

# End-of-Sale Announcement (Reminder) for Cisco Business Critical Services 2.3

# Contents

Overview.....	3
End-of-sale milestones .....	3
Service migration options.....	3
For more information .....	5

## Overview

### End of Sale (EOS) for Business Critical Services 2.3

In January 2021, Cisco announced the end-of-sale dates of the Business Critical Services 2.3 SKU's globally. BCS 2.x quotes not booked by January 31st, 2023 will no longer be valid and thus become non-orderable. This notice is to serve as a reminder to our community of Services Sales Specialists, Renewals Specialists, Business Development Managers, and DAT experts. Please work with your Business Development Manager for assistance renewing of your customer's Master Sales Agreement.

Customers with active service contracts will continue to receive support until the termination date of their contract. BCS 2.x orders can be approved only if they meet the following criteria:

1. Renewal of existing customer multi-year contractual agreement:
  - Please ensure the current version of the MSA includes addendum dictating customer to renew to 2.x terms.
2. Combined Services true-up on an existing 2.x contracts:
  - For Combined Services true-up with BCS 2.x, a corresponding quote is required for booking.
3. Federal customers:
  - Federal customer with existing BCS 2.x contract with 2.x SKUs that are approved and "locked."

Business Critical Services 2.3 SKU's will be replaced by the Business Critical Services 3.0 offer with cross architecture SKUs. Sellers are advised to begin positioning Business Critical Services 3.0 SKUs with their customers effective immediately. This will allow for increased offer standardization and also help deliver Business Critical Services with greater flexibility.

For further assistance on BCS positioning and migration of BCS 2.x to BCS 3.0, please reach out to: [advanced-solutions-eos@cisco.com](mailto:advanced-solutions-eos@cisco.com).

## End-of-sale milestones

**Table 1.** End-of-sale milestones, definitions, and dates

Milestone	Definition	Date
<b>Internal End-of-Sale Announcement (Reminder) Date</b>	The date that the document announcing the end-of-life and end-of-sale is made available to Cisco internal	12/05/2022
<b>External End-of-Sale Announcement (Original) Date</b>	The date that the document announcing the end-of-life and end-of-sale is made available to the general public	01/25/2021
<b>Last Day to Book</b>	This is the last day a quote can be booked	01/31/2023
<b>Last Date of Support:</b>	The last-possible date to receive support for affected service. After this date, support for BCS 2.3 is not available, and the service becomes obsolete and End of Life.	Expiration date of existing active contract.

## Service migration options

Business Critical Services 2.3 SKUs will be replaced by the Business Critical Services 3.0 offer with new cross architecture SKUs. Sellers are advised to begin positioning Business Critical Services 3.0 SKUs with their customers effective immediately. This will allow for increased offer standardization and also help deliver Business Critical Services with greater flexibility.

All BCS 2.3 SKUs can be replaced using the following BCS 3.0 SKUs as show in Table 2 below.

**Table 2.** New BCS 3.0 SKUs available for replacement of BCS 2.3 SKUs

BCS 3.0 SKU Name	SKU Description
CON-CXO-XA-ESS	Cisco BCS Essentials Services
CON-CXO-XA-ADV	Cisco BCS Advantage Services
CON-CXO-XA-ADV NAT	Cisco BCS Advantage-National Services
CON-CXO-XA-NPRE	Cisco BCS Premier Services
CON-CXO-XA-NPRE NAT	Cisco BCS Premier-National Services
CON-CXS-XA-SPEC	Cisco Scrum Services
CON-CXE-NW-EXPT	Cisco Networking Add-Ons Expert-as-a-Service Services
CON-CXE-DC-EXPT	Cisco Data Center Add-Ons Expert-as-a-Service Services
CON-CXE-CO-EXPT	Cisco Collaboration Add-Ons Expert-as-a-Service Services
CON-CXE-SE-EXPT	Cisco Security Add-Ons Expert-as-a-Service Services
CON-CXE-SP-EXPT	Cisco SP Mobility Add-Ons Expert-as-a-Service Services
CON-CXE-PM-EXPT	Cisco Project Manager Expert-as-a-Service Services

The above SKUs can be applied to all BCS 2.3 SKUs except where no replacement is available as indicated in Table 3 below.

**Table 3.** SKUs affected by this announcement

SKU Name	SKU Description	Replacement SKU
CON-AS-AC-OPT	Cisco ACI Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-AT-OPT	Cisco Advanced Threat Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-CA-OPT	Cisco Business Critical Services Next Gen Cable Access	New BCS 3.0 SKUs
CON-AS-CC-OPT	Cisco Customer Care Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-CO-ADV	Cisco Collaboration Subscription Advisory Service	New BCS 3.0 SKUs
CON-AS-CS-OPT	Cisco Computing Systems Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-CW-OPT	Cisco Cloud Security Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-DC-ADV	Cisco Data Center and Cloud Advisory Subscription Services	New BCS 3.0 SKUs
CON-AS-DS-OPT	Cisco Business Critical Services Data Center Switching	New BCS 3.0 SKUs
CON-AS-HC-OPT	Cisco Hosted Collaboration Solution Optimize Subscription Services	No Replacement
CON-AS-IE-OPT	Cisco Business Critical Services, IoT Edge and Fog Compute	No Replacement
CON-AS-IN-OPT	Cisco Industrial Networking Collaboration Optimize Subscription Services	No Replacement
CON-AS-MB-ADV	Cisco SP Mobility Advisory Subscription Services	New BCS 3.0 SKUs

SKU Name	SKU Description	Replacement SKU
CON-AS-MM-OPT	Cisco Business Critical Services Cloud Meetings Messaging	New BCS 3.0 SKUs
CON-AS-MO-OPT	Cisco Business Critical Services Network Mgmt Orchestration	New BCS 3.0 SKUs
CON-AS-MP-SID	Cisco Network Mgmt and Orch SI Subscription Services	New BCS 3.0 SKUs
CON-AS-MP-OPT	Cisco Mobility Policy Access Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-NS-OPT	Cisco Network Security Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-NW-ADV	Cisco Core Networking Advisory Subscription Services	New BCS 3.0 SKUs
CON-AS-OA-OPT	Cisco Business Critical Services DC Orchestration Automation	New BCS 3.0 SKUs
CON-AS-ON-OPT	Cisco Business Critical Services Optical Networking	New BCS 3.0 SKUs
CON-AS-PA-OPT	Cisco Security Policy Access Optimize Subscription Services	New BCS 3.0 SKUs
CON-AS-PC-OPT	Cisco Business Critical Services Packet Core	New BCS 3.0 SKUs
CON-AS-RS-OPT	Cisco Business Critical Services Routing and Switching	New BCS 3.0 SKUs
CON-AS-SE-ADV	Cisco Security Advisory Subscription Services	New BCS 3.0 SKUs
CON-AS-SN-OPT	Cisco Business Critical Services Storage Area Networking	New BCS 3.0 SKUs
CON-AS-SP-OPT	Optimization Service for Optical	No Replacement
CON-AS-SV-OPT	Cisco Business Critical Services SP Video Infrastructure	No Replacement
CON-AS-TT-OPT	Cisco Business Critical Services, Tetration	New BCS 3.0 SKUs
CON-AS-UC-OPT	Cisco Unified Communications Optimize Subscription Services	New BCS 3.0 SKUs

## For more information

For more information about the Cisco End-of-Life Policy, go to: [https://www.cisco.com/en/US/products/products\\_end-of-life\\_policy.html](https://www.cisco.com/en/US/products/products_end-of-life_policy.html).

For more information about the Cisco Product Warranties, go to: [https://www.cisco.com/en/US/products/prod\\_warranties\\_listing.html](https://www.cisco.com/en/US/products/prod_warranties_listing.html).

To subscribe to receive end-of-life/end-of-sale information, go to: <https://www.cisco.com/cisco/support/notifications.html>.

Any authorized translation issued by Cisco Systems or affiliates of this end-of-life Product Bulletin is intended to help customers understand the content described in the English version. This translation is the result of a commercially reasonable effort; however, if there are discrepancies between the English version and the translated document, please refer to the English version, which is considered authoritative.

**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 <https://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: <https://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)