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Date	Time (ET)	Type	Topic	Description
Monday, November 4	2 p.m.	💲	**Cisco Foundations: Increase your Profitability with Cisco & Ingram Micro**	Understanding the Cisco Partner ecosystem, the different partner roles and the benefits of becoming a certified partner as well as the Ingram Micro's value proposition
Tuesday, November 5	2 p.m.	🔧	**Cisco Expanded: What's new with Cisco Networking**	In this session we will focus on: Recaps of all updates provided from the Cisco Networking Partner Event in October. Focusing our time on the latest Wi-Fi 7 updates and latest EOS announcements.
Wednesday, November 6	2 p.m.	💲	**Cisco Foundations: How to Sell - Cisco Managed Services - Security**	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.
Thursday, November 7	11:30 a.m.	💲	**Cisco Foundations: How to Sell - Cisco Webex**	Understand how to increase the opportunity for Webex and collaboration devices in a hybrid work environment
Friday, November 8	11:30 a.m.	🛡	**Cisco Security Acceleration: How to Sell Cisco Umbrella and Secure Client**	Discover how Cisco offers flexible, cloud-delivered security through experiences that are user-friendly, streamlined for IT, and safer for everyone

Key:

💲 - Sales   🛡 - Security   🔧 - Engineering   🔧 - Tools & Processses

Date	Time (ET)	Type	Topic	Description
Wednesday, November 13	2 p.m.		Cisco Foundations: The Meraki Opportunity	Understand how to increase your business opportunities with Cisco Meraki, the offering, licensing model, focus on the value of Power of the Platform
Wednesday, November 13	11:30 a.m.		Cisco Security Acceleration: How to sell Cisco Secure Networking	Discover how to securely extend your customer's network and activate it as a security sensor to provide a safe environment for all the users and the business
Thursday, November 14	2 p.m.		Cisco Expanded: Cisco Networking: Catalyst & Meraki - Better Together - Part 1	**Part 1:** Unleash the power of the Meraki Cloud Dashboard for both Monitoring and Managing Catalyst LAN solutions. **In this session we will focus on:** Overview of Catalyst LAN, wired and wireless platforms, for monitoring and managing on the Meraki Dashboard. We will focus on the Day 1 setup of the Catalyst LAN hardware to be onboarded to Meraki dashboard.
Thursday, November 14	11:30 a.m.		Cisco Security Acceleration: How to Sell - Cisco Cloud Security	Understand the opportunity behind Cisco cloud security portfolio, the value proposition and positioning for Cisco XDR, secure access by DUO, Umbrella and Cisco Secure Client
Monday, November 18	12 p.m.		Cisco Expanded: Leveraging New Offers to Upgrade into Collab AI Hardware	Did you know A-Flex-3 customers could qualify for large hardware discounts and there are multiple other ways to increase your profits from Cisco collaboration products? Join us to learn how to use these incentives to generate additional demand for new hardware.
Tuesday, November 19	11:30 a.m.		Cisco Foundations: How to Sell - Cisco Catalyst Center	Understand the Cisco DNA Software offering as well as the opportunity and benefits for partners and customers
Wednesday, November 20	2 p.m.		Cisco Foundations: How to Sell - Cisco Managed Services - Meraki	Discover the power of Cisco Meraki and the lucrative world of managed services. Elevate your sales game. Discover the art of selling Cisco managed services, with a focus on Meraki.
Thursday, November 21	11:30 a.m.		Cisco Security Acceleration: How to Sell Cisco Duo and Secure Endpoint	Learn how to enhance user experiences by providing access from any device, anywhere, and incorporating proactive security measures for your customer's environment
Friday, November 22	11:30 a.m.		Cisco Foundations: Tools and Processes	In this activity you will learn about the main tools that Cisco has for its partners: Partner Marketing Central, Sales Connect, CCW, and more…
Monday, November 25	11:30 a.m.		Cisco Security Acceleration: Cisco Security Demos to Close Sales	Demonstrate the Value of Cisco Security Solutions Using dCloud and Accelerate Deal Closure
Tuesday, December 3	2 p.m.		Cisco Expanded: What's New with Cisco Networking	In this event we will look at what is new features, latest announcements, and future plans of Cisco Enterprise Networks Catalyst and Meraki Solutions
Wednesday, December 4	2 p.m.		Cisco Security Acceleration: How to Sell Cisco Firewall and Meraki MX	In this session, we will explore how Cisco Security can safeguard your customer's organization, simplifying security operations, and enhancing scalability

Date	Time (ET)	Type	Topic	Description
Wednesday, December 4	11:30 a.m.	💲	Cisco Foundations: Increase your Profitability with Cisco & Ingram Micro	Understanding the Cisco Partner ecosystem, the different partner roles and the benefits of becoming a certified partner as well as Ingram Micro's value proposition
Thursday, December 5	2 p.m.	💲	Cisco Foundations: How to Sell - Cisco Managed Services - Security	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.
Thursday, December 5	11:30 a.m.	💲	Cisco Foundations: How to Sell - Enterprise Agreement	Understand how Cisco EA simplifies software procurement and license management offering a future-ready technology strategy that delivers greater value, agility, and flexibility for end users
Friday, December 6	11:30 a.m.	🔒	Cisco Security Acceleration: How to Generate Demand	In this activity we will guide you through client prospecting exercises for cybersecurity opportunities. By the end of the session, you will be able to download ready-to-use content for your demand generation strategy.
Monday, December 9	2 p.m.	🔒	Cisco Security Acceleration: Cisco Security Competitive Landscape	Showcase how Cisco complements competitive solutions and how to compete vs other security vendors
Tuesday, December 10	11:30 a.m.	🔧	Cisco Foundations: Tools and Processes	In this activity you will learn about the main tools that Cisco has for its partners: Partner Marketing Central, Sales Connect, CCW, and more…
Wednesday, December 11	2 p.m.	💲	Cisco Foundations: How to Sell - Cisco Webex	Understand how to increase the opportunity for Webex and collaboration devices in a hybrid work environment
Thursday, December 12	1 p.m.	🔊	Cisco Expanded: Latest AI Functionality in Cisco Collaboration	Join us to learn about the latest updates in Cisco Collaboration AI.
Friday, December 13	11:30 a.m.	💲	Cisco Foundations: How to Sell - Cisco Managed Services - Meraki	Discover the power of Cisco Meraki and the lucrative world of managed services. Elevate your sales game. Discover the art of selling Cisco managed services, with a focus on Meraki.
Monday, December 16	2 p.m.	💲	Cisco Foundations: How to Sell - Cisco Catalyst Center	Understand the Cisco DNA Software offering as well as the opportunity and benefits for partners and customers
Tuesday, December 17	11:30 a.m.	💲	Cisco Foundations: The Meraki Opportunity	Understand how to increase your business opportunities with Cisco Meraki, the offering, licensing model, focus on the value of Power of the Platform
Tuesday, December 17	2 p.m.	🔒	Cisco Security Acceleration: CN Competitive Landscape (Cisco vs. competitive vendors)	In this session, we will explore how Cisco Solutions are designed to drive competitive differentiation, accelerate opportunities, and increase win rates

Date	Time (ET)	Type	Topic	Description
Wednesday, December 18	2 p.m.		Cisco Expanded: Cisco Networking: Catalyst & Meraki - Better Together - Part 2	**Part 2:** Unleash the power of the Meraki Cloud Dashboard for both Monitoring and Managing Catalyst LAN solutions. **In this session we will focus on:** The Day 2 value gained of the Catalyst LAN hardware to on the Meraki Dashboard. Firmware Upgrades, Topology View, Packet Capture, Configuration History Comparisons, Client and application traffic info and MORE.
Wednesday, December 18	11:30 a.m.		Cisco Security Acceleration: Cisco Security Demos to Close Sales	Demonstrate the Value of Cisco Security Solutions Using dCloud and Accelerate Deal Closure
Tuesday, January 7 2025	2 p.m.		Cisco Expanded: What's New with Cisco Networking	In this event we will look at what is new features, latest announcements, and future plans of Cisco Enterprise Networks Catalyst and Meraki Solutions. **In this session we will focus on:** TBD
Wednesday, January 8 2025	11:30 a.m.		Cisco Foundations: Increase your Profitability with Cisco & Ingram Micro	Understanding the Cisco Partner ecosystem, the different partner roles and the benefits of becoming a certified partner as well as the Ingram Micro's value proposition
Thursday, January 9 2025	11:30 a.m.		Cisco Security Acceleration: How to Sell Cisco Duo and Secure Endpoint	Learn how to enhance user experiences by providing access from any device, anywhere, and incorporating proactive security measures for your customer's environment
Friday, January 10 2025	11:30 a.m.		Cisco Foundations: How to Sell - Cisco Managed Services - Security	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.
Monday, January 13 2025	11:30 a.m.		Cisco Foundations: How to Sell - Cisco Cloud Security	Understand the opportunity behind Cisco cloud security portfolio, the value proposition and positioning for Cisco XDR, secure access by DUO, Umbrella and Cisco Secure Client
Wednesday, January 15 2025	1 p.m.		Cisco Security Acceleration: Conducting Collaboration Demos to Close Sales	Demonstrate the value of Cisco Collaboration Solutions using dCloud and accelerate deal closure
Thursday, January 16 2025	2 p.m.		Cisco Security Acceleration: How to Sell Cisco Firewall and Meraki MX	In this session, we will explore how Cisco Security can safeguard your customer's organization, simplifying security operations, and enhancing scalability
Friday, January 17 2025	11:30 a.m.		Cisco Foundations: The Meraki Opportunity	Understand how to increase your business opportunities with Cisco Meraki, the offering, licensing model, focus on the value of Power of the Platform.

Date	Time (ET)	Type	Topic	Description
Tuesday, January 21 2025	**2 p.m.**		**Cisco Expanded: Cisco Networking: Catalyst & Meraki - Better Together - Part 3**	**Part 3:** Uncover the path to recurring revenue through ordering and licensing of Cisco Networking solutions supported through Cisco Management platforms. **In this session we will focus on:** The quoting, ordering and licensing of Catalyst and Meraki LAN solutions.
Wednesday, January 22 2025	**11:30 a.m.**		**Cisco Foundations: How to Sell - Cisco Webex**	Understand how to increase the opportunity for Webex and collaboration devices in a hybrid work environment
Wednesday, January 22 2025	**2 p.m.**		**Cisco Foundations: How to Sell - Cisco Managed Services - Meraki**	Discover the power of Cisco Meraki and the lucrative world of managed services. Elevate your sales game. Discover the art of selling Cisco managed services, with a focus on Meraki.
Thursday, January 23 2025	**2 p.m.**		**Cisco Security Acceleration: How to sell Cisco Networking**	Explore the opportunities around the Cisco Networking solutions and find those best suited for your customer's needs
Friday, January 24 2025	**11:30 a.m.**		**Cisco Foundations: Tools and Processes**	In this activity you will learn about the main tools that Cisco has for its partners: Partner Marketing Central, Sales Connect, CCW, and more…
Monday, January 27 2025	**2 p.m.**		**Cisco Foundations: How to Sell - Cisco Catalyst Center**	Understand the Cisco DNA Software offering as well as the opportunity and benefits for partners and customers
Tuesday, January 28, 2025	**11:30 a.m.**		**Cisco Security Acceleration: Conducting Collaboration Demos to Close Sales**	Demonstrate the value of Cisco Collaboration Solutions using dCloud and accelerate deal closure