

Accelerate growth: Optimize Cisco PXP with Ingram Micro's expertise

Cisco's Partner Experience Platform (PXP) is your essential, unified dashboard for managing and growing your Cisco business. It provides comprehensive views of your performance, comparisons with peers, rebate management and integrated sales tools.

Maximize opportunities with PXP features

PXP offers vital tools to drive your business forward:

- **Sales opportunities:** Proactively discover whitespace opportunities, such as prospects upgrading wireless access points who may also need switches or other solutions.
- **Enablement tab:** Track your team's training progress and identify gaps against Cisco's upcoming **Cisco 360 Partner Program** requirements.
- **EA Growth Finder:** This powerful AI-driven feature scans your customer base to pinpoint a la carte licenses ideal for consolidation into more profitable Enterprise Agreements (EAs). It also uncovers upsell/cross-sell potential.

Amplify your success with Ingram Micro and DPV

Activating **Distributor Partner View (DPV)** within PXP grants Ingram Micro secure, read-only access to specified areas of *your* dashboard. This transforms our partnership, allowing us to be a proactive extension of your team. With DPV, Ingram Micro can help:

- Identify hidden sales opportunities (including EA conversions spotted by Growth Finder).
- Optimize subscription renewals and maximize rebate attainment (VIP, CSPP, Perform Plus and the all-new Cisco Partner Incentive launching in 2026).
- Monitor business insights, bookings and operational health.
- Analyze practice maturity and guide performance improvements.
- Streamline deal registration and provide EA process guidance.

Beyond DPV, leverage Ingram Micro's dedicated Cisco inside sales team, technology enablement group and CARE team for comprehensive support—from presales and technical expertise to CX enablement, financing options and advancing your Cisco partner level (Select, Premiere, Gold).

Act now:

1. **Explore PXP:** Familiarize yourself with the dashboard and features like the EA Growth Finder.
2. **Activate DPV:** Contact your PSS admin to grant Ingram Micro "Cisco Click to View" access (renewable annually).
3. **Connect with us:** Contact your [Cisco Development Executive Team](#) or [Robert Young](#) directly for personalized PXP demos and strategic guidance.

Let's utilize the power of PXP and our partnership to accelerate your Cisco success.