

Virtual SmartZone Price Adjustment FAQs



Partner FAQs

Q1: When will the MSRP price change take effect?

The MSRP price adjustment will take effect on December 1, 2025, for the specified SKUs.

Q2: What price adjustment will take place on December 1, 2025?

Some of the Virtual SmartZone and Virtual Data Plane product lines will be impacted by the price adjustment. The SKUs that will be impacted include:

- 1) L09-VSCG-WW00 (MSRP increase)
- 2) L09-VZDP-WW00 (MSRP increase)
- 3) L09-VSZD-BWUL (MSRP decrease)

In addition, one of the vDP SKUs: L09-VSZD-BW10 (that supports up to 10 Gbps of bandwidth) is being taken off the price list as the base SKU (L09-VSZD-WW00) will now support up to 10 Gbps instead of 1 Gbps.

The MSRP of the rest of the Virtual SmartZone and Virtual Data Plane SKUs will remain unchanged.

Q3: What will happen to the approved DDOs based on old MSRP?

The approved active DDOs will be held with the original net price.

Q4: I am the preferred partner for an end customer. I am contractually obligated to provide end user pricing. Will you continue to honor the pricing I receive for the duration of my contract with the end customer?

Generally, all pricing will be based on the new MSRP starting December 1, 2025. Exceptions will be reviewed and approved on a case-by-case basis.

Q5: My customer is in the middle of a rollout project, and I submit POs to a distributor on a monthly basis. Will I continue to receive the same pricing for this ongoing project?

This is a discussion that must occur between you and your distributor.