

# XCHANGE Program



FLY HIGHER




**INGRAM** MICRO<sup>®</sup>

[Ingram Micro XChange Portal](#)

# Take advantage of our fast **XCHANGE** Program



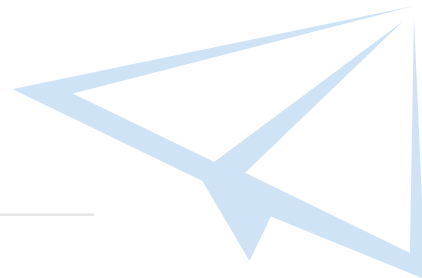
**Xtra** trade-in instant discounts for Cisco network, mobility and security product deals under \$50,000. The **XChange** Program has been designed to give you that little bit **Xtra** and help target your small business customers and new prospects.

<p>Xtra Discounts Xtra Revenue Xtra Simple</p>	<h1>CHANGE</h1> <p>with Ingram Micro</p>	 <p>FLY HIGHER</p>	 
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Simple and quick process. No Cisco deal registration or product return required.

# Qualify Our Partners

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Ingram is responsible for qualifying every Reseller and the order.



Resellers must be a Cisco Registered Partner.

Resellers are not eligible for the [XChange](#) Program if 2 or more RMAs are outstanding more than 30 days.

RMA = Return Material Authorization

# The Deal **XCHANGE** Program

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**MINIMUM**

Minimum  
order size  
**\$5,000**  
LIST PRICE

**MAXIMUM**

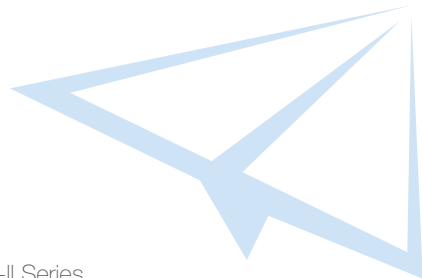
Maximum  
order size  
**\$100,000**  
LIST PRICE

**TOTAL**

Total amount  
not to exceed  
**\$250,000**  
PER QUARTER

XChange Program can not be  
combined with any other discount.

# Trade-in and Trade-to Matrix



Routing | Switching | Wireless | Security



**Routing** - Trade-in One-to-One Trade-in onto Equivalent or Higher New Cisco ISR-II Series Access Router for Resale Purchase Only

Eligible Trade-in Products		Trade To Cisco
Cisco	Any Cisco RV, ISR 800, 1700, 2800, 3800 Series Access Router	Select Cisco RV Series Access Router Select Cisco 880 Series ISR-II Access Router Select Cisco 1900 Series ISR-II Access Router
HPE, Adtra, Alcatel-Lucent, Juniper, Nortel, Huawei, Brocade, Avaya	Any Chassis/System Business or Class Access Router	Select Cisco 2900 ISR-II Series Access Router Select Cisco 3900 ISR-II Series Access Router Select Cisco 4300 ISR-II Series Access Router

## Switching - One-to-One Trade-in on Equivalent or Higher New Cisco Switch for Resale Purchase Only



Eligible Trade-in Products		Trade To Cisco
Cisco	Any Cisco 200, 300, 500 Series Standalone Chassis or Cisco Catalyst Standalone Chassis 1950, 2950, 2900, 3560, 3750 Series Ethernet Switch	Select Cisco 200/220 Series Select Cisco 300/350X Series Select Cisco 500/550X Series
HPE, Adtra, Alcatel-Lucent, Juniper, Nortel, Huawei, Brocade, Avaya	Any 15 Port or Higher Standalone or Chassis Ethernet Switch	Select Cisco Catalyst 2960+ Series Select Cisco Catalyst 2960X Series Select Cisco Catalyst 3650 Series Select Cisco Catalyst 3650CX Series Select Cisco Catalyst 3850 Series

## Wireless - One-to-One to Trade-In on New Cisco Wireless Product for Resale Purchase Only

Eligible Trade-in Products		Trade To Cisco
Cisco	Any Cisco Aironet Indoor or Outdoor Access Points or Controllers (Excludes Bundles)	Select Cisco WAP Access Points Select Cisco Aironet 1700 Series
HPE, Ruckus, Meru, Motorola	Any Access Point	Select Cisco Aironet 1800 Series Select Cisco Aironet 2700 Series

Security - One-to-One to Trade-In on New Cisco Security Product for Resale Purchase Only



Eligible Trade-in Products		Trade To Cisco
Cisco	Any Cisco ASA, ESA, WSA, or SMA Network Security Appliance	Select ASA 5500 with FirePOWER Services
Palo Alto, Blue Coat, Fortinet, SonicWALL, McAfee, Barracuda, HP, Juniper, FireEye	Any Network Security Appliance	

Provide your sales teams with Xtra instant discounts allowing them to sell the right offers to get Xtra business.



Get Xtra and Join Today.

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