000 solution. When configuring your order, Cisco Commerce Workplace will automatically attach SWSS for all applicable products. You will be able to adjust the contract term from between 12 and 60 months to suit your customer's needs. When adding new licenses to an existing system with a running support contract, you will be able to select a term from between 1 and 60 months to allow cotermination with the existing contract.

When renewing cover for an existing solution, Cisco Support Contract Center (Cisco SCC) should be used to quote and manage services. Cisco SCC also allows the purchase of prorated contract terms for new components to ensure the convenient co-termination of cover for the entire solution.

Note: When upgrading licenses to a new feature entitlement, existing support and subscriptions will remain valid until the end of their term. At renewal, support should be purchased for the upgraded entitlement.

Note: SWSS for BE6000 Unified Communications User Licenses provides support and upgrades for the following applications:

- Cisco Unified Communications Manager
- Cisco Instant Messaging and Presence Server
- Cisco Unity Connection
- Cisco Expressway-C and Expressway-E
- Cisco Jabber desktop and mobile clients
- Cisco Prime Collaboration Provisioning Standard Edition
- Cisco Prime Collaboration Assurance Standard Edition
- Cisco Paging Server Basic Edition

In addition, SWSS for UWL-Pro licenses provides support and upgrades for the following included applications:

- Cisco TelePresence Conductor (when used for Personal Multiparty licenses)
- Cisco TelePresence Server (when used for Personal Multiparty licenses)
- Cisco Unified Contact Center Express Standard Edition
- Cisco WebEx Meetings Server
- Cisco Unified Communications Manager Session Manager Session Management Edition

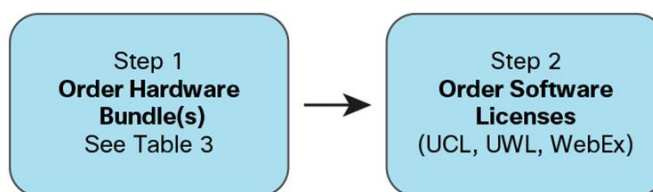
Note: To ensure entitlement to support and upgrades, SWSS must be purchased for any additional licenses purchased for use with these applications.

4. Ordering Cisco BE6000 Solutions

4.1 Ordering New Systems

The BE6000 is orderable using a consistent two-step process ([Figure 2](#)):

Figure 2. Ordering a New Cisco Business Edition 6000 System



Step 1. Order hardware bundle(s)

Each BE6000 order consists of one or more hardware bundles, as described in the following sections. Bundles have no configurable options other than power cable type, allowing distributors to hold stock for immediate delivery. Cisco Smart Net Total Care hardware service is available to support BE6000 servers.

BE6000S Appliance Bundle:

- Solutions up to 150 users
- Cisco 2921V Integrated Services Router (ISR), including 32 channel packet voice DSPs
- 10 Cisco Unified Border Element (CUBE) session licenses
- PSTN interface module (Primary Rate ISDN, Basic Rate ISDN, or analog)
- Cisco UCS E160D blade server supporting up to 4 collaboration applications and a provisioning application.

BE6000 Rack-Server Bundle:

- Solutions up to 1000 users
- Cisco UCS C220 rack server, available in medium (BE6000M) or high-density (BE6000H) configurations that support up to 4 or 8 collaboration applications and a provisioning application, respectively
- Rack-server bundles do not include voice gateway functions. A Cisco ISR voice gateway should be purchased separately if required

Product Preparation

All BE6000 hardware platforms are delivered with hard disks formatted and initialized for RAID redundancy and Cisco Unified Communications Virtualization Hypervisor Software and license preinstalled.

To facilitate more efficient installation, all BE6000 products include a preloaded software suite with some applications preinstalled and even preconfigured ready to use. Refer to the software preload summaries for details of included and installed products for each server model:

<http://www.cisco.com/c/en/us/support/unified-communications/business-edition-6000/products-release-notes-list.html>.

Note: Physical software distribution media (DVDs) are not shipped with the server.

Step 2. Order software licenses.

The following licenses for the BE6000 are available for order with electronic delivery using the top-level product code R-CBE6K-K9:

- **Software License Starter Bundle:** This bundle adds the first 35 Unified Communications user licenses of a deployment at a discounted rate. Each BE6000 system may include only one License Starter Bundle.
- **Add-on user licenses:** Additional Unified Communications user licenses may be ordered to supplement the License Starter Bundle.
- **Additional applications:** Purchase of Unified Communications user licensing entitles the configuration and use of Cisco Expressway for mobile and remote-access solutions. Additional Expressway licensing may be purchased to enable business-to-business calling and interworking with Microsoft Lync installations or Cisco Jabber Guest for customer collaboration solutions. Purchase of a BE6000 also includes entitlement to promotional offers and pricing for Cisco WebEx Meeting Center, VCS-C gateway bundle, Cisco TelePresence Content Server and Cisco Unified Contact Center Express. See Section [4.4](#) for further details.

Cisco Software Support Service (SWSS) must be purchased for a minimum of 12 months for all licenses used by the system.

4.2 Ordering Upgrades and Migrations

The BE6000 ordering process may also be used to upgrade existing licenses, or migrate from an older system to any BE6000 solution. When upgrading, migrating, or just adding additional user licenses, the R-CBE6K-K9 product code may be used with or without ordering license starter bundles, promotional bundles, or servers.

- License feature upgrades: Upgrade UCL to a more advanced entitlement or to UWL.
- License version upgrades: Upgrade BE6000 systems without an active software support contract to a newer version.
- Software and solution migration: Permit the cost-effective upgrade from other Cisco Unified Communications Solutions to the BE6000 (See Section [4.11](#)).

Virtualization software version upgrades are available with a valid Smart Net Total Care support contract for Business Edition Servers. Upgrade to a higher entitlement virtualization license is possible with the purchase of a different license edition or OEM option.

4.3 Ordering Workflow for New Systems

The following steps detail the BE6000 ordering procedure for new systems and the options available at each step.

Step 1. Order BE6000 hardware bundle(s).

Use the product codes in [Table 3](#) to order the required number and type of servers for the deployment. Make sure that the correct power cable type and service level is specified in each case.

Table 3. Cisco Business Edition 6000 Hardware Bundles

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1 yr)
BE6000S Appliance Models				
BE6S-PRI-M2-K9	Cisco BE6000S (1xPRI, 10xCUBE), Export Restricted SW	\$10,800	CON-SNT-B6SPRIM2	\$550
BE6S-BRI-M2-K9	Cisco BE6000S (4xBRI, 10xCUBE), Export Restricted SW	\$10,800	CON-SNT-B6SBRIM2	\$550
BE6S-FXO-M2-K9	Cisco BE6000S (4xFXO, 10xCUBE), Export Restricted SW	\$10,800	CON-SNT-B6SFXOM2	\$550
BE6S-PRI-M2-XU	Cisco BE6000S (1xPRI, 10xCUBE), Export Unrestricted SW	\$10,800	CON-SNT-BE6SPRIX	\$550
BE6S-BRI-M2-XU	Cisco BE6000S (4xBRI, 10xCUBE), Export Unrestricted SW	\$10,800	CON-SNT-BE6SBRIX	\$550
BE6S-FXO-M2-XU	Cisco BE6000S (4xFXO, 10xCUBE), Export Unrestricted SW	\$10,800	CON-SNT-BE6SFXOX	\$550
BE6000M and BE6000H Server Models				
BE6M-M4-K9=	Cisco Business Edition 6000M Server, Export Restricted SW	\$9,400	CON-SNT-BE6MM4K9	\$315
BE6M-M4-XU=	Cisco Business Edition 6000M Server, Export Unrestricted SW	\$9,400	CON-SNT-BE6MM4XU	\$315
BE6H-M4-K9=	Cisco Business Edition 6000H Server, Export Restricted SW	\$20,800	CON-SNT-BE6HM4K9	\$315
BE6H-M4-XU=	Cisco Business Edition 6000H Server, Export Unrestricted SW	\$20,800	CON-SNT-BE6HM4XU	\$315

Note: Product codes that include “-XU” contain a **limited** software set that does not permit the encryption of voice or signaling traffic, permitting them to be sold in restricted export countries as defined by the U.S. Export Administration Regulations. Order these options **only** if export restrictions apply in your region. For more information, please visit: http://www.cisco.com/web/about/doing_business/legal/global_export_trade/general_export/contract_compliance.html. For all other regions, order a “K9” product option. If XU software is installed, it cannot be upgraded to the K9 version without a complete reinstallation.

Note: For deployments that require high availability, order two or more server bundles for application redundancy.

Note: Pricing for Cisco Smart Net Total Care support with 8 x 5 x next-business-day (NBD) service level is illustrated. Additional service levels are available in selected regions.

If a secondary power supply is required for BE6000M servers, order the appropriate product code given in [Table 4](#) and a suitable power cable as separate line items. To select the correct product code for the power cable, use the same item selected as an option for the server bundle followed by an equals (=) character. For example, if selecting a North American cable, add quantity 1 of product code CAB-9K12A-NA=.

Note: All other rack servers are supplied with two power supplies and cables as standard.

Table 4. Cisco Business Edition 6000M Secondary Power Supply

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
UCSC-PSU1-770W=	770W Power Supply for C-Series M4 Rack Servers	\$699	Not Applicable	-

Step 2. Add product support services.

Choose Cisco branded Smart Net Total Care support with the required service level, or an equivalent partner branded product for hardware bundles.

Step 3. Create software license order.

The BE6000 software licenses may be ordered using the top-level e-delivery product code detailed in [Table 5](#). Each order should include only one top-level license product that includes all required licensing. Do not order multiple licenses by adding multiple top-level part numbers containing partial or individual licenses.

Table 5. E-Delivery Software License Top-Level SKU

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
R-CBE6K-K9	Cisco Business Edition 6000 - Electronic software & license delivery top level	\$0	CON-ECMU-RCBE6KK	\$0

Step 4. Select the required system software version from [Table 6](#).

The software version selected will determine which license versions are issued and which applications will be made available for download through Cisco electronic Software Delivery (eSD). Ensure that the correct software type is selected for the hardware model chosen in [Step 1](#).

Table 6. Order Required Software Version

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
BE6000S Model Software Options				
BE6S-SW-10.X	Business Edition 6000S v10 export restricted software	\$0	Not applicable	-
BE6S-SW-10.X-XU	Business Edition 6000S v10 export unrestricted software	\$0	Not applicable	-
BE6S-SW-11.0	Business Edition 6000S v11 export restricted software	\$0	Not applicable	-
BE6S-SW-11.0-XU	Business Edition 6000S v11 export unrestricted software	\$0	Not applicable	-
BE6000M and BE6000H Model Software Options				
BE6K-SW-9.X	Business Edition 6000 v9 export unrestricted software	\$0	Not applicable	-
BE6K-SW-9.X-XU	Business Edition 6000 v9 export unrestricted software	\$0	Not applicable	-
BE6K-SW-10.X	Business Edition 6000 v10 export restricted software	\$0	Not applicable	-
BE6K-SW-10.X-XU	Business Edition 6000 v10 export unrestricted software	\$0	Not applicable	-
BE6K-SW-11.0	Business Edition 6000 v11 export restricted software	\$0	Not applicable	-
BE6K-SW-11.0-XU	Business Edition 6000 v11 export unrestricted software	\$0	Not applicable	-

Note: Product codes including “-XU” contain a **limited** software set that does not permit the encryption of voice or signaling traffic, permitting them to be sold in restricted export countries as defined by the U.S. Export Administration Regulations. Order these servers **only** if restrictions apply in your region. For more information, please visit:

http://www.cisco.com/web/about/doing_business/legal/global_export_trade/general_export/contract_compliance.html. For all other regions, order a “K9” product option. If XU software is installed, it **cannot** be upgraded to the K9 version without a complete reinstallation.

Step 5. Choose a Software License Starter Bundle.

The BE6000 License Starter Bundles detailed in [Table 7](#) provide the first 35 unified communications user licenses at a discounted rate. Only one License Starter Bundle may be selected and installed per BE6000 Cisco Unified Communications Manager deployment. Purchase of a Starter Bundle is optional.

Table 7. Software License Starter Bundles

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product ¹	Support Price (USD) (user/yr)
BE6K-START-UCL35	Cisco Business Edition 6000 - user license starter bundle with 35 Enhanced UCL and 35 basic voicemail licenses	\$500	CON-ECMU-UCMENHUC CON-ECMU-UCN10XVM	\$25 \$9
BE6K-START-UWL35	Cisco Business Edition 6000 - user license starter bundle with 35 UWL BE licenses	\$1,000	CON-ECMU-UCMUWLST	\$39
BE6K-START-PRO35	Cisco Business Edition 6000 - user license starter bundle with 35 UWL Pro licenses	\$5,375	CON-ECMU-UCM10XUL	\$60

¹ Cisco SWSS service part numbers for version 11 licenses illustrated. Part numbers for other license versions may differ.

Note: Support prices illustrated in [Table 7](#) are per-user. 35 of each should be ordered with a Starter Bundle.

Note: Original 25 user starter bundles will remain available, at the same price, for a limited period.

Step 6. Add additional user licenses.

To enable more users beyond those included in the License Starter Bundle, select from the options in [Table 8](#) to meet the total requirement.

Table 8. Ordering Cisco Business Edition 6000 User Licenses

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (user/yr)
BE6K-UCL-ESS	Cisco BE6000 - Essential User Connect License	\$40	CON-ECMU-UCMESSUC	\$5
BE6K-UCL-BAS	Cisco BE6000 - Basic User Connect License	\$125	CON-ECMU-UCMUCBAS	\$15
BE6K-UCL-ENH	Cisco BE6000 - Enhanced User Connect License	\$210	CON-ECMU-UCMENHUC	\$24
BE6K-UCL-ENHP	Cisco BE6000 - Enhanced Plus User Connect License	\$295	CON-ECMU-UCMUCENH	\$35
BE6K-UCL-VM	Cisco BE6000 - Basic Voicemail/Unified Messaging User Connect License	\$75	CON-ECMU-UCN10XVM	\$9
BE6K-UCL-TP-RM	Cisco BE6000 - TelePresence Room System User Connect License	\$650	CON-ECMU-UCMUCLTP	\$78
BE6K-UWL-STD	Cisco BE6000 - Workspace License Standard	\$325	CON-ECMU-UCMUWLST	\$39
BE6K-UWL-PRO	Cisco BE6000 - Workspace License Professional [See Note below]	\$500	CON-ECMU-UCM10XUL	\$60
JABBER-IM-ADDON	Cisco Jabber for Everyone Additional IM Users	\$0	Not Applicable	-

Note: Indicate the initial order of UWL-Pro licenses for a system by selecting the **FIRST-PRO** option. Initial orders are subject to a minimum order of 25 licenses and include base Personal Multiparty Conferencing and Contact Center Express server licenses. There is no minimum requirement for subsequent UWL-Pro orders, but these **will not** include these base licenses.

If you choose to deploy instant messaging and presence on-premises, all UCL and UWL user licenses automatically include entitlement to use these features. Instant messaging and presence features are also available at no cost for other users who may not require telephony services. In this case, order the required number of Cisco Jabber instant messaging add-on RTU licenses.

A BE6000 deployment may include any combination of UCL, UWL, and Cisco Jabber add-on licenses. A total of 150 licenses may be purchased for solutions based on the BE6000S, while a total of 1000 licenses may be purchased for solutions based on the BE6000M or BE6000H. When purchasing licenses that allow the use of multiple devices, note the following device limits for each platform: BE6000S 300 devices, BE6000M 1200 devices, BE6000H 2500 devices.

Step 7. Order Cisco Jabber and Unified Communications Client Application Right To Use (RTU) Licenses.

All client applications are now available free of charge with UCL Enhanced, UCL Enhanced Plus, and UWL licenses. Select the type and quantity of required clients from [Table 9](#) to ensure that the correct RTU licenses are provided.

Cisco Jabber for Android is available for download only from Google Play. Cisco Jabber for iPhone is available only from the Apple iTunes App Store. Other client applications may be downloaded from <http://www.cisco.com/go/software>.

Table 9. Cisco Jabber and Client Application Options

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
CUCILYNC-CLNT-UWL	Cisco Unified Communicator Integration for Lync	\$0	Not applicable	-
IPC8-CLIENT-UWL	Cisco IP Communicator 8.x	\$0	Not applicable	-
JABBER-DESKTOP	Cisco Jabber for Desktop for PC and Mac	\$0	Not applicable	-
JABBER-TABLET	Cisco Jabber for iPad and Android Tablet	\$0	Not applicable	-
JAB-ADR-CLNT-UWL	Cisco Jabber for Android	\$0	Not applicable	-
JAB-IPH-CLNT-UWL	Cisco Jabber for iPhone	\$0	Not applicable	-
JABBER-SDK	Cisco Jabber Software Development Kit	\$0	Not applicable	-
VXME-LINUX-UWL	Cisco VXME for Linux	\$0	Not applicable	-
VXME-WINDOWS-UWL	Cisco VXME for Windows	\$0	Not applicable	-

Step 8. Add product support services.

Cisco branded Software Support Services (SWSS), or an equivalent partner branded product, must be added for all application user licenses.

4.4 Optional BE6000 Licenses and Offers

This section describes additional licenses and offers that can be ordered with a BE6000 solution through the R-CBE6K-K9 product code. As some applications are not certified for installation on all BE6000 models, compatibility is indicated in each case.

Enable Mobile and Remote Access, Cisco Jabber Guest, and Lync Interworking with Cisco Expressway

Supported Models	BE6000S	No	BE6000M	Yes	BE6000H	Yes
------------------	---------	----	---------	-----	---------	-----

When purchasing UCL Enhanced, Enhanced Plus, Cisco TelePresence Room, or UWL licensing, Cisco Expressway server licenses are offered at no additional cost to enable mobile and remote access for compatible Cisco endpoints.

Each Cisco Expressway solution requires at least one Expressway-C and Expressway-E server. For resilient solutions, servers must be deployed in pairs.

Cisco Expressway may also be used to integrate Cisco Jabber Guest and Microsoft Lync deployments. At this time, these solutions require dedicated Cisco Expressway servers; therefore, up to six of each server type may be included in an order.

Note: The options and software version in [Table 10](#) must be ordered to receive the server license keys required to enable this feature.

Table 10. Ordering Cisco Expressway

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD)
SW-EXP-8.X-K9	Software Image for Expressway with Encryption, Ver X8	\$0	Not applicable	-
EXPWY-VE-C-K9	Cisco Expressway-C Server, Virtual Edition	\$0	Not applicable	-
EXPWY-VE-E-K9	Cisco Expressway-E Server, Virtual Edition	\$0	Not applicable	-

When used to enable video calling with third parties, Cisco Jabber Guest, or Microsoft Lync clients, Rich Media Session licenses from [Table 11](#) must be ordered for each concurrent call on each Expressway-C and Expressway-E server. Where remote calls pass through both Expressway-C and Expressway-E servers, licenses must be ordered in pairs. Each server can support up to 100 sessions. For Cisco Jabber Guest solutions, order up to 100 session licenses per Cisco Jabber Guest server from [Table 12](#) in addition to Cisco Expressway licenses.

For integration with Microsoft Lync, order the Microsoft Interoperability Option for Cisco Expressway-C servers from [Table 11](#).

Table 11. Ordering Cisco Expressway Feature Licenses

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
LIC-EXP-MSFT	Microsoft Interoperability Option	\$20,280	CON-ECMU-LICEXPMT	\$3,245
LIC-EXP-RMS	Cisco Expressway Rich Media Session	\$750	CON-ECMU-LICEXPRM	\$120

Note: Microsoft Interoperability and Rich Media Session licenses are also provided with UWL Professional license purchases.

Table 12. Ordering Cisco Jabber Guest Session Licenses

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
JABBER-GUEST	Jabber Guest Session	\$0	Not Applicable	-

Enable Legacy or Third-Party Video Interoperability with Cisco TelePresence Video Communications Server Gateway Bundle

Supported Models	BE6000S	No	BE6000M	Yes	BE6000H	Yes
------------------	---------	----	---------	-----	---------	-----

Cisco TelePresence Video Communication Server (VCS-C) allows legacy or third party H.323 or SIP video conferencing systems to be connected with Cisco Collaboration infrastructure and endpoints. When ordering a BE6000 solution that includes a Software License Starter Bundle you may select the VCS-C gateway bundle from [Table 13](#), which includes 5 traversal and 10 non-traversal licenses. Each traversal license enables a video session between an H.323 and SIP video system. Non-traversal licenses enable sessions between H.323 or SIP video systems. Additional VCS-C session licenses may be purchased using the **L-VCS-PAK** top level product code if required.

Note: This offer **does not** include VCS-Expressway licenses.

Table 13. Ordering Cisco TelePresence Video Communication Server Gateway Bundle

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
VCS-C-GWBDL	VCS-C Video Gateway Bundle for BE6000	\$500	CON-ECMU-VCSCGWBD	\$1,922

For more information on the Personal Multiparty video conference solution, including details of how to purchase licenses without UWL-Pro, please see: <http://www.cisco.com/c/en/us/solutions/collaboration/pervasive-conferencing/index.html>.

Enable Video Recording and Sharing with Cisco TelePresence Content Server

Supported Models	BE6000S	No	BE6000M	Yes	BE6000H	Yes
------------------	---------	----	---------	-----	---------	-----

All BE6000 customers are entitled to purchase an entry-level version of Cisco Virtual TelePresence Content Server (TCS). This version of TCS has been specifically developed for BE6000 servers to run alongside your other collaboration applications, and provides the ability to record one video session and broadcast one live session. To purchase TCS for the BE6000, use the product code shown in [Table 14](#). For further information on the Cisco TelePresence Content Server, see <http://www.cisco.com/go/tcs>.

Table 14. Ordering Cisco TelePresence Content Server

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
BE6K-VMTCS-1R-1L	BE6K - VM TCS 1 Record and 1 Live	\$9,000	CON-ECMU-BE6KVMTS	\$1,080

Enabling Customer Collaboration with Cisco Unified Contact Center Express

Supported Models	BE6000S	No	BE6000M	Yes	BE6000H	Yes
------------------	---------	----	---------	-----	---------	-----

One of the Cisco Unified Contact Center Express (Unified CCX) promotional bundles listed in [Table 15](#) may be purchased for use with a BE6000 solution. Five seat starter bundles are available only to new customers purchasing UCL or UWL license starter bundles. Each promotional bundle includes operating system, database, and agent seat licenses at a discounted price. Premium promotional bundles also include a Social Miner license. For further details of this promotion, please see:

http://www.cisco.com/web/partners/sell/promotions/cucce_bundle.html.

A promotional bundle for adding 25 Premium seats is also available to compliment either 5 or 25 seat Premium promotional bundles. Customers ordering 25 seat Premium or Premium add-on bundles may also purchase the 5 Remote Expert Agent Mobile bundle listed in [Table 15](#).

To order additional Cisco Unified CCX agent seats (up to 100 in total) or high-availability (HA) features, use the top-level product code **CCX-11-ADD-K9**. For further information, refer to the Cisco Customer Contact Solution ordering guide, available at: http://www.cisco.com/web/partners/sell/technology/ipc/uc_tech_readiness.html.

Table 15. Ordering Cisco Unified Contact Center Express Licenses

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
CCX-11-5E	Cisco UCCX 11 5 Enhanced Seat Promo Bundle	\$995	CON-ECMU-CCX10NIL	\$200 (per seat)
CCX-11-5P	Cisco UCCX 11 5 Premium Seat Promo Bundle	\$2,995	CON-ECMU-CCX11NLC	\$296 (per seat)
CCX-11-25E	Cisco UCCX 11 25 Enhanced Seat Promo Bundle	\$26,595	CON-ECMU-CCX10NIL	\$200 (per seat)
CCX-11-25P	Cisco UCCX 11 25 Premium Seat Promo Bundle	\$39,995	CON-ECMU-CCX11NLC	\$296 (per seat)
CCX-11-25P-ADD	Cisco UCCX 11 25 Premium Seat Add-on Bundle	\$38,995	CON-ECMU-CCX11NLC	\$296 (per seat)
CCX-REMOB-B5	5 Remote Expert Mobile license for CCX Bundle	\$4,000	Not applicable	-

Note: Support prices illustrated in [Table 15](#) are per-seat, per-year. Order the appropriate quantity of support products to suit the selected bundle size.

If you order UWL-Pro, one Unified CCX Standard agent license is included for every 25 new UWL-Pro user licenses. If these licenses will be used with one of the Cisco Unified CCX bundles listed in [Table 15](#), they should first be upgraded to Enhanced or Premium using **CCX-10-UPG-K9** or **CCX-11-UPG-K9**.

Enabling Rich Online Meetings with the Cisco WebEx Meeting Center Service

Supported Models	BE6000S	Yes	BE6000M	Yes	BE6000H	Yes

Promotional Meeting Center Subscriptions

Promotional Cisco WebEx Meeting Center pricing for BE6000 customers is subject to the purchase of at least 5 and no more than 1000 named host subscriptions. Order 1-, 3-, or 5-year subscriptions using the product codes listed in [Table 16](#).

If additional named host subscriptions are required after an initial purchase, services may be purchased using product code **L-WBX-MC-NU-ADDON** and the standard Cisco WebEx ordering process described at: http://www.cisco.com/web/partners/sell/technology/collaboration/webex/webex_offers_global_pricelist.html. In this case, services must be purchased to co-terminate with the original contract.

At the end of the purchased subscription term, Meeting Center services may be renewed using **L-WBX-MC-NU-RENEW**. The service administrator will be sent an email message with renewal instructions toward the end of the subscription period.

Table 16. Ordering Cisco WebEx Meeting Center Promotional Bundle

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
WBX-MC-BE6K-NY1	Cisco WebEx Meeting Center Named Host - 1 Year	\$632	Not applicable	-
WBX-MC-BE6K-NY3	Cisco WebEx Meeting Center Named Host - 3 Years	\$1,708	Not applicable	-
WBX-MC-BE6K-NY5	Cisco WebEx Meeting Center Named Host - 5 Years	\$2,686	Not applicable	-

Upgrade Meeting Center Subscriptions to Collaboration Meeting Rooms

Cisco WebEx Meeting Center subscriptions may be extended to include Collaboration Meeting Rooms (CMR) functions by adding services from [Table 17](#). You do not need to purchase a CMR subscription for all Meeting Center Named Host accounts. At least five subscriptions must be ordered. Order from the pricing tier appropriate for the total number of subscribers in the domain.

Calls from BE6000 solutions to Cisco WebEx Collaboration Meeting Rooms do not require Cisco Expressway Rich Media Session (RMS) licenses.

Table 17. Add Collaboration Meeting Rooms to Meeting Center Subscriptions

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
L-WBX-CMRNU-S2-NY1	New - CMR Cloud NU - Tier 2 (5 - 99 Users) - 1YR	\$1,260	Not applicable	-
L-WBX-CMRNU-S3-NY1	New - CMR Cloud NU - Tier 3 (100 - 999 Users) - 1YR	\$936	Not applicable	-
L-WBX-CMRNU-S2-NY3	New - CMR Cloud NU - Tier 2 (5 - 99 Users) - 3YR	\$3,780	Not applicable	-
L-WBX-CMRNU-S3-NY3	New - CMR Cloud NU - Tier 3 (100 - 999 Users) - 3YR	\$2,808	Not applicable	-
L-WBX-CMRNU-S2-NY5	New - CMR Cloud NU - Tier 2 (5 - 99 Users) - 5YR	\$6,300	Not applicable	-
L-WBX-CMRNU-S3-NY5	New - CMR Cloud NU - Tier 3 (100 - 999 Users) - 5YR	\$4,680	Not applicable	-

Include Toll User Outbound Calling for Meeting Center Named Hosts

Cisco WebEx Meeting Center Named Host accounts may be extended to include outbound calling through the addition of the Toll User subscriptions detailed in [Table 18](#). If this service is required, a Toll User subscription must be ordered for every Meeting Center Named Host account in a domain.

Table 18. Add Toll User to Cisco WebEx Meeting Center Named Host Subscriptions

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
L-WBX-TOLLUSER-NY1	New Service - Toll Named Users - 1YR	\$192	Not applicable	-
L-WBX-TOLLUSER-NY3	New Service - Toll Named Users - 3YR	\$576	Not applicable	-
L-WBX-TOLLUSER-NY5	New Service - Toll Named Users - 5YR	\$960	Not applicable	-

4.5 Additional Features and Applications

The following section describes additional features and applications that may be ordered to complement the BE6000 through separate top-level product codes. As some applications are not certified for installation on all BE6000 models, compatibility is indicated in each case.

Extend Cisco Unity Connection Features

Supported Models	BE6000S	Yes	BE6000M	Yes	BE6000H	Yes

Cisco Unity Connection includes Speech Connect and SpeechView licensed voice-recognition features. Speech Connect, which is included with all messaging licenses, uses voice recognition to direct incoming calls to the spoken name of an employee. Two Speech Connect ports are included with each BE6000 License Starter Pack. SpeechView converts voice messages to text and delivers the transcript by email message.

Survivable Remote Site Voicemail (SRSV) is also available with Cisco Unity Connection Enhanced and UWL licenses, allowing access to messages at a remote site in the event of a lost connection to the central site.

To order SpeechView or additional Speech Connect port licenses, or to add or upgrade Enhanced users, use the top-level product code **L-UCXN10-LIC-UPG** or **L-UCXN11-LIC-UPG**.

Enable Call Management with Cisco Unified Attendant Console

Supported Models	BE6000S	Advanced: No Standard: Yes	BE6000M	Yes	BE6000H	Yes
------------------	---------	-------------------------------	---------	-----	---------	-----

Beginning with Version 10, Cisco Unified Attendant Console is available as either the Advanced, server-based solution or the Standard, standalone console. Either product may be used with the BE6000, but it must be ordered separately using the product codes listed in [Table 19](#). A Microsoft Windows operating system must also be purchased to run the Advanced Attendant Console server application on the BE6000.

Table 19. Ordering Unified Attendant Consoles

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
L-CUAC10X	Cisco Unified Attendant Consoles 10.x	\$0	CON-ECMU-CUACX10M	\$0
L-CUAC10X-STND	Cisco Unified Attendant Console Standard 10.x - 1 Lic	\$995	CON-ECMU-CUAC10XS	\$199 (1 year)
L-CUAC10X-ADV	Cisco Unified Attendant Console Advanced 10.x - 1 Lic	\$2,495	CON-ECMU-CUAC10XA	\$499 (1 year)
L-CUAC10X-ADV-HA	Cisco Unified Attendant Console Advanced 10.x Server High Availability	\$995	Not Applicable	-
CUAC11X	Cisco Unified Attendant Consoles 11.x	\$0	CON-ECMU-CUACVT1X	\$0
CUAC11X-STND	Cisco Unified Attendant Console Standard 11.x - 1 Lic	\$995	CON-ECMU-CUAC11XS	\$199 (1 year)
CUAC11X-ADV	Cisco Unified Attendant Console Advanced 11.x - 1 Lic	\$2,495	CON-ECMU-CUAC11XA	\$499 (1 year)
CUAC11X-ADV-HA	Cisco Unified Attendant Console Advanced 11.x Server High Availability	\$995	Not Applicable	-

For more information about ordering the Attendant Console products, refer to the Unified Communications Applications Ordering Guide at: http://www.cisco.com/c/dam/en/us/products/collateral/unified-communications/unified-communications-manager-callmanager/ucapps_og.pdf.

Note: Application install files for the Cisco Unified Attendant Console products are not included with the BE6000 Server.

Enable Emergency Call Routing with Cisco Emergency Responder

Supported Models	BE6000S	No	BE6000M	Yes	BE6000H	Yes
------------------	---------	----	---------	-----	---------	-----

Cisco Emergency Responder may be installed with the BE6000, but it must be ordered separately using the top-level product code **R-EMRGNCY-RSPNDR**. For convenience, Cisco Emergency Responder installation files are loaded in the BE6000 Server data store.

For more information about ordering Cisco Emergency Responder, refer to the Unified Communications Applications Ordering Guide at: http://www.cisco.com/c/dam/en/us/products/collateral/unified-communications/unified-communications-manager-callmanager/ucapps_og.pdf.

Note: Emergency Call Handler functionality is available with Unified Communications Manager from release 11 onwards. See

http://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cucm/rel_notes/11_0_1/CUCM_BK_R30921A8_00_CUCM_release-notes_1101/CUCM_BK_R30921A8_00_CUCM_release-notes_1101_chapter_0110.html for more information.

Enable Advanced Notification with Cisco Paging Server

Supported Models	BE6000S	Yes	BE6000M	Yes	BE6000H	Yes
------------------	---------	-----	---------	-----	---------	-----

BE6000 ships with Cisco Paging Server (marketplace.cisco.com/catalog/products/1689). No license is required to use basic Paging Server features, which allow audio paging to groups of up to 50 phones and the creation of an unlimited number of paging groups.

An advanced feature set may be purchased from Cisco as a SolutionsPlus perpetual license, or directly from the application vendor, Singlewire, as an annual subscription. Use the top-level product codes listed in [Table 20](#) to purchase perpetual licenses.

Table 20. Ordering Cisco Paging Server Perpetual Licenses

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1 yr)
SP-INFORMACST-50=	InformaCast - 50 End Point Licenses	\$2,750	Available from Singlewire	
SP-INFORMACST-250=	InformaCast - 250 End Point Licenses	\$9,000	Available from Singlewire	
SP-INFORMACST-1K=	InformaCast - 1000 End Point Licenses	\$32,400	Available from Singlewire	

Manage and Schedule Video Conferences with Cisco TelePresence Management Suite

To centralize management and provisioning of multiparty conferencing resources across a business, the Cisco TelePresence Management Suite (TMS) may also be run on the BE6000. To run TMS, a suitable Microsoft Windows Server operating system and database must be purchased separately. Without licenses, TMS will support up to 5 systems. TMS licenses are included with UWL+Pro Personal Multiparty Conferencing bundles or may be purchased separately if required. For further details, see:

<http://www.cisco.com/c/en/us/products/conferencing/telepresence-management-suite-tms/index.html>.

4.6 BE6000S-Specific Options

The BE6000S is based on a standard 2921 ISR chassis, which may be extended to include additional interfaces, feature licenses or alternative power supplies as required. As the BE6000S appliance is not configurable at the time of order, additional components must be purchased as spares and installed post-delivery if required. All options compatible with the standard platform are supported by the BE6000S. Please contact your account team, or Partner Help Desk if you require assistance in choosing specific options.

Telephone System Interfaces

Each BE6000S is supplied with either one 4-port FXO, one 1-port PRI, or two 2-port BRI interface cards for connection to the PSTN. Additional telephony interface cards from [Table 21](#) - up to four in total - may be added to the system if required. When adding additional cards, ensure that you also have sufficient voice DSP resources. Each system is supplied with a 32-channel Packet Voice DSP Module (PVDM) and may accommodate up to 2 additional modules from [Table 22](#).

Table 21. BE6000S Voice-Card Options

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
VIC2-2FXO=	Two-port Voice Interface Card - FXO (Universal)	\$440	Not applicable	-
VIC2-4FXO=	Four-port Voice Interface Card - FXO (Universal)	\$880	Not applicable	-
VIC3-2FXS/DID=	Two-Port Voice Interface Card- FXS and DID	\$440	Not applicable	-
VIC3-2FXS-E/DID=	Two-Port Voice Interface Card - FXS and DID (OPX Lite FXS)	\$990	Not applicable	-
VIC3-4FXS/DID=	Four-Port Voice Interface Card - FXS and DID	\$880	Not applicable	-
VIC3-2E/M=	Two-port Voice Interface Card - E and M	\$440	Not applicable	-
VIC2-2BRI-NT/TE=	Two-port Voice Interface Card - BRI (NT and TE)	\$1,040	Not applicable	-
VVIC3-1MFT-T1/E1=	1-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1	\$1,430	Not applicable	-
VVIC3-2MFT-T1/E1=	2-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1	\$2,200	Not applicable	-
VVIC3-4MFT-T1/E1=	4-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1	\$4,400	Not applicable	-
VVIC3-1MFT-G703=	1-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - G.703	\$1,980	Not applicable	-
VVIC3-2MFT-G703=	2-Port 3rd Gen Multiflex Trunk Voice/WAN Int. Card - G.703	\$3,300	Not applicable	-

Table 22. BE6000S Packet Voice DSP Module Options

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
PVDM3-16=	16-channel high-density voice and video DSP module	\$800	Not applicable	-
PVDM3-32=	32-channel high-density voice and video DSP module	\$1,600	Not applicable	-
PVDM3-64=	64-channel high-density voice and video DSP module	\$3,200	Not applicable	-
PVDM3-128=	128-channel high-density voice and video DSP module	\$6,400	Not applicable	-

Cisco IOS Unified Communications Licenses

The BE6000S supports Cisco Unified Border Element (CUBE) licenses for Session Border Control features and Survivable Remote Site Telephony (SRST) to help ensure uninterrupted call control in the event of application or network failure. Each BE6000S is supplied with 10 CUBE session licenses. Additional licenses may be purchased to add capacity or resilience as required (See [Table 23](#)). The DSP Calculator tool may be used to determine the optimal number of PVDMs required for voice gateway, transcoding, and audio conferencing purposes:

<http://www.cisco.com/go/dspcalculator>.

Table 23. BE6000S Cisco IOS Software Feature License Options

Product Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
FL-CME-SRST-5=	Communication Manager Express or SRST - 5 seat paper RTU	\$170	Not applicable	-
FL-CME-SRST-25=	Communication Manager Express or SRST - 25 seat paper RTU	\$650	Not applicable	-
FL-CME-SRST-100=	Communication Manager Express or SRST - 100 seat paper RTU	\$2,300	Not applicable	-
FL-CUBEE-5=	Unified Border Element Enterprise Paper RTU - 5 sessions	\$750	Not applicable	-
FL-CUBEE-25=	Unified Border Element Enterprise Paper RTU - 25 sessions	\$2,995	Not applicable	-

4.7 Ordering Examples: New Systems

Scenario 1: [Table 24](#) shows a BE6000 ordering solution for the following set of requirements:

- Company has 50 employees.
- All employees will use Cisco Unified IP Phone 7841 endpoints.
- All employees will use Cisco Jabber for Windows desktop clients for instant messaging and phone control (but not as a soft phone).
- The on-premises instant messaging and presence server is used for all users.
- All employees require voicemail.
- The business owner wishes to use both Primary Rate ISDN and SIP trunking services to connect to the PSTN.

Table 24. Solution for 50 Users with Multiple Devices and Voicemail (Does Not Include Endpoints or Partner Implementation Services)

Cisco Business Edition 6000 Solution	Product Code	Unit Cost	Qty
The following details the most effective proposal to meet the stated requirements. Because the business is quite small, with limited requirement for collaboration applications, the BE6000S is considered an ideal choice.			
Line 1: Order BE6000S with PRI bundle.	BE6S-PRI-M2-K9	\$10,800	1
Line 1.1: Verify that the correct power cables are specified (North American variant illustrated).	CAB-AC	\$0	1
Line 1.1.1: Order 12 month Smart Net Total Care hardware support for servers.	CON-SNT-B6SPRIM2	\$550	1
Line 2: Order software licenses for electronic delivery under top-level SKU.	R-CBE6K-K9	\$0	1
Line 2.1: Specify the required software version.	BE6S-SW-11.X	\$0	1
Line 2.2: Order the UCL Software License Starter Bundle, comprising 35 UCL Enhanced and 35 UCL Messaging licenses.	BE6K-START-UCL35	\$500	1
Line 2.3: Order 15 UCL Enhanced licenses to cover the remaining user requirement.	BE6K-UCL-ENH	\$210	15
Line 2.3.1: Order 12 months SWSS for all UCL Enhanced licenses.	CON-ECMU-UCMENHUC	\$24	50
Line 2.4: Order 15 UCL Messaging licenses to cover the remaining user requirement.	BE6K-UCL-VM	\$75	15
Line 2.4.1: Order 12 months SWSS for all UCL Messaging licenses.	CON-ECMU-UCN10XVM	\$9	50
Line 2.5: Order 50 RTU licenses for Cisco Jabber for Windows desktop clients.	JABBER-DESKTOP	\$0	50

Scenario 2: [Table 25](#) shows an ordering solution for the following set of requirements:

- Company has 100 employees.
- Fifty employees will use Cisco Unified IP Phone 7841 and also use Cisco Jabber for Mac desktop clients as a secondary device.
- Thirty-Five employees will use Cisco Unified IP Phone 7841 only.
- Ten employees will use Cisco Unified IP Phone 7821 only.
- Five employees require instant messaging and presence only (no telephone service).
- On-premises instant messaging and presence server is required for all users.
- Voicemail and unified messaging is required for 85 users.
- Redundancy is required for Cisco Unified Communications Manager, instant messaging and presence, and Cisco Unity Connection applications.
- Fifty employees require a named host subscription to Cisco WebEx Meeting Center.

Table 25. Solution for 100 Users with Voicemail and Hardware Redundancy (Does Not Include Endpoints or Partner Implementation Services)

Cisco Business Edition 6000 Solution	Product Code	Unit Cost	Qty
The following details the most effective proposal to meet the stated requirements. UCL licensing would be appropriate to meet the requirements for Cisco Jabber use.			
Line 1: Order two BE6000M server bundles for redundancy.	BE6M-M4-K9=	\$9,400	2
Line 1.1: Verify that the correct power cable is specified (North American variant illustrated).	CAB-9K12A-NA	\$0	2
Line 2: Order a secondary power supply for each server (optional, but recommended).	UCSC-PSU1-770W=	\$699	2
Line 3: Order power cables for the secondary power supplies (North American illustrated).	CAB-9K12A-NA=	\$25	2
Line 4: Order software licenses for electronic delivery under top-level SKU.	R-CBE6K-K9	\$0	1
Line 4.1: Specify the required software version.	BE6K-SW-11.X	\$0	1
Line 4.2: Order the UCL Software License Starter Bundle, comprising 35 Enhanced UCL licenses and 35 Basic voicemail licenses. These licenses cover 35 users using Cisco Unified IP Phone 7841 phones and voicemail.	BE6K-START-UCL35	\$500	1
Line 4.2.1: Order 12 months SWSS for UCL Enhanced starter pack licenses	CON-ECMU-UCMNHUC	\$24	35
Line 4.3: Order 50 Enhanced Plus UCL licenses for users that require both desk phones and Cisco Jabber for Mac desktop clients.	BE6K-UCL-ENHP	\$295	50
Line 4.3.1: Order 12 months SWSS for UCL Enhanced Plus licenses	CON-ECMU-UCMUCENH	\$35	50
Line 4.4: Order 10 Basic UCL licenses for users with Cisco Unified IP Phone 7821 endpoints.	BE6K-UCL-BAS	\$125	10
Line 4.4.1: Order 12 months SWSS for UCL Basic licenses.	CON-ECMU-UCMUCBAS	\$15	10
Line 4.6: Order the balance of 50 voicemail licenses to supplement the 35 licenses included with the Software License Starter Pack.	LIC-BE6K-VM	\$75	50
Line 4.6.1: Order 12 months SWSS for UCL Messaging starter pack and additional licenses.	CON-ECMU-UCN10XVM	\$9	85
Line 4.7: Order Add-On licenses for IM and presence only users.	JABBER-IM-ADDON	\$0	5
Line 4.8: Order RTU licenses for Cisco Jabber for Mac desktop clients.	JABBER-DESKTOP	\$0	55
Line 4.9: Order 50 Cisco WebEx Meeting Center 1-year named hosts subscriptions.	WBX-MC-BE6K-NY1	\$632	50

4.8 BE6000 License Feature and Software Upgrades Unified Communications User License Feature Upgrades

Existing UCL licenses may be upgraded to more advanced entitlements or to UWL using the R-CBE6K-K9 options listed in [Table 26](#).

Table 26. User License Feature Upgrade Options

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
BE6K-UCL-ESS2BAS	BE6000 Upgrade Essential license to Basic	\$85	CON-ECMU-MIG1XESS	\$15
BE6K-UCL-ESS2ENH	BE6000 Upgrade Essential license to Enhanced	\$170	CON-ECMU-MIG11XEN	\$24
BE6K-UCL-ESS2ENHP	BE6000 Upgrade Essential license to Enhanced Plus	\$225	CON-ECMU-MIGN11XE	\$35
BE6K-UCL-BAS2ENH	BE6000 Upgrade Basic license to Enhanced	\$85	CON-ECMU-MIG10XBF	\$24
BE6K-UCL-BAS2ENHP	BE6000 Upgrade Basic license to Enhanced Plus	\$170	CON-ECMU-MIG10XBS	\$35
BE6K-UWL-BAS2STD	BE6000 Upgrade Basic license without applications to UWL Standard	\$210	CON-ECMU-MIG11XBD	\$39
BE6K-UWL-BASA2STD	BE6000 Upgrade Basic license with applications to UWL Standard	\$135	CON-ECMU-MIG11XBD	\$39
BE6K-UWL-BAS2PRO	BE6000 Upgrade Basic license without applications to UWL Professional	\$385	CON-ECMU-MIG111XB	\$60
BE6K-UWL-BASA2PRO	BE6000 Upgrade Basic license with applications to UWL Professional	\$310	CON-ECMU-MIG111XB	\$60
BE6K-UCL-ENH2ENHP	BE6000 Upgrade Enhanced license to Enhanced Plus	\$85	CON-ECMU-MIG10XEA	\$35
BE6K-UWL-CM2BE	BE6000 Upgrade Enhanced license without applications to UWL Standard	\$125	CON-ECMU-MIGH1STD	\$39
BE6K-UWL-CMAPS2BE	BE6000 Upgrade Enhanced license with applications to UWL Standard	\$50	CON-ECMU-MIGH1STD	\$39
BE6K-UWL-CM2PRO	BE6000 Upgrade Enhanced license without applications to UWL Professional	\$300	CON-ECMU-MIG11XEO	\$60
BE6K-UWL-CMAPS2PRO	BE6000 Upgrade Enhanced license with applications to UWL Professional	\$225	CON-ECMU-MIG11XEO	\$60
BE6K-UWL-ENHP2STD	BE6000 Upgrade Basic license without applications to CUWL Standard	\$40	CON-ECMU-MIG11XED	\$39
BE6K-UWL-ENHP2PRO	BE6000 Upgrade Basic license without applications to UWL Professional	\$215	CON-ECMU-MIG11XE2	\$60
BE6K-UWL-ENHPA2PRO	BE6000 Upgrade Basic license with applications to UWL Professional	\$140	CON-ECMU-MIG11XE2	\$60
BE6K-UWL-STD2PRO	BE6000 Upgrade UWL Standard license to UWL Professional	\$185	CON-ECMU-LLICUWPA	\$60

When upgrading UCL users without voicemail to UWL, use the **without applications** product codes. For UCL users who have voicemail (Unity, Unity Connection or Unity Express), upgrade to UWL using the BE6K- **with applications** product codes.

Unified Communications Software Version Upgrades

With a valid Software Support contract, Cisco Unified Communications software major version upgrades are available for no additional charge through the Product Upgrade Tool (tools.cisco.com/gct/Upgrade/jsp/index.jsp).

If the Cisco Unified Communications application is not covered by a support contract, then software upgrades must be purchased for all user licenses through the R-CBE6K-K9 top-level product code: ([Table 27](#))

A SWSS contract must be purchased for a minimum of 12 months for all software version upgrades.

Table 27. License Version Upgrades

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
UPG-6K-ESS	BE6000 Essential UCL - GCSC SW Upgrade	\$10	CON-ECMU-UCMESSUC	\$5
UPG-6K-BAS	BE6000 Basic UCL - GCSC SW Upgrade	\$25	CON-ECMU-UCMUCBAS	\$15
UPG-6K-ENH	BE6000 Enhanced UCL - GCSC SW Upgrade	\$45	CON-ECMU-UCMENHUC	\$24
UPG-6K-ENHP	BE6000 Enhanced Plus UCL - GCSC SW Upgrade	\$60	CON-ECMU-UCMUCENH	\$35
UPG-6K-VM	BE6000 Messaging UCL - GCSC SW Upgrade	\$15	CON-ECMU-UCN10XVM	\$9
UPG-6K-TP-RM	BE6000 TelePresence Room System UCL - GCSC SW Upgrade	\$130	CON-ECMU-UCMUCLTP	\$78
UPG-6K-STD	BE6000 CUWL Standard - SW Upgrade	\$130	CON-ECMU-UWLSTD1	\$39
UPG-6K-PRO	BE6000 CUWL Pro - SW Upgrade	\$200	CON-ECMU-LLICUWPA	\$60

To ensure that customers are issued the correct licenses when upgrading their system, CCW will require you to specify which software release is currently being used. Select the option from [Table 28](#) that best describes the current system.

Table 28. Current Software Version Options for Software Upgrade Purchases

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
UC-10.X	Select when upgrading from UCM Version 10 systems	\$0	Not applicable	-
UC-9.X	Select when upgrading from UCM Version 9 systems	\$0	Not applicable	-
UC-8.X-OR-EARLIER	Select when migrating from UCM Version 8.6 or older systems ¹	\$0	Not applicable	-
UC-UCME	Select when migrating to UCM from other collaboration platforms	\$0	Not applicable	-
VCS	Select when migrating to UCM from VCS systems	\$0	Not applicable	-

¹ See section 4.11 for further details on migrating to the BE6000 solution

Virtualization Software License Upgrade

The Virtualization Hypervisor that ships with the BE6000 Server Bundle is suitable for most system deployments. If the server must be managed as part of a data center using VMware vCenter, or if you wish to run virtual machines with more than 8 vCPUs on ESXi5.5 or later systems, the default license must be replaced with a Cisco Unified Communications Virtualization Foundation license. To order this license, use the top-level product code listed in [Table 29](#).

Technical support for the Virtualization Hypervisor is included with Cisco Smart Net Total Care support purchased for hardware bundles. Support must be purchased separately for Virtualization Foundation licenses.

Note: Both the Virtualization Hypervisor and Foundation licenses are embedded, meaning that they may be used only with permitted Cisco Unified Communications and partner applications running on Cisco UCS server platforms. These licenses do not permit the use of any other applications in virtual machines, nor may they be used to virtualize other host platforms. Refer to the Business Edition co-residency policy document for further details: http://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cucm/BE6000/Co residency/10-x/BE6K_coRes.html.

Table 29. Ordering Unified Communications Virtualization Foundation License

Product Code	Description	List Price (USD)	Support Product	Support Price (USD)
R-VMW-UC-FND5-K9	Cisco UC Virtualization Foundation 5.x (2-Socket)	\$2,499	CON-ECMU-UCFND5	\$300

Virtualization Software Version Upgrades

If you wish to upgrade virtualization embedded licenses to a new minor or major version, you must have a valid UCSS or SWSS software support contract for the appropriate license. Access to installation media and licenses is provided through the Product Upgrade Tool (PUT) at tools.cisco.com/gct/Upgrade/jsp/index.jsp using a designated upgrade part code.

- If using Cisco Unified Communications Virtualization Hypervisor, you must have Cisco Smart Net Total Care support for the BE6000, and use the PUT product code R-VS5-HYP-K9-UPG=.
- If using Cisco Unified Communications Virtualization Foundation, you must have UCSS or SWSS for R-VMW-UC-FND5-K9, and use the PUT product code R-VMW-FND5-K9-UPG=.

4.9 Ordering Example: License Feature Upgrade

Scenario: [Table 30](#) shows a solution for upgrading existing BE6000 licenses:

- A business has a BE6000 Version 10.6 system and wishes to add mobility for a group of 40 out of 100 existing users.
- Ten of these users have a Cisco Unified IP Phone 7821 with a Basic user license and do not have a voicemail account.
- The remaining 30 users have a Cisco Unified IP Phone 7845 with an Enhanced user license and voicemail account.
- All 40 users require both a Windows desktop and Android mobile Cisco Jabber client in addition to their desk phone.
- The 60 users not being upgraded have a Cisco Unified IP Phone 7821 with a Basic user license and do not have a voicemail account.

Table 30. Solution to Upgrade BE6000 User Licenses (Does Not Include Endpoints or Partner Implementation Services)

Cisco Business Edition 6000 Solution	Product Code	Unit Cost	Qty
The following example provides the most cost-effective way to meet the stated requirements. To use a desk phone, soft phone, and mobile client, UCL licenses must be upgraded to UWL-Std. When service and subscriptions have been purchased for upgrade licenses, visit the Cisco Support Contract Center to extend support to the remaining 60 users.			
Line 1: Order license upgrades under top-level SKU.	R-CBE6K-K9	\$0	1
Line 1.1: Specify the required software version.	BE6K-SW-10.X	\$0	1
Line 1.2: Specify current application for UWL upgrades.	UCXN	\$0	1
Line 1.3: Upgrade Basic licenses without voicemail to UWL Standard	BE6K-UCL-BAS2 STD	\$210	10
Line 1.4: Upgrade Enhanced users with voicemail to UWL.	BE6K-UWL-CMAPPS2BE	\$50	30

Cisco Business Edition 6000 Solution	Product Code	Unit Cost	Qty
Line 1.5: Order Cisco Jabber for Windows desktop clients RTU licenses.	JABBER-DESKTOP	\$0	40
Line 1.6: Order Cisco Jabber for Android mobile clients RTU licenses.	JAB-ADR-CLNT-UWL	\$0	40

4.10 Ordering Example: Software Version Upgrade

Scenario: [Table 31](#) shows a solution for upgrading an existing system without software support to Version 11.0:

- A business has a Version 9.0 BE6000 system without software support and wishes to upgrade to Version 11.0.
- The system is configured for 150 users.
- One hundred users have a Cisco Unified IP Phone 7821 with a Basic user license.
- Twenty-five users have a Cisco Unified IP Phone 7845 with an Enhanced user license.
- Twenty-five users have a Cisco Unified IP Phone 7845 and Cisco Jabber softphone client with an Enhanced Plus license.
- All users have a Basic Cisco Unity Connection mailbox.
- The business also has one multiscreen telepresence unit and three single-screen units.

Table 31. Solution to Upgrade Cisco Business Edition 6000 User Licenses (Does Not Include Endpoints or Partner Implementation Services)

Cisco Business Edition 6000 Solution	Product Code	Unit Cost	Qty
The following example provides the most cost-effective way to meet the stated requirements.			
Line 1: Order license upgrades under top-level SKU.	R-CBE6K-K9	\$0	1
Line 1.1: Specify the required software version.	BE6K-SW-11.0	\$0	1
Line 1.2: Specify the current software version	UC-9.X	\$0	1
Line 1.3: Upgrade Basic licenses.	UPG-6K-BAS	\$25	100
Line 1.3.1: Order 12 months SWSS for Basic licensing.	CON-ECMU-UCMUCBAS	\$15	10
Line 1.4: Upgrade Enhanced licenses for users with one device.	UPG-6K-ENH	\$45	25
Line 1.4.1: Order 12 months SWSS for Enhanced licensing.	CON-ECMU-UCMENHUC	\$24	10
Line 1.5: Upgrade Enhanced and Adjunct licenses for users with two devices.	UPG-6K-ENHP	\$60	25
Line 1.5.1: Order 12 months SWSS for Enhanced Plus licensing.	CON-ECMU-UCMUCENH	\$35	10
Line 1.6: Upgrade Basic Voicemail license.	UPG-6K-VM	\$15	150
Line 1.6.1: Order 12 months SWSS for Messaging licensing.	CON-ECMU-UCN10XVM	\$9	10
Line 1.7: Upgrade Telepresence Room licenses.	UPG-6K-TP-RM	\$130	4
Line 1.7.1: Order 12 months SWSS for TP Room licensing.	CON-ECMU-UCMUCLTP	\$78	10

4.11 Migration to Cisco Business Edition 6000 and User Licensing

A new BE6000 solution may be purchased to migrate businesses from any of the following Cisco Collaboration solutions:

- Cisco Unified Communications Manager or BE6000 Version 8.6 or earlier
- Cisco Business Edition 5000 (BE5000)
- Cisco Business Edition 3000 (BE3000)
- Cisco Unified Communications Manager Express (CME)
- Cisco Unified Communications 500 (UC500)

- Cisco Unified Communications 320 (UC320)
- Cisco TelePresence Video Communication Server (VCS)

When migrating, components of the old system such as Cisco IP Phones, media convergence servers (MCS), and voice gateways may be reused where possible, thereby maximizing the value of the original investment.

Further information regarding migration to the BE6000 is available at:

http://www.cisco.com/en/US/partner/products/ps11369/products_partner_resources_list.html.

The process required to migrate to a new BE6000 system is determined by whether or not the current solution has an active unified communications software support contract (UCSS or SWSS). Where existing systems are not covered, licenses may be migrated to a BE6000 using “Get Current - Stay Current” pricing ([Table 27](#)), allowing a consistent approach to upgrades, even for products not based on Cisco Unified Communications Manager. The BE6000 hardware bundles may be ordered without licensing when migrating from a solution with an active software support contract that allows license upgrade and transfer at no cost.

Ordering Migration to a BE6000 Solution

Before migrating to a new BE6000 solution, ensure that all previously purchased licenses are registered and installed on the existing system. Licenses not applied at the time of migration will not be usable later.

To migrate to the BE6000, start by calculating the required quantities of user licenses. If you are migrating from older Cisco Unified Communications Manager solutions, the License Count Utility (LCU) may be used to collect information from your system and raise a case with the license migration team, who will determine these quantities for you. Where systems are covered by an active UCSS or SWSS contract, new licenses will be provided directly. If no cover is in place, the migration team will provide details of which migration licenses to purchase. For CME, UC500 and UC320 solutions, you will be able to migrate each existing license to one UCL Enhanced and one UCL Messaging license. VCS customers migrating to UCM are entitled to convert their licenses free of charge.

Note: The LCU utility was previously known as the User Count Tool (UCT). Documentation is available at: http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/upgrade/uct/9_1_2/CUCM_BK_U0AE00F5_00_uct-admin-guide.html.

To order migration licenses, begin with the top-level e-delivery product code R-CBE6K-K9 in the same way as for new systems, and then add the required number of upgrade licenses from [Table 28](#). Incremental new licenses, including license starter packs for initial BE6000 purchases, may also be ordered, if required, from [Tables 7](#) and [8](#).

When ordering migration licenses, specify the solution you are migrating from using the options in [Table 32](#).

Table 32. Current Solution for Migration to BE6000

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1 yr)
UC-10.X	Version 10.x	\$0	Not applicable	-
UC-9.X	Version 9.x	\$0	Not applicable	-
UC-8.X-OR-EARLIER	Version 8.x or Earlier	\$0	Not applicable	-
UC-UCME	UC320, UC500 or UCME	\$0	Not applicable	-
VCS	Migrating from VCS to UC Manager for Video Endpoints	\$0	Not applicable	-

When migrating from Cisco TelePresence Video Communication Server to Cisco Unified Communications Manager for video endpoint control, order the appropriate license migration options listed in [Table 33](#) for your endpoint models (See [Figure 1](#)). By selecting VCS migration options, you are acknowledging and agreeing that:

- The endpoints for migration are currently registered to your VCS deployment.
- The licenses are being purchased to migrate those same endpoints from VCS to Cisco Unified Communications Manager.

You may be required to provide proof of endpoint licensing by providing your VCS serial number. If you have questions, please send an email message to: vcs2ucm@cisco.com.

Table 33. VCS to Cisco Unified Communications Manager Migration Options

R-CBE6K-K9 Option Code	Description	List Price (USD)	Support Product	Support Price (USD) (1yr)
MIG-VCS-BE6K-ENH	VCS to BE6000 Enh - 1 video endpoint per user	\$0	CON-ECMU-UCMENHUC	\$24
MIG-VCS-BE6K-ENHP	VCS to BE6000 EnhPlus - 2 video endpoints per user	\$0	CON-ECMU-UCMUCENH	\$35
MIG-VCS-BE6K-TP	VCS to BE6000 TP Room - Immersive video endpoints	\$0	CON-ECMU-UCMUCLTP	\$78

Having purchased a BE6000, migration to Cisco Unified Communications Manager running on the BE7000 or other virtualized platforms is fully supported. In most cases, migration involves simply rehosting licenses free of charge to the new platform.

4.12 Ordering Examples: Migration

The following scenarios illustrate how to create an order for migrating to the BE6000.

Scenario 1: [Table 34](#) shows a solution for upgrading a BE5000 with an active software support contract to a BE6000:

- Company has 100 employees with UWL licenses and an active software support contract.
- All employees use Cisco Unified IP Phone 7942G endpoints.
- All employees use Cisco Jabber clients as a secondary device.
- Voicemail and unified messaging is provided for all users.
- Redundancy is required for Cisco Unified Communications Manager, instant messaging and presence, and Cisco Unity Connection applications in the new BE6000 deployment.

Table 34. Solution to Migrate Cisco Business Edition 5000 to Cisco Business Edition 6000 (Does Not Include Endpoints or Partner Implementation Services)

Cisco Business Edition 6000 Solution	Product Code	Unit Cost	Qty
The following example provides the most cost-effective way to meet the stated requirements. The business has BE5000 UWL licenses and needs to migrate to BE6000 UWL licenses.			
Line 1: Order two server bundles for redundant BE6000.	BE6M-M4-K9=	\$9,400	2
Line 1.0.1: Order 12 months Smart Net Total Care cover for servers.	CON-SNT-BE6MM4K9	\$315	2
Line 1.1: Verify that the correct power cable is specified (North American variant illustrated).	CAB-9K12A-NA	\$0	2
Line 2: Order a secondary power supply for each server (optional, but recommended).	UCSC-PSU1-770W=	\$699	2
Line 3: Order power cables for the secondary power supplies (North American illustrated).	CAB-9K12A-NA=	\$25	2
Because the installation is covered by a software support contract, licenses can be migrated free of charge. Use LCU to raise a license migration case to issue new licenses.			

Scenario 2: [Table 35](#) shows a solution for upgrading a Cisco Unified Communications Manager with device-based licensing and no software support contract to a BE6000 with user licensing.

- Company has 100 employees.
- All employees use Cisco Unified IP Phone 7942G endpoints.
- One hundred Cisco Unity licenses provide voicemail and unified messaging for all employees.
- Redundancy is required for Cisco Unified Communications Manager, instant messaging and presence, and Cisco Unity Connection applications in the new BE6000 deployment.
- License Count Utility reports that existing Cisco Unified Communications Manager licensing may be upgraded to 100 Enhanced UCL licenses.

Table 35. Solution to Migrate Cisco Unified Communications Manager Device-Based Licensing to BE6000 Cisco Unity Connection License (Does Not Include Endpoints or Partner Implementation Services)

Cisco Business Edition 6000 Solution	Product Code	Unit Cost	Qty
The following example provides the most cost-effective way to meet the stated requirements. Because all users have only desk phones, UCL licensing may be used.			
Line 1: Order two server bundles for redundant BE6000.	BE6M-M4-K9=	\$9,400	2
Line 1.0.1: Order 12 months Smart Net Total Care cover for servers.	CON-SNT-BE6MM4K9	\$315	2
Line 1.1: Verify that the correct power cable is specified (North American variant illustrated).	CAB-9K12A-NA	\$0	2
Line 2: Order a secondary power supply for each server (optional, but recommended).	UCSC-PSU1-770W=	\$699	2
Line 3: Order power cables for the secondary power supplies (North American illustrated).	CAB-9K12A-NA=	\$25	2
Line 4: Order software licenses under top-level SKU.	R-CBE6K-K9	\$0	1
Line 4.1: Specify the required software version.	BE6K-SW-11.0X	\$0	1
Line 4.2: Specify the current software version	UC-8.X-OR-EARLIER	\$0	1
Line 4.3: Use Get Current - Stay Current pricing to migrate to UCL Enhanced licenses.	UPG-6K-ENH	\$45	100
Line 4.3.1: Order 12 months SWSS for UCL Enhanced licensing.	CON-ECMU-UCMENHUC	\$24	100
Line 4.4: Use Get Current - Stay Current pricing to migrate Cisco Unity licenses to UCL Messaging licenses for Cisco Unity Connection.	UPG-6K-VM	\$15	100
Line 4.4.1: Order 12 months SWSS for UCL Messaging licensing.	CON-ECMU-UCN10XVM	\$9	100

5. Cisco Capital Financing

The significant benefits offered by the Cisco Business Edition 6000 make it the natural choice collaboration solution. As with any technology investment, the question is the affordability of the new system. The answer is financing from Cisco Capital. Whether through flexible repayments matching expenditure to benefit, mitigating cash flow problems, or negating capital expenditures with an operating lease, we can give you access to the right Unified Communications technology for your business, right when you need it.

5.1 Removing Sales Barriers

Typically, Cisco Capital can help remove or reduce the barriers preventing organizations from obtaining the technology that can most benefit their businesses. Cisco Capital can:

- **Remove cash flow problems**, allowing the company to spread the cost of its investment over a number of years
- **Offer flexible repayment terms matching expenditure to benefits**, meaning that payments can be timed to coincide with business benefits that may be seen later in the project, or deferred to meet a company's budget cycle
- **Turn capital expenditures into operating expenditures** through an operating lease that enables companies to benefit from the residual value of the technology initially, and because no one knows Cisco equipment like Cisco, you can be sure of market-leading residuals
- **Provide a sale and lease-back arrangement** (where available) that softens the initial costs by taking on existing commitments that may be attached to older equipment

For more information about Cisco Capital financing, visit:

- For Channel Partners:
http://www.cisco.com/web/ordering/ciscocapital/or6/order_finance_and_payments_concept_home.html
- For Cisco Field:
<http://wwwwin.cisco.com/FinAdm/csc/>



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.

Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: www.cisco.com/go/trademarks. Third party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)