

TAKE YOUR CISCO PRACTICE TO THE NEXT LEVEL WITH CISCO VIRTUAL LEARNING.



Attend these live, Ingram Micro-led enablement sessions, available to all Cisco partners, and take your Cisco practice to the next level. All training is conducted virtually, and there is no limit to the number of attendees. Attend any Cisco Expanded session and earn **\$50 in reseller rewards**. Attendees can earn **up to \$250 per quarter**.



Click or scan the QR link to access and sign up for Cisco Virtual Learning.

Date	Time (ET)	Type	Topic	Description
Monday, February 24	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.
Tuesday, February 25	1 p.m.	🔧	Cisco Expanded: Designing a Great Conference Room	Learn the fundamentals on how to design a great videoconference room with Cisco's Solutions.
Wednesday, February 26	11 a.m.	🔧	Cisco Foundations: Enhanced Cisco Tools – Featuring PXP	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, February 26	2 p.m.	🛡️	Cisco Security Acceleration: Cisco Security Competitive Landscape	Showcase how Cisco complements competitive solutions and how to compete vs. other security vendors.
Thursday, February 27	2 p.m.	🧠	Cisco Expanded: SLED Public Funding and thoughtful E-rate Conversations	In this session we will focus on Cisco Public Sector and leveraging e-rate funding.
Tuesday, March 4	2 p.m.	🧠	Cisco Expanded: What's New with Cisco Networking	In this event we will look at new features, latest announcements, and future plans of Cisco Enterprise Networks Catalyst and Meraki Solutions.

Key:

💰 - Sales 🛡️ - Security 🧠 - Engineering 🔧 - Tools & Processes

Date	Time (ET)	Type	Topic	Description
Wednesday, March 5	2 p.m.		Cisco Foundations: Discover the New Cisco Partner Program	Understand the New Cisco Partner Program: eligibility, timeline and goals.
Friday, March 7	11 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.
Monday, March 10	11 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, March 10	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, simplify security operations, and enhance scalability.
Tuesday, March 11	1 p.m.		Cisco Expanded: Data Center - UCS refresh, positioning and latest promos	In this session we will explore the latest innovations in the UCS platform, review new opportunities for hybrid compute partners and go into the latest promotions in the CAI space.
Wednesday, March 12	11 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.
Friday, March 14	11 a.m.		Cisco Foundations: Cisco Meraki Opportunity and Offering	Understand how to increase your business opportunities with Cisco Meraki, the offering, licensing model, focus on the value of Power of the Platform.
Wednesday, March 19	11 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.
Wednesday, March 19	2 p.m.		Cisco Foundations: How to Sell Cisco Networking	Explore the opportunities around the Cisco networking solutions and find those best suited for your customer's needs.
Thursday, March 20	2 p.m.		Cisco Expanded: Advanced Data Center and Security for AI	In this session we will explore how Cisco's cutting-edge technologies support the infrastructure needs of AI-driven enterprises. This session highlights scalable data center architectures designed to optimize AI workloads and enhance performance. It also emphasizes Cisco's advanced security solutions that safeguard critical AI data against evolving cyberthreats. By integrating reliability, security and efficiency, these solutions empower organizations to harness AI while minimizing risk.
Friday, March 21	11 a.m.		Cisco Foundations: Enhanced Cisco Tools – Featuring PXP	In this activity you will learn about the main tools that Cisco has for its partners: Partner Marketing Central, Sales Connect, CCW and more.

Date	Time (ET)	Type	Topic	Description
Friday, March 21	1 p.m.		Cisco Expanded: PXP Updates	Join us to help you navigate the all-new Partner Experience Platform (PXP) tool. With Cisco announcing the Cisco 360 partner program launching in 2026, PXP will be getting all new tools to help you navigate the new program and ensure you're at the level you want to be at. With brand new features to help SMBs find opportunities to sell complete Cisco solutions to existing customers, the all new PXP is better than ever at helping you grow your business, increase your customer retention and gain an x-ray view into what your current customers are buying.
Monday, March 24	11 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, March 26	11 a.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.
Thursday, March 27	2 p.m.		Cisco Expanded: Cisco Networking Outcomes: Smart Spaces	In this event we will look at Cisco Networking with a focus on smart spaces.
Wednesday, April 2	11 a.m.		Cisco Foundations: Discover the New Cisco Partner Program	Understand the New Cisco Partner Program: eligibility, timeline and goals.
Wednesday, April 2	2 p.m.		Cisco Foundations: 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.
Friday, April 4	11 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.
Monday, April 7	11 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.
Wednesday, April 9	11 a.m.		Cisco Foundations: Cisco Meraki Opportunity and Offering	Understand how to increase your business opportunities with Cisco Meraki, the offering, licensing model, focus on the value of Power of the Platform.
Friday, April 11	11 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.
Monday, April 14	11 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.

Date	Time (ET)	Type	Topic	Description
Tuesday, April 15	2 p.m.		Cisco Expanded: What's New with Cisco Networking	In this event we will look at new features, latest announcements, and future plans of Cisco Enterprise Networks Catalyst and Meraki Solutions.
Wednesday, April 16	11 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.
Tuesday, April 22	1 p.m.		Cisco Expanded: AI Agents	Join us to learn how AI agents can be used to enhance your call center environment.
Wednesday, April 23	11 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.
Friday, April 25	11 a.m.		Cisco Foundations: Enhanced Cisco Tools – Featuring PXP	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, April 28	11 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.

Key:

- Sales - Security - Engineering - Tools & Processes