Selling Cisco SD-WAN (SCSDW)

ID SCSDW **Price** on request **Duration** 1 days

Who should attend

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.

Course Objectives

Delegates will expect to achieve the following from this session:

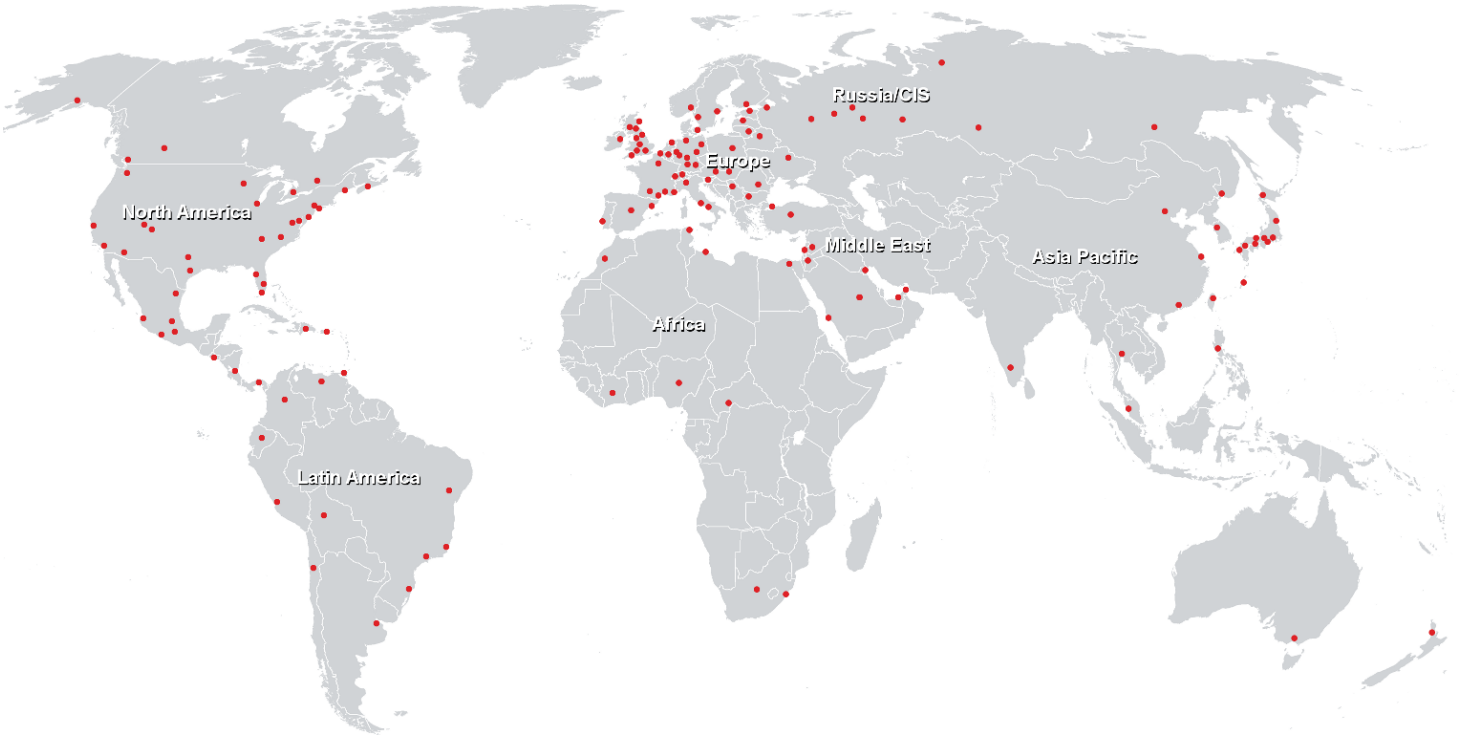
- Understanding the key drivers for SD-WAN
- Compare and position Cisco SD-WAN
    - Cisco Meraki
    - Viptela
    - Hybrid
- Have an overview of integrated security for Cisco SD-WAN
- Understand the value proposition for Cisco SD-WAN
- Consider the Best Practices, Business Use-Cases and available sales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

Course Content

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.

Selling Cisco SD-WAN (SCSDW)

Training Centres worldwide





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