



# Ordering Guide

Cisco Commerce Workspace (CCW)

## Table of Contents:

1. JIBB Licensing Model.....	2
1.1 JIBB-Plat.....	2
1.2 JIBB-ADD.....	3
2. SKUS.....	4
2.1 Top Level SKUs.....	4
2.2 JIBB-PLAT Configuration Options.....	4
2.3 JIBB-ADD Configuration Options.....	5
3. Product Availability:.....	5
4. Warranty Coverage and Technical Service Options:.....	5
5. Support:.....	6
6. Required Ordering Information and Process.....	6
7. Ordering Rules:.....	6
8. How to Order JIBB in Cisco CCW:.....	7
9. Configuration Examples for ordering:.....	14
10. SolutionsPlus Additional Discount Approval Process:.....	14
11. Discounts and Credit Memos:.....	15
12. Additional Information.....	15

# 1. JIBB Licensing Model

Licensing for JIBB varies depending on your organization's deployment preferences. We offer both Cloud and On-Prem solutions.

## 1.1 JIBB-Plat

This top-level SKU includes all of the available JIBB term-based subscription products.

### 1.1.1 JIBB Cloud (Standard)

The JIBB Cloud license subscription includes Room and BYOD user licenses under the same SKU.

#### 1.1.1.a JIBB Room Licences

This license is restricted to a single Cisco device within a meeting room. Any user of that room can initiate a JIBB whiteboard session. Any user can start a JIBB session, and no other licenses are required for others to participate.

#### Includes:

- Cisco Room Series Integration
- Enhanced Whiteboard Output
- Works with any Whiteboard, Glassboard or Flipchart
- Camera Snaps to Whiteboard
- Smart Auto-Save
- Digital Annotation Tools
- Advanced Device Management

#### 1.1.1.b JIBB BYOD Licences

This license subscription allows users to utilize their own BYOD webcam and the JIBB web application to initiate a whiteboard session. No other license is required for participants to join the session and annotate.

### 1.1.2 On-Prem

JIBB On-Prem Licenses have two options, depending on your organization's needs.

**Note:** for any on-prem deployment of JIBB, the customer must order (or have already ordered) the VQ Communications Application server. This can be found under ATO A-VQ.

#### 1.1.2.a JIBB Device

This license subscription is for one Cisco device per meeting room. Any user can start a JIBB session, and no other licenses are required for others to participate.

**Includes:**

- Cisco Room Series Integration
- Enhanced Whiteboard Output
- Works with any Whiteboard, Glassboard or Flipchart
- Camera Snaps to Whiteboard
- Smart Auto-Save
- Digital Annotation Tools
- Advanced Device Management

**1.1.2.b JIBB User**

An enterprise-wide license subscription for JIBB. This is for organizations with 250 or more Knowledge Workers. There is no limit to the number of devices the enterprise can use. No other licenses are required for others to participate.

**Includes:**

- Cisco Room Series Integration
- Enhanced Whiteboard Output
- Works with any Whiteboard, Glassboard or Flipchart
- Camera Snaps to Whiteboard
- Smart Auto-Save
- Digital Annotation Tools
- Advanced Device Management

**1.2 JIBB-ADD**

This top-level SKU includes the JIBB Pilot add-on service. This one-time payment fixed-term product includes access to JIBB on three Cisco devices in any meeting room for 8 weeks. Any user of that room can initiate a JIBB whiteboard session. No other licenses are required for others to participate.

**Includes:**

- Cisco Room Series Integration
- Enhanced Whiteboard Output
- Works with any Whiteboard, Glassboard or Flipchart
- Camera Snaps to Whiteboard
- Smart Auto-Save
- Digital Annotation Tools
- Advanced Device Management

## 2. SKUS

### 2.1 Top Level SKUs

The following top-level SKUs can be selected:

SKU	Description
JIBB-PLAT	JIBB Products
JIBB-ADD	JIBB Pilot

### 2.2 JIBB-PLAT Configuration Options

Once the Top Level JIBB-PLAT SKU has been added to the Estimate, Quote, or Deal, click on “**Select Options**” to configure the subscription options.

#### 2.2.1 JIBB Cloud (Standard)

Top Level SKU	Options	Description
JIBB-PLAT	JIBB-ROOM	Per Device License Subscription. Unlimited users can join & annotate.
	JIBB-USER	Per User BYOD License Subscription. Unlimited users can join & annotate.

#### 2.2.2 JIBB On-Prem

Top Level SKU	Options	Description
JIBB-PLAT	JIBB-DEVICE-EA	On-Prem per device JIBB License Subscription. Unlimited users can join & annotate.
	JIBB-USER-EA	On-Prem Per Knowledge Worker License. Unlimited devices can be used.

		Unlimited users can join & annotate.
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## 2.3 JIBB-ADD Configuration Options

Once the Top Level JIBB-ADD SKU has been added to the Estimate, Quote, or Deal, click on “**Select Options**” to configure the subscription options.

### 2.3.1 JIBB Pilot

Top Level SKU	Options	Description
JIBB-ADD	n/a	JIBB on 3 Cisco devices in any meeting room for 8 weeks. Unlimited users can join & annotate.

## 3. Product Availability:

The product can be ordered from the standard Cisco Ordering Tools: [www.cisco.com/go/ordering](http://www.cisco.com/go/ordering).

These JIBB products’ front-end experiences are available in the English language and across many geographies. The supported languages are English only at this time.

To request help with ordering, please contact Cisco Customer Service at [www.cisco.com/go/customerservice](http://www.cisco.com/go/customerservice) or the JIBB enablement team at <https://www.jibb.ai/contact.html>.

## 4. Warranty Coverage and Technical Service Options:

All support, warranty, and EULA-related items related to the SolutionsPlus offers are provided directly by third-party vendors. Cisco is not involved in the process, and the customer deals directly with the vendor.

EULA: <https://www.jibb.ai/terms-of-service.html>

## 5. Support:

- **Region(s) supported:** Global
- **Product Support Email:** [support@jibb.ai](mailto:support@jibb.ai)
- **Support Portal:**  
<https://www.jibb.ai/contact.html>

For all product and sales-related questions, quotes, or engagement for customer opportunities, contact JIBB at [sales@jibb.ai](mailto:sales@jibb.ai).

## 6. Required Ordering Information and Process

- 1) JIBB-PLAT offer is available from a minimum 12-month term to a 60-month term, including anything in between. The JIBB-ADD offer is all one-time charges pre-paid upfront/optional add-on.
- 2) You can select multiple license types per order and you will need the number of licenses to be enabled.

## 7. Ordering Rules:

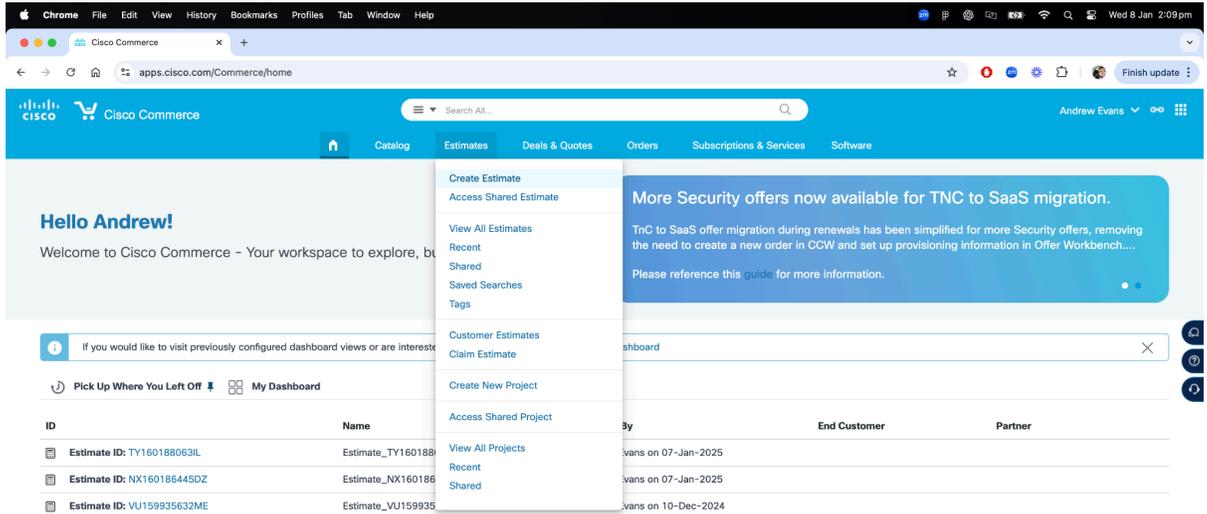
In order to produce a quote in CCW, you will require the top-level ATO JIBB-PLAT. The default Initial Term is 36 Months (can be changed).

**All subscription-based offers are set to 'Auto-Renew' by default once the term ends.** If you don't require this, please deselect it at the time of ordering. If you do switch off and a renewal isn't placed before expiry it's possible you may experience an interruption in service.

# 8. How to Order JIBB in Cisco CCW:

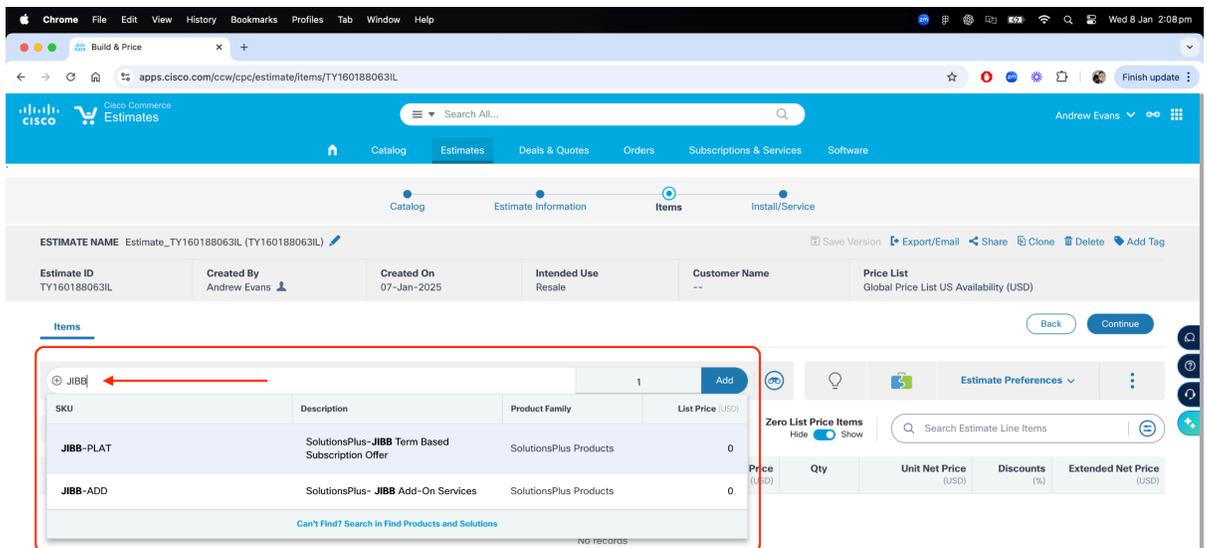
To get video instructions, please go to <http://www.jibb.ai/ccw-ordering-guide.html>.

- 1) Navigate to the CCW tool on Cisco.com.
- 2) Hover over Estimate and then click on 'Create an Estimate.'



- 3) Type "JIBB" to display the ATO SKU options. Here you can choose between JIBB-PLAT (e.g., Room License Subscriptions) or JIBB-ADD (e.g., JIBB's Prepaid Pilot Plan).

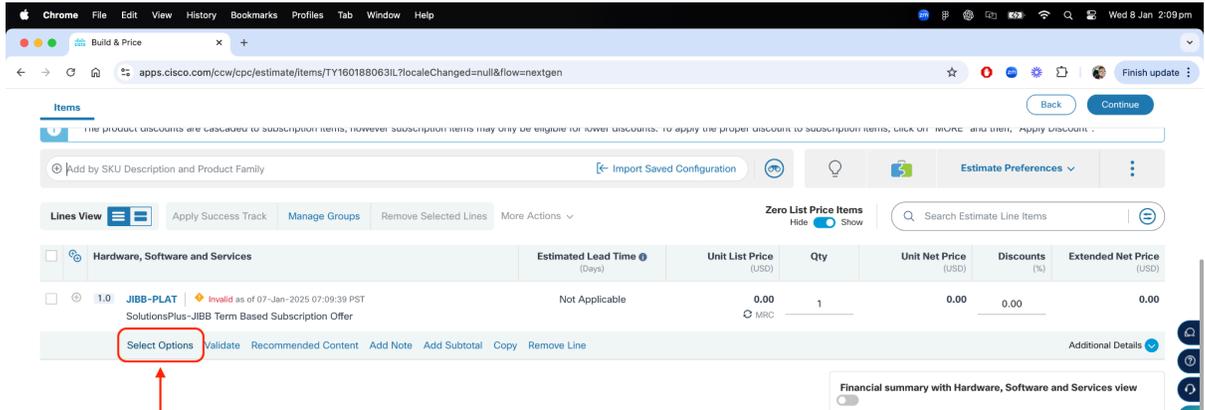
For the sake of this example scenario, select JIBB-PLAT (Go to step 14 to see further instructions for JIBB-ADD/ordering JIBB's Pilot Plan).



4) After selecting JIBB-PLAT, click ADD to proceed.

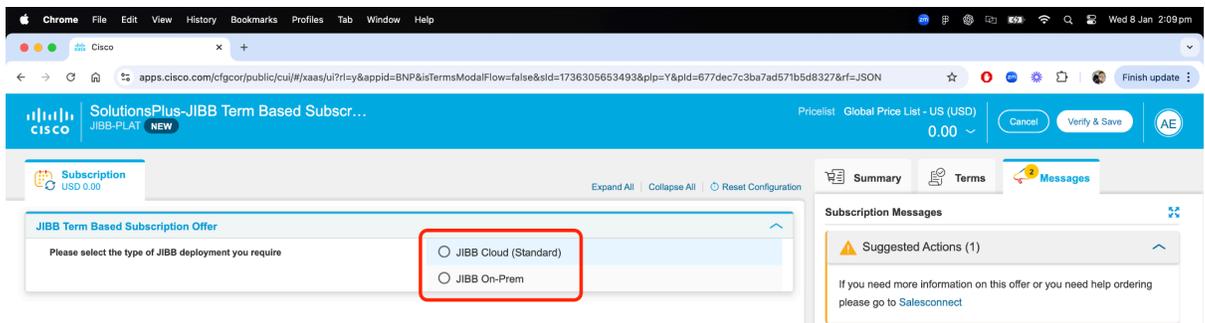


5) On this screen, you will need to click on “Select Options” to choose the type of JIBB licenses you want to order and configure the quantity/terms (start date/term length).



6) Now, you will have the choice between selecting JIBB Cloud (Standard) or JIBB On-Prem.

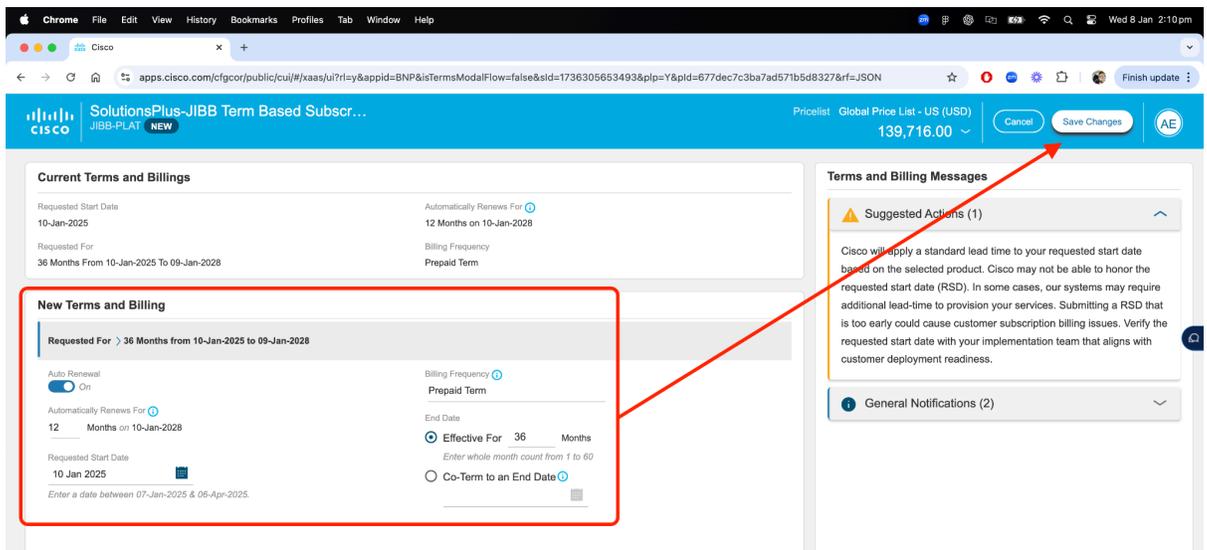
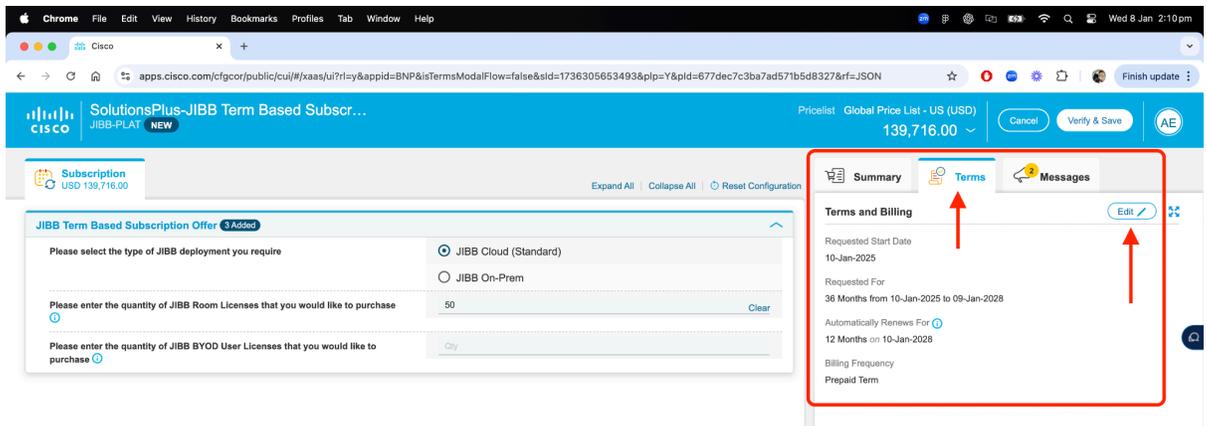
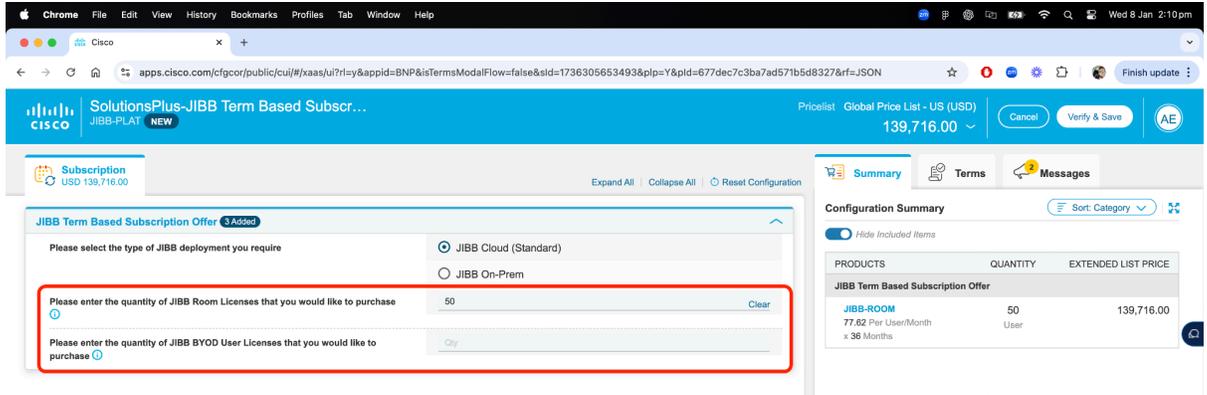
For the sake of this example scenario, select JIBB Cloud (Standard) - go to step 13 to see further instructions for JIBB On-Prem).



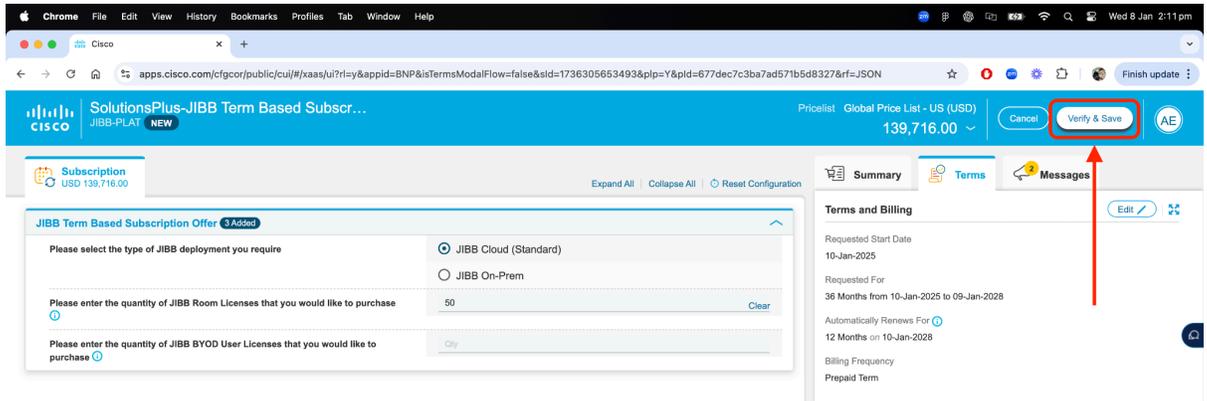
7) Now, you can enter the quantity per type of JIBB Cloud License you want to order.

JIBB Room Licenses are for installing JIBB onto Cisco devices, meaning anyone who uses that device in that room can use JIBB.

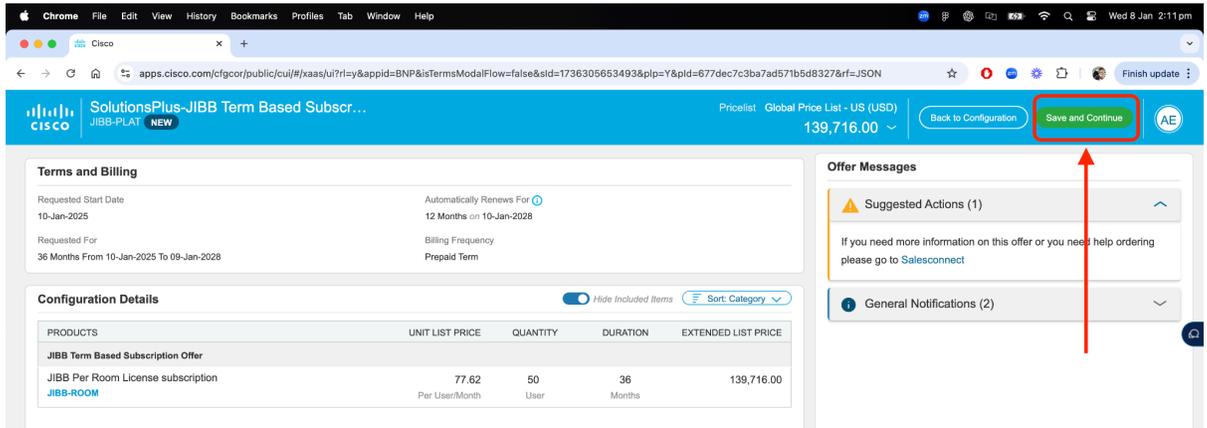
JIBB BYOD User Licenses are for individual users to use JIBB with their own webcam/camera device using JIBB's Webapp.



10) Now your configuration is complete, click on 'Verify and Save.'



11) Now you will see a summary, and you can proceed by clicking "Save & Continue."



12) Now you have completed your estimate, you are ready to process your order in the usual way you would for any other product on CCW.

The screenshot displays the Cisco CCW 'Build & Price' interface. At the top, a header bar contains metadata for the estimate: Estimate ID (TY160188063L), Created By (Andrew Evans), Created On (07-Jan-2025), Intended Use (Resale), Customer Name (--), and Price List (Global Price List US Availability (USD)).

The main section is titled 'Items' and contains a table of estimate line items. The table has columns for 'Hardware, Software and Services', 'Estimated Lead Time (Days)', 'Unit List Price (USD)', 'Qty', 'Unit Net Price (USD)', 'Discounts (%)', and 'Extended Net Price (USD)'. One item is listed: '1.0 JIBB-PLAT' with a unit price of 3,881.00 and a quantity of 1, resulting in an extended net price of 139,716.00. The lead time is 'Not Applicable' and there are no discounts.

On the right side, a 'Financial summary with Hardware, Software and Services view' panel is visible. It shows the following totals:

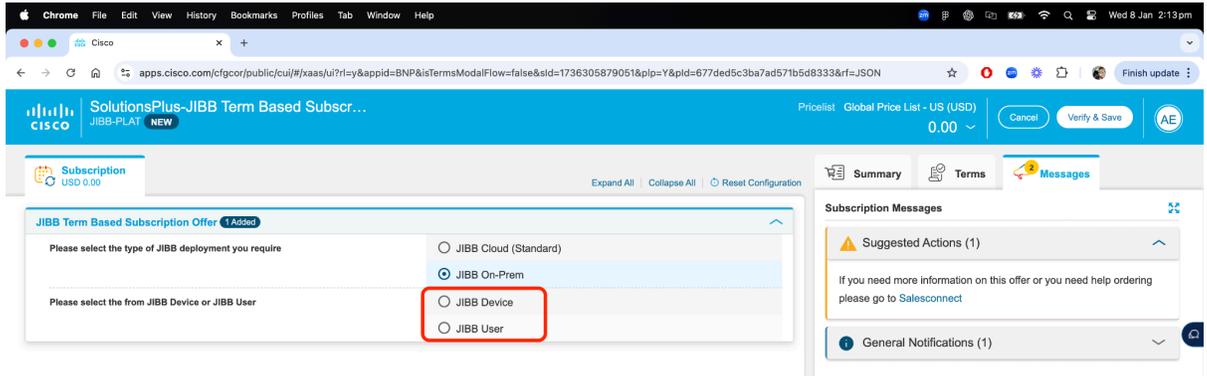
Estimate Total		All Prices Shown in USD
Product	0.00	
Service Total	0.00	
Subscription Total	139,716.00	
<b>Total Price</b>	<b>139,716.00</b>	

Below the totals, a 'Discounts' section shows:

Average Product Discount	0%
Average Service Discount	0%
Average Subscription Discount	0%

### 13) JIBB On-Prem License Instructions - following on from Step 6

If you select On-Prem, you will be asked to choose between JIBB Device or JIBB User.



Select JIBB Device if you only want JIBB to be installed on a specific number of Cisco devices (for example, if you only want to install JIBB in 20 rooms, select JIBB Device and enter your desired quantity).



Select JIBB User if you want to install JIBB on all of your Cisco devices and allow all Knowledge Workers in your organization to have access to JIBB (for example, you want all 1000 of your Knowledge Workers to be able to use JIBB on any device at any time, select JIBB User and enter the number of Knowledge Workers at your organization).



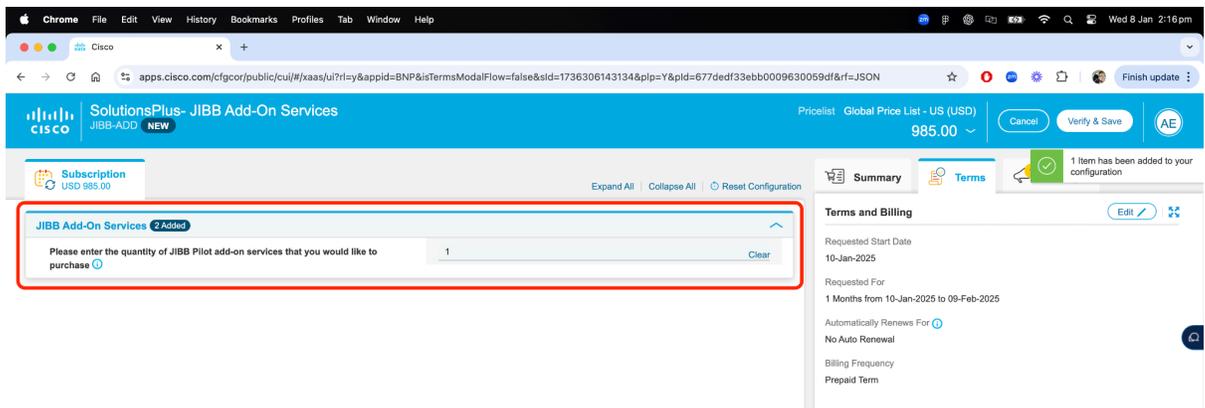
After selecting your license type and entering a quantity, follow the instructions in step 8.

14) JIBB-ADD (Pilot Plan) Instructions, following on from step 3

After selecting JIBB-ADD, click ADD to proceed.



15) Since JIBB-ADD (JIBB's Pilot Plan) is a prepaid, one-time purchase, with access to JIBB on three Cisco devices in any meeting room for an 8-week trial, you will only need to enter a quantity of 1, unless you want to pilot JIBB in more than three devices.



16) Now you can continue by following the same instructions in step 8 to Verify & Save, and Continue with your estimate/order as usual.

# 9. Configuration Examples for ordering:

Make sure you select the appropriate ATO-level SKU first before adding additional requirements.

**Example:**

The customer requires JIBB cloud software licenses for 110 room devices for a 24-month initial term.

PID	Quantity	Price/Month	Annual Cost	Total for term
JIBB-ROOM	110	\$ 65.28	\$ 86,169.60	\$ 172,339.20
	<b>TOTAL</b>			<b>\$ 172,339.20</b>



To request help with configuring or if you are unsure about which license option to choose, please contact [sales@jibb.ai](mailto:sales@jibb.ai) for help. You should also join the [JIBB ASK space](#) on Webex, which details frequently asked questions, new feature releases, training and enablement webinars, etc.

# 10. SolutionsPlus Additional Discount Approval Process:

If the requested discount is greater than 20% of the list price, then the following approval steps must be taken:

**STEP 1:** The Cisco Account Representative (AM/PSS) requests the Vendor for approval via email to [sales@jibb.ai](mailto:sales@jibb.ai), including the following data:

1. Deal opportunity (SolutionsPlus revenue only)
2. Customer/Reseller name
3. Date of install
4. Discount needed/net price needed
5. Cisco part numbers included in the deal
6. Justification for additional discount
7. Cisco SKU Description
8. Cisco Unit Price

9. Pricing Term (for subscription deals)
10. Quantity
11. Cisco Unit Net Price
12. Cisco Discount (this is the total discount approved off Cisco MRSP)
13. Cisco Extended Net Price
14. Specify the currency used in the quote

**STEP 2:** If the Vendor approves the discount, the Vendor responds within THREE (3) business days by sending an email to the Cisco AM/PSS with an approved quote with the following information:

1. **All the items above from the original request**
2. **Date of Approval**
3. **Expiration Date of Approval** (valid for a minimum of 90 days from the date of Cisco deal approval)
4. **Vendor Approval ID #**

**STEP 3:** After the AM/PSS receives the approved quote from the Vendor, the AM/PSS will follow the Cisco DSA (Deal Support Automation) process.

**STEP 4:** The AM enters the SolutionsPlus approved discount as Justification Text for requesting the additional discount.

**STEP 5:** The AM/PSS attaches the Vendor email with the approved quote in the DSA. If the Vendor approval is not attached, this quote will be rejected. AM/PSS submits the quote for approval where upon it will go to the group responsible. Note, in CCW it will not show up in the Non-standard approval workflows, this is correct. Once approved, the Cisco Deals Desk agent will adjust the discount to the approved value.

**STEP 6:** The Cisco AM/PSS notifies the Reseller of the approved quote. The reseller converts the quote into an order.

## 11. Discounts and Credit Memos:



All Solutions Plus products are *discount restricted*, and are **NOT** eligible for any additional discounts, including applying Credit Memos. There is a special discount approval process for one off deals. Please request a copy from your BD/BU representative.

## 12. Additional Information

For more info or for clarification on supported configurations please visit the [Webex ASK JIBB space](#) on Webex or reach out to [sales@jibb.ai](mailto:sales@jibb.ai)