Selling Cisco SD-WAN (SCSDW)

ID SCSDW **Preis** auf Anfrage **Dauer** 1 Tage

Zielgruppe

The ideal audience include Partner Account Managers, Business Development Managers, Solution Architects and other customer facing individuals who are looking to identify, qualify and clearly position Cisco SD-WAN related propositions.

Kursziele

Delegates will expect to achieve the following from this session:

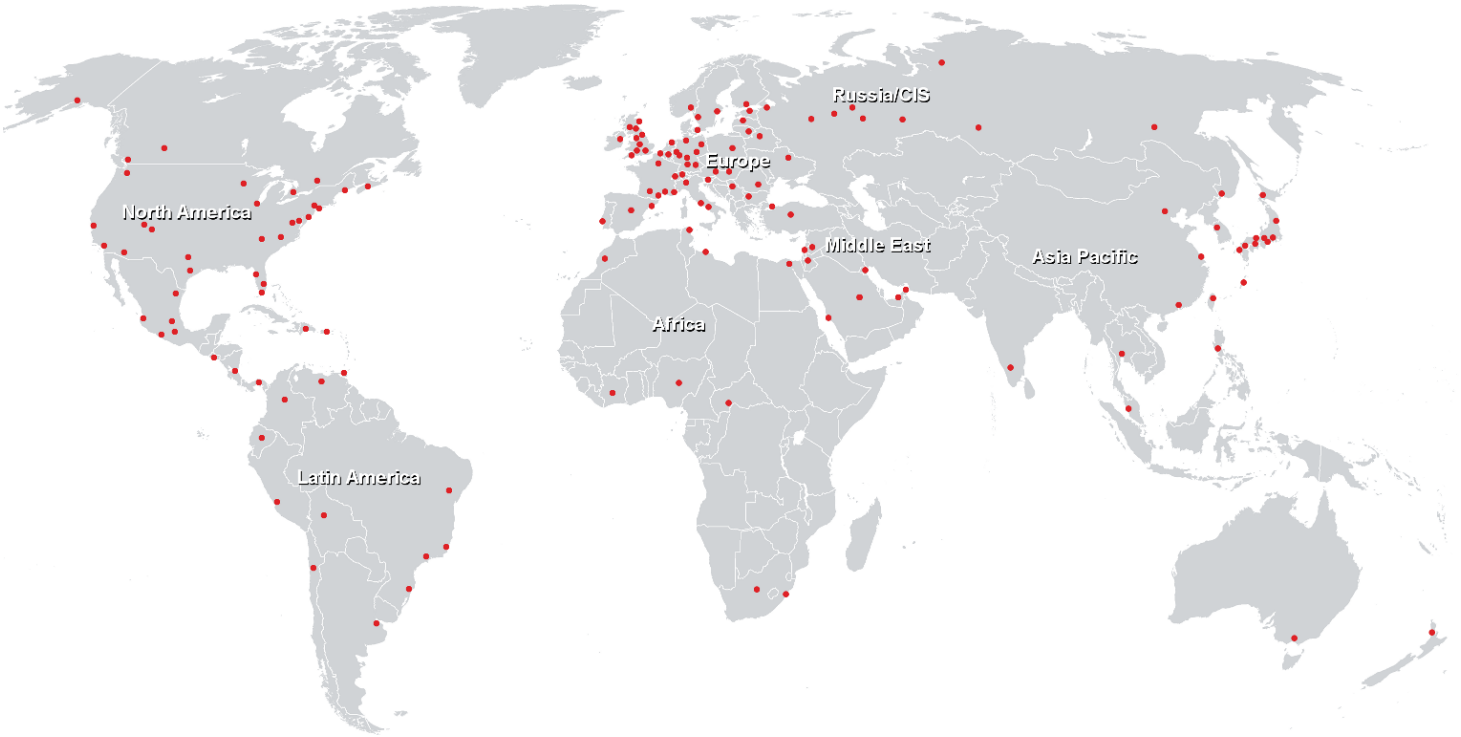
- Understanding the key drivers for SD-WAN
- Compare and position Cisco SD-WAN
    - Cisco Meraki
    - Viptela
    - Hybrid
- Have an overview of integrated security for Cisco SD-WAN
- Understand the value proposition for Cisco SD-WAN
- Consider the Best Practices, Business Use-Cases and available sales support resources

Kursinhalt

This one day sales focused course will give partner customer-facing teams an understanding of the Cisco SD- WAN value proposition when leading with either Cisco Meraki or Viptela solutions.

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Weltweite Trainingscenter





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