

SHIELD

CISCO SECURE NETWORKING

Accelerate your Success with Cisco Secure Networking Solutions!

Unlock growth with Ingram Micro's Cisco Secure Networking Acceleration Program. Tailored for partners in Cisco networking, security, or competitive solutions, this program helps boost your Cisco secure networking sales. Elevate your business with Ingram Micro's expert support and resources.

Who Should Register?

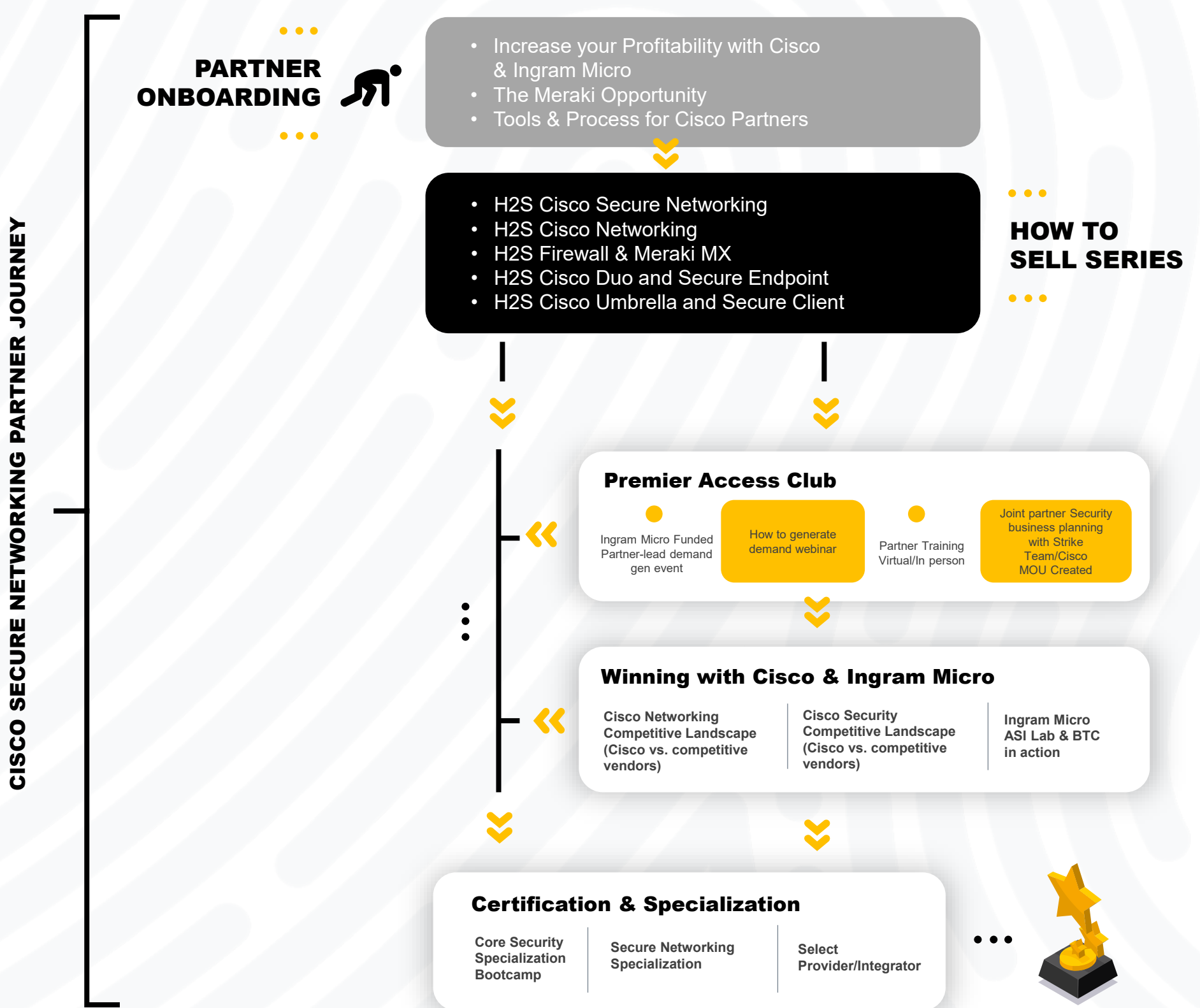
- New Cisco partners, with experience selling Networking and/or Security solutions.
- Existing Cisco partners selling Cisco Networking and/or Security, who want to increase their Cisco Sales.

Why Register?

- **Maximize Profitability:** Discover strategies to boost profits with Ingram Micro and Cisco security solutions.
- **Fast-Track Growth:** Learn how to effectively sell the full Cisco security portfolio.
- **Outperform Competitors:** Master the art of positioning Cisco in competitive markets.
- **Exclusive Access:** Join the Private Cisco Secure Networking Sales Club.
- **Partner Support:** Leverage the Ingram Micro Partner Development Strike Team for personalized assistance.

Journey Overview

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Sessions Calendar

Cisco Onboarding

SEPTEMBER 2024	OCTOBER 2024	NOVEMBER 2024	DECEMBER 2024	JANUARY 2025
Tools & Process for Cisco Partners 09/25/2024 11:30 a.m. – 12:30 p.m. ET	Increase your Profitability with Cisco & Ingram Micro 10/07/2024 2 p.m. – 3 p.m. ET	Increase your Profitability with Cisco & Ingram Micro 11/04/2024 2 p.m. – 3 p.m. ET	Increase your Profitability with Cisco & Ingram Micro 12/04/2024 11:30 a.m. – 12:30 p.m. ET	Increase your Profitability with Cisco & Ingram Micro 01/08/2025 11:30 a.m. – 12:30 p.m. ET
The Meraki Opportunity 10/16/2024 11:30 a.m. – 12:30 p.m. ET	The Meraki Opportunity 10/03/2024 11:30 a.m. – 12:30 p.m. ET	The Meraki Opportunity 11/13/2024 11:30 a.m. – 12:30 p.m. ET	Tools & Process for Cisco Partners 12/10/2024 11:30 a.m. – 12:30 p.m. ET	The Meraki Opportunity 01/17/2025 11:30 a.m. – 12:30 p.m. ET
Tools & Process for Cisco Partners 10/25/2024 11:30 a.m. – 12:30 p.m. ET	Tools & Process for Cisco Partners 10/10/2024 11:30 a.m. – 12:30 p.m. ET	Tools & Process for Cisco Partners 11/22/2024 11:30 a.m. – 12:30 p.m. ET	The Meraki Opportunity 12/17/2024 11:30 a.m. – 12:30 p.m. ET	Tools & Process for Cisco Partners 01/24/2025 11:30 a.m. – 12:30 p.m. ET

Cisco Secure Networking

SEPTEMBER 2024	OCTOBER 2024	NOVEMBER 2024	DECEMBER 2024	JANUARY 2025
Demos to close sales 09/23/2024 2 p.m. – 3 p.m. ET	How to sell Firewall & Meraki MX 10/03/2024 11:30 a.m. – 12:30 p.m. ET	How to sell Cisco Umbrella and Secure Client 11/08/2024 11:30 a.m. – 12:30 p.m. ET	How to sell Firewall & Meraki MX 12/04/2024 2 p.m. – 3 p.m. ET	How to sell Cisco Duo and Secure Endpoint 1/09/2025 11:30 a.m. – 12:30 p.m. ET
Securing Success: Maximize Profits and Sales with Cisco Security 10/10/2024 2 p.m. – 3 p.m. ET	How to sell Cisco Secure Networking 11/13/2024 2 p.m. – 3 p.m. ET	How to Generate Demand 12/06/2024 11:30 a.m. – 12:30 p.m. ET	How to sell Firewall & Meraki MX 1/16/2025 2 p.m. – 3 p.m. ET	
How to sell Cisco Networking 10/18/2024 11:30 a.m. – 12:30 p.m. ET	How to sell Cisco Duo and Secure Endpoint 11/21/2024 11:30 a.m. – 12:30 p.m. ET	Securing Success: Maximize Profits and Sales with Cisco Security 12/09/2024 2 p.m. – 3 p.m. ET	How to sell Cisco Networking 1/23/2025 2 p.m. – 3 p.m. ET	
How to Generate Demand 10/22/2024 11:30 a.m. – 12:30 p.m. ET	Demos to close sales 11/25/2024 11:30 a.m. – 12:30 p.m. ET	CN Competitive Landscape (Cisco vs. competitive vendors) 12/17/2024 2 p.m. – 3 p.m. ET	Demos to close sales 1/28/2025 11:30 a.m. – 12:30 p.m. ET	
Demos to close sales 10/24/2024 11:30 a.m. – 12:30 p.m. ET		Demos to close sales 12/18/2024 11:30 a.m. – 12:30 p.m. ET		

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