

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



Attend these live, Ingram Micro-led Cisco enablement sessions and take the next steps as we dive deeper into specific Cisco products and solutions.



Scan the QR code to access and sign up for Cisco Virtual Learning.

Date	Time (ET)	Program	Topic	Description
Monday, June 22	11 a.m.	Shield	Cisco Meraki opportunity and offering.	Understand how to increase your business opportunities with Cisco Meraki, the offering, licensing model and focusing on the value of “power of the platform.”
Monday, June 22	2 p.m.	AI Refresh	Generate demand with the Cisco network refresh play.	Activate Cisco refresh demand using AI-ready messaging that connects AI adoption, infrastructure gaps and sustainability trends. This session covers how to position Cisco refresh with insight-led messaging and launch effective demand campaigns quickly.
Thursday, June 25	11 a.m.	Surge	Modernizing data center for AI readiness.	In this session, we’ll walk through Cisco’s unified platforms: UCS X-Series, Intersight and Nexus 9000, showing how you can deploy faster, manage smarter and deliver AI-powered workloads.
Friday, June 26	12 p.m.	360 Navigator Program	Cisco Lifecycle Incentives 201.	Deepen your knowledge of Cisco 360 Lifecycle Incentives (LCI) with real-world use cases, incentive stacking strategies and best practices to align sales, renewals and CX teams, while learning how LCI supports Partner Value Index (PVI) success.

Date	Time (ET)	Program	Topic	Description
Monday, June 29	2 p.m.	Shield	Increase your managed services opportunities with MSP Center.	Learn how to grow your managed services business with Cisco Secure MSP Center. This session covers how to identify new opportunities within your customer base, position managed services effectively and drive recurring revenue while strengthening long-term customer relationships.
Wednesday, July 1	2 p.m.	AI Refresh	Generate pipeline from your Cisco installed base.	Turn aging infrastructure into new pipeline by capturing Cisco's AI-ready refresh opportunities. This session covers how Ingram Micro and Cisco tools, such as PXP can help you target the right accounts and package AI-powered infrastructure solutions to win modernization deals.
Wednesday, July 8	11 a.m.	360 Navigator Program	Discover the new Cisco 360 Partner Program.	Learn the key updates to Cisco's new program, including how it measures and rewards value, and how you can shorten your learning curve by granting Ingram Micro Distributor Partner View (DPV) in PXP.
Wednesday, July 8	2 p.m.	Surge	AI-native infrastructure: Building the future of data centers.	In this session, we'll explore Cisco's AI-native solutions, including Cisco Nexus Hyperfabric, AI PODs and Secure AI Factory with NVIDIA. We'll show you how to simplify complex deployments, ensure scalability and support GenAI workloads without compromising security or speed.
Thursday, July 9	1 p.m.	Expanded	Webex Suites driven by AI.	Supercharge your sales conversations with the Webex Suite. Learn to articulate value, handle objections and show prospects why Webex is the smarter choice for modern collaboration.
Thursday, July 9	2 p.m.	Shield	How to sell Cisco Firewall and Meraki MX.	In this session, we'll explore how Cisco security can safeguard your customer's organization, simplify security operations and enhance scalability.
Monday, July 13	12 p.m.	360 Navigator Program	Managing Cisco PXP.	Learn about the key tools Cisco has for its partners to excel at the 360 Partner Program: Partner Marketing Central, Sales Connect, GCW and more.
Wednesday, July 15	12 p.m.	Shield	Competitive landscape: Winning with Cisco security.	Showcase how Cisco complements competitive solutions and learn how to compete against other networking vendors.

Date	Time (ET)	Program	Topic	Description
Wednesday, July 15	1 p.m.	Expanded	Cisco Duo and Active Directory Defense.	Cisco Duo has evolved into a comprehensive identity and access management (IAM) solution. Join us as we explore the platform's advanced IAM features—including Duo Directory, Duo Passport, passwordless authentication and SSO—with a special focus on the new AD Defense.
Wednesday, July 15	2 p.m.	AI Refresh	Discover Cisco opportunities with PXP.	Learn how to use Cisco PXP and propensity lists to identify the right accounts and convert AI-ready refresh opportunities into pipeline. This session shows how data-driven insights help you focus on customers most likely to modernize and invest.
Friday, July 17	11 a.m.	Surge	Competitive landscape: Winning with Cisco Data Center.	In this session, we'll explore how Cisco Data Center Solutions are designed to drive competitive differentiation, accelerate opportunities and increase win rates.
Monday, July 20	2 p.m.	Shield	How to sell Cisco Secure Networking.	Learn how to securely extend your customer's network and activate it as a security sensor to provide a safe environment for the business and all users.
Tuesday, July 21	1 p.m.	Expanded	Future-proofed workplaces—Ingram Micro Solution Center unveiled.	Ingram Micro has relocated its Buffalo campus, and we invite you to explore our new Solution Center. Join us for a showcase of this state-of-the-art facility as we share key insights and lessons learned from designing our future-proofed workplace.
Wednesday, July 22	12 p.m.	360 Navigator Program	Understanding Cisco buying programs and commercial models.	Get an overview of Cisco's key buying programs, including Enterprise Agreements and Empower EA, to learn how to simplify procurement, improve customer value and drive recurring revenue opportunities.
Monday, July 27	11 a.m.	Surge	The AI-drive data center opportunity.	In this session, we'll explore how you can help your customers modernize their infrastructure and tap into the \$15.7 trillion AI opportunity. Learn how Cisco and Ingram Micro can support your strategy with the right platforms, partnerships and programs.
Monday, July 27	2 p.m.	AI Refresh	Generate demand with the Cisco network refresh play.	Activate Cisco refresh demand using AI-ready messaging that connects AI adoption, infrastructure gaps and sustainability trends. This session covers how to position Cisco refresh with insight-led messaging and launch effective demand campaigns quickly.

Date	Time (ET)	Program	Topic	Description
Wednesday, July 29	12 p.m.	360 Navigator Program	Maximize revenue with renewals & XVS.	Master the tools and strategies to manage Cisco renewals effectively. This session covers the XaaS Visibility System (XVS), helping you track renewals, automate processes and capture upsell opportunities.
Wednesday, July 29	2 p.m.	Shield	How to sell Cisco managed services: Cisco security and Meraki.	Explore the lucrative opportunities within the Cisco ecosystem and gain the strategies you need to elevate your sales game. Learn how to effectively position security and Meraki solutions to drive recurring revenue and deliver more value to your customers.

## AI Built-in for Cisco Security (2026)

### Earn your Cisco Security AI Built-in Basic Badge

*Complete sessions 1–7, then take the 30-minute quiz.*

This [self-paced online course](#) allows you to progress on your own schedule through a series of brief training sessions (approximately one hour of total content). You'll gain a foundational understanding of how Cisco is leveraging built-in AI capabilities across its security portfolio.

After completing the sessions, take the timed quiz (30 minutes) [here](#). Upon successfully passing the quiz, you'll earn the **Cisco Security AI Built-in Basic Badge**.



**Expanded Webinars:** Designed to equip our partners with the fundamental skills they need to grow their business with Cisco

#### Specialized track schedules

Click the links below to access the webinar schedules for:



**Shield:** Boost secure networking sales.



**Surge:** Build your AI-ready data center practice.



**Navigator:** Master the Cisco 360 Partner Program & PVI practice.



**AI Refresh:** Turn aging infrastructure into a modern pipeline.



**Enterprise Agreement:** Grow Customer Value with Cisco Enterprise Agreements.

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