Build a winning **collaboration** practice with Ingram Micro

Cisco collaboration encompasses trusted messaging, meeting, event, calling and contact center software, along with hardware used to support the communication needs of individuals, businesses and governments around the globe.

These solutions run in the cloud, on-premises or both in a hybrid deployment. Some examples include Webex, Unified Communication Manager and Contact Center software, plus hardware such as phones, headsets and video endpoints for individuals and conference rooms.

Why partner with Ingram Micro for Cisco collaboration?

Ingram Micro continues to drive reseller success by providing them the support they need. Tell us what you and your customers are looking to achieve, and we can strive to provide the tools you need to support your customers. These services include:

- Demonstrations
- Product adoption support
- Build of materials
- Financing
- Warehousing
- Responsible removal of old equipment and many other lifecycle services

Increase your knowledge

- **Webinars:** Gain insights on Cisco collaboration offerings, value propositions and the latest features through our Collaboration Foundations and Collaboration Expanded series webinars. Earn $50 in reseller rewards for each completed Expanded session.

  - **Collaboration Foundations:** Geared to net new partners, our Foundations webinars help sales and technical employees understand how to increase their business opportunities with Cisco collaboration, including the offering, value proposition and positioning.

  - **Collaboration Expanded:** These webinars are geared toward technical employees, such as engineers and technicians:

    - How to sell: Collaboration—Building an A-Flex 3 deal: Learn how to build a complete collaboration deal in Cisco Commerce Workspace (CCW). This session will walk you through the different options, showing how they affect your customer's subscription. Walk away with the ability to build solutions and speed up time from concept to order.

    - New collab devices and headsets deep dive: With so many people leveraging collaboration of soft clients and physical phones, join us to learn about Cisco's latest phones and headsets, how they line up against each other and the advantages of Cisco over the competition.

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Distributing Solutions

Increase your knowledge (cont.)

- **Recorded Cisco Virtual Learning (CVL) sessions:** Access in-depth training on Cisco collaboration solutions at your convenience.
    - Cisco Expanded: Webex AI – reimagine workspaces
    - Cisco Expanded: Free Webex for resellers and beta access
    - Cisco Expanded: Supporting call centers with Webex Calling

Get hands-on experience

- **Ingram Micro Collaboration lab:** Test-drive the latest Cisco collaboration equipment in our fully functional Business Transformation Center (BTC). Contact Senior Business Transformation Engineer Matthew White (matthew.white@ingrammicro.com) to book an appointment.

Simplify transactions

- **Webex cloud purchasing platform:** Easily purchase basic Webex Meetings subscriptions through our online portal.

Reimagine workspaces with Cisco hybrid work

- Partner Journey: A one-stop shop for hybrid work assets and training, as well as an execution module outlining how to continue building a successful hybrid work practice.
- Global Growth Sprint: Leverage these resources to help customers refresh and transform their workspaces.

Secure the best pricing

- **Flex software licensing team:** Get quotes and process orders for approved Cisco collaboration software deals. Email Ingram Micro's Cisco software team for details.
- **Find additional collaboration resources** (credentials required):
    - Cisco Sales Connect landing page
    - Control Hub partners portal
    - Product feature requests
    - Webex Demo Toolbox
    - Collaboration community
    - Webex Help Center
    - Developer macros
    - Cisco and Microsoft Teams partnership:
        - Devices
        - Webex Calling for Microsoft Teams

Get expert support at every step

Our tenured team of dedicated Cisco Collaboration experts is here to empower you:

- **Matthew White** (matthew.white@ingrammicro.com), **Sr. Technical Enablement Engineer**
  - 15+ years of experience at Ingram Micro supporting solutions across unified communications, Pro AV and power, providing training, demonstrations and enablement through the hands-on Business Transformation Center (BTC)

- **Curt Vurpillat** (curt.vurpillat@ingrammicro.com), **Technical Enablement Architect**
  - 6+ years of experience at Ingram Micro, providing pre-sales engineering and consulting partners in strategic enabling through Cisco's ever-expanding array of solutions, partner levels and product portfolios

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

- Business Transformation Center (BTC) demo bookings: Elevate your presentations and training with real-world demos in our hands-on lab.

- 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

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

Distributing Solutions