Netformx Tools amplify Cisco Partner Profits

Simplify network assessments and boost Cisco Incentive rewards with Netformx

Netformx has a proven track record of automating manual processes for Cisco partners, simplifying workflows to drive better business outcomes and strengthen customer interactions and relationships. Our comprehensive suite of cloud-based applications eliminates the need for manual tasks, spreadsheets, and fragmented processes. By leveraging automation, optimization, and analytics, we streamline the entire pre-sales, post-sales, managed services maintenance, and subscription management lifecycle—ultimately maximizing partner profitability.

Starting with our flagship solutions, we have continuously expanded and evolved our application suite, deepening our expertise and enriching the data we provide to partners. Our solutions simplify partners' interactions with Cisco by automatically consolidating and presenting data from distributors and various Cisco platforms in a clear, actionable format. This enables partners to optimize technology refresh revenue, increase rebates and rewards, and leverage actionable insights through our advanced logic and tracking tools—all tailored to align with Cisco's program requirements.

Netformx continually adapts to changes in Cisco's incentive programs, helping partners seamlessly navigate transitions into new VIP periods and innovative initiatives like the $7,500 Customer Assessment Incentive and the Cisco 360 program, slated for early 2026. Cisco 360 is designed to foster stronger customer relationships, a goal Netformx supports today through our advanced technology assessments. Through automated, enriched network status reports, Netformx enables partners to engage in deeper, more strategic conversations about their customers' networks and long-term growth plans.

With our deep understanding of Cisco programs, Netformx applications deliver key insights to enhance partner profitability at every stage of the customer lifecycle. Our tools automate reward and rebate management, optimize partner interactions with Cisco programs, and enable superior customer service, ensuring partners achieve sustained business growth.

Netformx helps Cisco Partners achieve better Success!

Cisco 360

Netformx tools will adapt to align with Cisco 360 as the program evolves

Cisco Customer Assessment Incentive

Netformx AssetXpert™ is the fastest path to $7500 Payouts

Full Pipeline Visibility

Analyze VIP rebates for Disti and Cisco Direct Deals in one view

Simplifying network assessments for IT consultants, MSPs, and Renewal teams

IT consultants assess networks, MSPs boost reliability, and renewal teams manage Cisco contracts—all with *Netformx AssetXpert™*, enhancing service and driving revenue.

IT Consultants: Streamline Network Assessments and Proposals

IT consultants can quickly assess customer networks for a network source of truth, technology refreshes, health checks, and more. Understanding a customer's network state is essential for security evaluations, vulnerability scans, compliance checks, and managed services proposals.

AssetXpert simplifies network baselining, auditing, and analysis of multivendor networks down to the node level, identifying security risks and helping create more accurate design proposals. It also helps increase revenue by identifying outdated or vulnerable equipment, benefiting pre-sales, maintenance, and renewals.

AssetXpert can be the fastest path to earning Cisco's $7500 'Customer Assessment Incentive' rewards and added network refresh revenue.

MSPs: Ensure High Reliability and Resilience for Customer Networks

Partner delivering managed services can provide superior service by maintaining high reliability and resilience in customer networks. AssetXpert supports ongoing, accurate assessments of network environments, automatically identifying security and network risks.

The proactive maintenance capabilities help prioritize alerts, allowing users to focus on the most critical issues and ensure that customers' networks run smoothly without IT or cybersecurity failures.

Renewals Teams: Simplify SmartNet and Subscription Management

Renewals teams can leverage AssetXpert to easily manage Cisco SmartNet contracts, software subscriptions, and assets. The tool provides a unified view of assets, contracts, and coverage, along with business intelligence on expiration dates.

AssetXpert simplifies proactive renewals, giving easy access to data and ensuring renewals are completed on time.

Maximize Deal Profitability with Pre-Sales Insights and Automation

In today's competitive market, creating winning proposals requires more than just securing the deal—retaining customers often demands continuous actions beyond the initial sale. Profit optimization, smooth implementation, and timely renewals are essential for long-term success. These steps often involve multiple teams, emphasizing the need for collaboration and information sharing. Early identification of applicable Cisco incentive programs during the sales process is critical to maximizing profitability.

Early VIP Rebate Insights

The *Netformx Pipeline Insight Tool* (PIT) empowers partners to optimize proposals by providing visibility into relevant incentive programs early in the sales cycle. Whether creating a Cisco Bill of Materials (BOM), generating a CCW Estimate, or approving a deal, PIT consolidates data from distributors like Ingram Micro and TD Synnex in addition to a number of Cisco platforms. This centralization offers both broad and deep pipeline insights, including notifications on price changes and End-of-Life (EoX) updates. Alternate SKUs are efficiently identified to replace those EoX devices.

PIT's powerful analytics enable partners to maximize profit, margin, and competitiveness by visualizing the pre-sales and rebate pipelines. It automates collaboration across Sales, Engineering, and IT Consultant teams for sales engagements. By providing visibility into Value Incentive Program (VIP) pipelines and eligible SKUs, PIT helps partners make informed decisions and prioritize actions to amplify profitability.

VIP Rebate Calculation for Higher Payouts

The *Netformx VIP Calculator* (VIPC) provides detailed insights into potential VIP rebate payouts for Annuities, Architectures, and Solutions. It highlights specialization status levers, such as Gold, Master, and Advanced, and presents data by subtrack while identifying non-VIP SKUs. VIPC also enables partners to run what-if scenarios to find the most profitable and competitive solutions.

Streamline Sales Operations and Post-Sale Business Management

Netformx ChannelXpert™ leverages advanced cloud-based AI, big data, and analytics to help Cisco Partners maximize financial benefits. It provides a comprehensive view of business operations, delivering actionable insights and reports to support effective management and optimization—all within a single application.

ChannelXpert simplifies the management of VIP rebates and other incentives by automatically analyzing the latest data from various sources. Partners can track rebate adherence, eligibility, milestones, due dates, bookings, and targets with ease.

With real-time alerts on potential risks and recommended actions, ChannelXpert enables partners to amplify profits, streamline operations, and efficiently manage post-sale business activities.

Cisco 360 – Commitment to the Future

Netformx evolves with Cisco's initiatives to ensure partners stay competitive:

- **Alignment with Cisco 360**: Netformx tools will continue to adapt and align with Cisco's 360 roadmap for seamless integration.
- **Ongoing Support**: We help partners maximize rebates and program incentives with current tools until program completion.
- **Future Enhancements**: Netformx tools will continue evolving with Cisco's strategies and programs.

We remain committed to empowering partners with solutions to save time, increase profitability, and strengthen customer relationships in a dynamic market.

About Netformx

Netformx enhances profitability and efficiency for IT Solution and Managed Service Providers. IT consultants can conduct network baselines, assessments, and projects such as security evaluations, vulnerability scans, health checks, compliance reports, and managed services proposals. IT solutions pre-sales teams can accurately design network proposals and maximize Cisco program rebates for both Direct and Distributor deals. MSPs can provide premium services for customers' multivendor networks with precise assessments, proactive maintenance, and optimized network security.

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