Take your Cisco **security** practice to the next level with Ingram Micro

Cisco security is a complete solution set of products addressing all the latest modern security concerns. The solutions can work as a single platform to provide a comprehensive view from when users open their browsers through the entire chain until an application accesses data. The solutions protect networks, hybrid multi-cloud environments, devices, emails and remote users.

Cisco also has a wide range of security architectures, such as:

- Zero trust
- ZTNA (zero trust network access)
- XDR (extended detection and response)
- SASE (secure access service edge)
- SSE (security service edge)

Managed service providers (MSPs) are also covered by complementary Cisco security solutions like Cisco Umbrella and Secure Endpoint, which are available via the managed services license agreement (MSLA), a licensing program for MSPs.

Partner with Ingram Micro for Cisco security

Ingram Micro is here to help our partners achieve business outcomes for their customers. We have resources and experts who can help with pre-sales, solution design, sales and ordering processes. We can also provide custom, solution-focused technical demonstrations. This includes our engineer-supported Business Transformation Center (BTC) and ASI (Advanced Solutions Integration) Lab. Our engineers also participate in the Cisco Security Beta Program, which includes early feature tests, product and feature demos, customer feedback sessions and more. Ingram Micro also has a wide range of cybersecurity services available.

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 Security solutions. Whether you require assistance with:

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

Ingram Micro is prepared to meet your needs.

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Distributing Solutions

Leading our Cisco security enablement:

- **Kevin Switzer** (kevin.switzer@ingrammicro.com)
  - Sr. Technical Enablement Engineer
  - Contact Kevin for:
    - Cisco partner and Cisco security onboarding
    - Best path to achieve Cisco Select, Premier or Gold status
    - Cisco resource navigation
    - Introduction and overview training on Cisco security solutions and announcements
    - Guest speaker (virtual or in person) for customer demand generation events

- **David Williams** (david.williams@ingrammicro.com)
  - Development Executive II
  - Contact David for managed service provider related requests

- **Tom Mann** (thomas.mann@ingrammicro.com)
  - Sr. Technical Enablement Engineer
  - Certifications: CCNP Security, Cisco Cyber-Ops Specialist and CCNA
  - Provides training, demonstrations and enablement through our hands-on Business Transformation Center (BTC) lab
  - Contact Tom for Cisco network and cybersecurity engineering needs

Increase your Cisco security knowledge

Webinars: Gain insights into Cisco security offerings, value propositions and the latest features through our Security Foundations and Security Expanded series of webinars. Earn $50 in reseller rewards for each completed expanded session.

- **Security Foundations:** Geared to net new partners, our Foundations webinars help sales and technical employees understand how to increase their business opportunities with Cisco security solutions, including the offering, value proposition and positioning.
  - How to sell: Cisco cloud security—Understand the opportunity behind the Cisco cloud security portfolio, the value proposition and positioning for Cisco XDR, Secure Access by Duo, Umbrella and Cisco Secure Client.
  - How to sell: Cisco managed services—Transform your customers' security landscape with Cisco security. Elevate your sales game. Discover the art of selling Cisco managed services with a focus on security.

- **Security Expanded:** These webinars are geared toward technical employees, such as engineers and technicians:
  - Cisco Expanded: Training and enablement of Cisco security solutions—Learn about the newest Cisco solutions, gain technical understanding and see a solution demonstration.

- **Security Acceleration Program:** This program is crafted for partners with an existing Cisco security practice and those selling other security solutions. It aims to supercharge your sales of Cisco security solutions. Join us on this transformative path and elevate your business to new heights:
  - Cisco Security Acceleration: How to sell network security—Learn how Cisco Security can safeguard your customer's organization, simplify security operations and enhance scalability.
  - Cisco Security Acceleration: Competitive landscape—Showcase how Cisco complements competitive solutions and how to compete against other security vendors.
  - Cisco Security Acceleration: How to sell user and device security—Learn how to enhance use experiences by providing access from any device, anywhere and incorporating proactive security measures for your customers' environments.
  - Cisco Security Acceleration: How to sell cloud and application security—Discover how Cisco offers flexible, cloud-delivered security through experiences that are user friendly, streamlined for IT and safer for everyone.
  - Cisco Security Acceleration: Demos to close sales—Demonstrate the value of Cisco security solutions using the cloud and accelerate deal closure.

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Recorded Cisco Virtual Learning (CVL) on-demand sessions: Access in-depth security training at your convenience:

- Cisco and the ASI Lab defend against modern cyberthreats
- Cisco Expanded: Cisco security solutions for managed service providers
- Cisco Expanded: Firewall Modernization

Ingram Micro Business Transformation Center (BTC)

Our BTC lab is configured with many Cisco security solutions to help us provide demonstrations, training and consultations for our partners. Here are some of the solutions we have running:

- Cisco Umbrella Secure Internet Gateway (SIG)
- Cisco Secure Connect
- Secure Firewall with Cisco Defense Orchestrator (CDO) and Firepower Management Center (FMC)
- Cisco XDR
- Cisco Secure Endpoint
- Cisco Secure Email Threat Defense
- Cisco Duo
- Cisco Secure Client

Our lab is built with Cisco unified computing system (UCS) servers comprising Catalyst and Meraki networks. We can showcase Cisco's latest SASE, SSE and zero trust solutions. Contact the BTC to see it in action and learn more.

Ingram Micro Advanced Solutions Integration Lab (ASI Lab)

We are building the Ingram Micro ASI Lab to equip partners with the tools and expertise to showcase the effectiveness of comprehensive cybersecurity solutions. The lab features a pre-configured ecosystem of on-premises hardware, virtualized software instances and cloud resources. It will be easy for our partners and technology enablement engineers to schedule and use.

We will have a Cisco edition of the lab that includes a playground for cybersecurity integration:

- The focus will be on the integration of Cisco and multiple vendors' cybersecurity solutions.
- Partners will be able to see how multivendor solutions can work together to defend against various cyberthreats.

Use the ASI Lab to understand the evolving threat landscape better:
- Identity-based attacks
- Vulnerability-based attacks
- Functioning bad actor tools will show security solutions "in action"

We will start with these Cisco solutions and resources:
- Cisco User Protection Suite—Cisco Secure Access, Cisco Duo, Email Threat Defense and Cisco Secure Endpoint
- Additional Cisco security solutions—Cisco XDR, Cisco Secure Firewall and Firepower Management Center

Download the ASI Lab guide or contact the BTC to schedule a demo.

Become a Cisco MSP with Ingram Micro's resources

Selling managed services is easier with enablement resources offered by Ingram Micro, such as the MSLA. The MSLA is a buying program for partners where a partner distributes licenses and is billed monthly for what they consume. The MSLA's customizable model simplifies software purchases to fit your needs, giving your business a competitive advantage.

Download The ultimate guide for MSPs: Products, enablement resources, incentives and more or contact ciscosoftware@ingrammicro.com for more information and learn about the MSLA roadmap here (Cisco login credentials required).

Distributing Solutions

Cisco external resources

- Cisco Security homepage: (https://www.cisco.com/site/us/en/products/security/index.html)
- Cisco Sales Connect security products and platforms page (requires Cisco login credentials): (https://salesconnect.cisco.com/Security/s/products-and-platform)
- Cisco partner journeys: (https://ciscopartnerjourneys.com/en/us/practice-builders/cisco-security-partner)

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
- Cisco Security Welcome Program: To help our partners capitalize on the burgeoning cybersecurity and risk management trend, Ingram Micro launched an exclusive, invitation-only Security Welcome Program. This program is open to Cisco registered and non-Cisco registered partners wishing to become Cisco registered. It's also open to non-Cisco specialized partners interested in growing their security practice as a Cisco partner.

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

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