



# Choose a winning team: Cisco Enterprise Networking solutions from Ingram Micro

Since its inception in 1984, Cisco has offered network infrastructure—a combination of routers, switches, wireless and management platforms. These combined solutions form the Cisco Enterprise Networking architecture. The network is the IT backbone, connecting all users and technologies. Cisco's other portfolios, like Security, Collaboration and Data Center, build off of the connections that Enterprise Networking provides. Cisco's networking portfolio continues to expand into new areas of management, like Catalyst Center, environments with extended enterprise industrial solutions, smart buildings with Cisco Spaces and artificial intelligence and machine learning. Cisco Enterprise Networking is now expanding into cloud management through deeper integrations with the Meraki dashboard.

## **Uplevel your Cisco Enterprise Networking investment with Ingram Micro**

Ingram Micro has a team of associates ready to assist with Cisco networking configurations. We also have the latest Cisco networking gear for you to see and experience, such as:

- Catalyst wired and wireless integration with management platforms for on-premises Catalyst Center and Meraki cloud
- Current solution portfolios:
  - Catalyst 8K series routers
  - Catalyst 9000 series switches and wireless access points
  - Industrial Ethernet hardware and operations dashboard
  - Small business portfolio coupled with business dashboard software
- Integrations with:
  - ThousandEyes
  - Cisco Spaces
  - Umbrella



## Get expert support from Ingram Micro at every step

With decades of background in reselling, training and achieving successful outcomes with Cisco, our dedicated teams in Cisco sales, technical support and marketing are available to foster the development of your Cisco Enterprise Networking solutions. Whether you require assistance with:

- Pre-sales design and quotations
- Guidance in licensing and ordering
- Training demonstrations and hands-on experience with Cisco equipment

Ingram Micro is prepared to meet your needs.

## Leading our Cisco Enterprise Networking enablement:

- **Dan Stewart** ([daniel.stewart@ingrammicro.com](mailto:daniel.stewart@ingrammicro.com)), **Sr. Technical Enablement Engineer**
  - 15 years of experience at Ingram Micro supporting Cisco solutions, delivering training, demonstrations and enablement through the hands-on Business Transformation Center (BTC) lab
- **Bobby Young** ([robert.young@ingrammicro.com](mailto:robert.young@ingrammicro.com)), **Sr. Technical Enablement Engineer**
  - 14 years of experience at Ingram Micro in pre-sales engineering consulting partners in strategic enablement through Cisco's ever-expanding array of solutions, partner levels and product portfolios
- **Cori Hahn** ([cori.hahn@ingrammicro.com](mailto:cori.hahn@ingrammicro.com)), **Sr. Technical Enablement Engineer**
  - 10 years of Cisco pre-sales engineering experience consulting partners in strategic enablement through Cisco's ever-expanding array of solutions, partner levels and product portfolios

## Increase your Cisco Enterprise Networking knowledge

- **Webinars:** Gain insights into Cisco Enterprise Networking offerings, value propositions and the latest features through our Enterprise Networking Foundations and Enterprise Networking Expanded series of webinars. Earn \$50 in reseller rewards for each completed Expanded session.
- **Enterprise Networking Foundations:** Geared to net new partners, our [Foundations webinars](#) help sales and technical employees understand how to increase their business opportunities with Cisco enterprise networking solutions, including the offering, value proposition and positioning.
  - [Cisco DNA Foundations](#)—Understand the Cisco DNA Software offering as well as the opportunities and benefits for partners and customers.
- **Enterprise Networking Expanded:** These webinars are geared toward technical employees, such as engineers and technicians:
  - [Meraki and Catalyst Expanded Series](#)—Discover new features, announcements and future plans for Cisco Enterprise Networks' Catalyst and Meraki cloud solutions.
- **Recorded Cisco Virtual Learning (CVL) on-demand sessions:** Access in-depth [Enterprise Networking trainings](#) at your convenience. Learn different ways you can expand your Cisco offerings and use a business-outcome sales strategy to meet the needs of your customers and close more deals.



## Ingram Micro Business Transformation Center (BTC)

Our BTC lab is configured with Cisco's Intersight platform, enabling our team to provide demonstrations, training and consultations for you and your customers. We are currently deploying a Nutanix HCI cluster—[contact the BTC](#) if you want to see it in action and learn more.

### Cisco external resources:

- Cisco Enterprise Network promotions: <https://www.cisco.com/c/en/us/solutions/enterprise-networks/promotions-free-trials.html#~all-offers>
- Cisco network infrastructure community: <https://community.cisco.com/t5/networking/ct-p/4461-network-infrastructure>
- Cisco wireless and mobility community: <https://community.cisco.com/t5/wireless-mobility/ct-p/4931-wireless-mobility>

## Ingram Micro Cisco services and enablement resources

- **[Solution Design & Services \(SD&S\) concierge](#)**: This service includes:
  - Pre-sales technical assistance
  - 1-on-1 Webex meetings with you and your customers (up to 1 hour)
  - Quoting assistance for items discussed on 1-on-1 calls
  - Use the [SD&S contact menu](#) for immediate engagement
- **[BTC demo bookings](#)**: Improve your demos, trainings and more by utilizing the hands-on experience of our BTC engineers. The BTC team allows you to:
  - Access our full stack of the latest Cisco solutions in our hands-on lab.
  - Leverage our real-world product experience and expertise.
  - Get deeper insights into the solutions you want to sell.
  - View how solutions function in a working lab environment.
- **[Technical enablement consultation](#)**: Receive pre-sales engineering, training and strategic guidance to help grow your business. Speed up business growth with proven methods that include:
  - Partner sales training and pre-sales education
  - Solution-centric ways to sell business outcomes
  - Maximize Cisco discounts via strategic enablement
  - Partnership certification and specialization road mapping
- **[Empower EA](#)**: Ingram Micro's Empower EA program allows partners to use Ingram Micro certifications to sell Cisco EAs cross-architecturally. As a Cisco partner, when you use Empower EA, you can utilize Ingram Micro's expertise and knowledge to meet requirements and say yes to more Cisco sales. This program also offers:
  - Partner education (sales and pre-sales training)
  - Solution-centric ways to sell business outcomes
  - Maximum Cisco discounts via strategic enablement
  - Partnership certification and specialization road mapping

Let Ingram Micro be your partner in building a thriving Cisco collaboration practice. Contact us today.

