

Cisco Refresh Accredited Circular Economy (RACE) Partner Program

The Cisco Refresh Accredited Circular Economy (RACE) Partner Program is designated for Cisco Certified Partners who want to achieve the goal of accelerating the transition to a Circular Economy by adopting a “No Waste” culture and selling Cisco Refresh (-RF) products that come fully remanufactured, supported, licensed, warranted and certified by Cisco. We are asking you to offer Cisco Refresh (-RF) products as an alternative to discounting new Cisco products in competitive situations. Cisco is accelerating the use of the Circular Economy and urges you to provide solutions using our Cisco Refresh (-RF) products, which are remanufactured and therefore support the circular economy. Cisco Refresh (-RF) product leverages the Circular Economy which aims to move away from today’s linear economy of take, make and dump, creating massive landfills, which damage and pollute the environment.

Not only will you reap the benefits from an environmental perspective, but you and your customers will be rewarded commercially as well.

Program Benefits

- Increased margin opportunity with competitive pricing agility
- Incremental revenue opportunity
- Better positioned to compete with secondary markets
- Help reduce the environmental stress of depleting our non-renewable raw materials

Prerequisites

- Partner candidates must be Cisco Certified: Gold, Silver, Premier, Select
- Enrolled in RFIP/CCRE Program
- Partner must achieve minimum order thresholds of Cisco Refresh (-RF) products

Training Requirements

Partners must have five (5) individuals undergo the RACE training program. RACE training is available to the following job roles within Partner’s organization: Purchasing Manager, Operations Managers, Account Manager, System Engineer and Field Engineer. Role sharing is permitted with any other Cisco roles within Cisco programs. At least five (5) individuals must pass the RACE exam.

Required RACE Training

RACE - 45 min; No Cost

Required Exam

RACE - No Cost