



Selling Cisco DNA (SCDNA)

ID SCDNA Prix sur demande Durée 1 jour

Objectifs

- Overview the benefits of a DNA enabled network solution.
- Consider Software Defined Access (SDA), and Software-defined WAN (SDWAN) solutions
- What trigger questions to ask key customer stakeholders to help qualify DNA opportunities and where the best insertion points are.
- Strategies to overcome objections.
- Where to find additional sales resources.
- How to demo the highlights of a DNA solution.

Selling Cisco DNA (SCDNA)

Centres de formation dans le monde entier



Fast Lane Institute for Knowledge Transfer (Switzerland) AG

Husacherstrasse 3
CH-8304 Wallisellen
Tel. +41 44 832 50 80

info@flane.ch, <https://www.flane.ch>