

Your strategic guide: Ingram Micro Navigator for Cisco 360.

A new era: From tiers to outcome-based metrics.

Cisco's new partner program marks the most significant overhaul of its partner ecosystem in over two decades, launching fully February 1, 2026. The traditional Registered, Select, Premier and Gold tiers are being replaced by a dynamic 0–10 Partner Value Index for each Cisco architecture.

This new framework is designed to recognize and reward the full spectrum of partner contributions, **focusing on outcomes rather than processes**. Partners achieving a value index of 7.5 or higher in any architecture will earn the new “Cisco Preferred Partner” designation, unlocking enhanced incentives and exclusive benefits, including access to Cisco U training licenses.

How the Cisco 360 program measures and rewards value.

The value index evaluates partners across four outcome-based categories:



Foundational:
Maturity in lifecycle and managed services practices.



Capabilities:
Investments in technical skills, certifications and resources.



Performance:
Success in landing, retaining and expanding customer relationships.



Engagement:
Active involvement along the customer journey and within the partner ecosystem.

This holistic approach ensures that all business models—whether you sell, manage, build or advise—are recognized and rewarded. As your Partner Value Index increases, so do your financial and non-financial benefits, with a streamlined incentive structure replacing legacy rebate programs.

Preparing for success: **How Ingram Micro Navigator supports your transition.**

With the transition period underway, Ingram Micro Navigator is committed to helping partners navigate the new Cisco 360 landscape:

- **Pre-qualification opportunity:** Partners can pre-qualify with Ingram Micro starting August 1, 2025, locking in their Preferred Partner status for the February 2026 launch.
- **Value index planning and visibility:** By granting Ingram Micro Distributor Partner View (DPV) access to Cisco's Partner Experience Platform (PXP), partners can collaborate directly with Ingram Micro to track index progress, set goals and maximize incentives.
- **Ingram Micro Navigator for Cisco 360:** This framework delivers custom learning paths, automation tools and expert guidance through the Ingram Micro Xvantage™ platform, helping partners boost their value index metrics and capitalize on Ingram Micro's exclusive offerings like Empower EA and CARE.

Take action now:

- **Explore PXP:** Read our [guide](#) to optimize Cisco PXP with Ingram Micro's expertise.
- **Activate DPV:** Contact your PSS admin to grant Ingram Micro DPV access in PXP for tailored support (renewable annually).

Ingram Micro Navigator for Cisco 360 is designed with and for partners to help you scale, differentiate and deliver transformative outcomes for customers in a rapidly evolving market. Prepare now to secure your competitive edge.