

Core: Personal Support To Grow Your Cisco Business



Sell

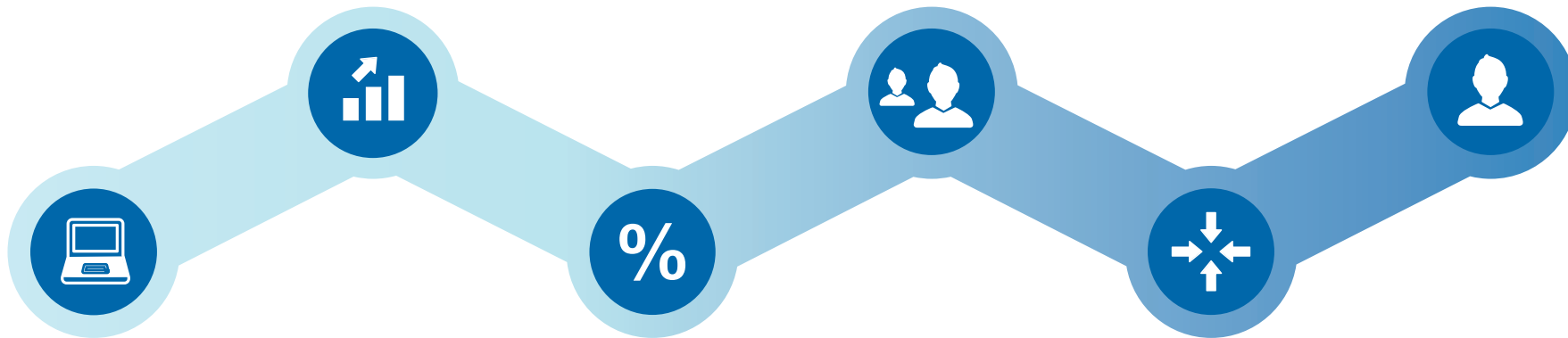
We will help you to get an account setup with Tech Data, to gain access to our Cisco Product Selector and inTouch online ordering platform. Selling Cisco products couldn't be simpler.

Learn

Gain an understanding of Cisco's product offerings and how to build a successful practice. See how to navigate Cisco's deal registration and configuration platform. Learn how to put Cisco's demand generation tools to work for you.

Accelerate

Certification and Specialization consultation. Find out how to get more out of your current Cisco practice. Discover which Cisco technologies fit best with your offerings and join our Boost tracks to accelerate your business.



Register

Get registered as a Cisco Partner. We will show you how and make sure you tick all the right boxes.

Profit

Benefit from our profitability consultation, tailored to your current business needs and future opportunities. We will show you how to access incremental discounts and promotional offers. Providing you with the competitive edge you need to win.

Software and Services

Use Tech Data's StreamOne platform to provision, bill and manage Cisco SaaS solutions. Our services portal allows you to easily access all of your existing Cisco service contracts, maintain renewals with automated quotes, and track any uncovered hardware purchases. Use this to maximize recurring revenue for your business.

Momentum, Tech Data's partner enablement framework for Cisco, brings together an unmatched portfolio of specialist training, certification and lead generation services to help you build your Cisco business fast. Consisting of 2 programs: CORE gets you started on the Cisco fundamentals; while BOOST extends your reach through focus on specific Cisco Architectures.

core
the basics

Get to know Tech Data and Cisco "basics". Whether you are starting your Cisco journey or strengthening your current practice, our CORE trainings are perfect for you. CORE trainings are delivered via WebEx in one-to-one sessions, providing you and your teams with the flexibility needed to properly train every team member.

- Get the inside track on Cisco's programs and promotions.
- Develop new markets and extend profitability with a host of lead generation services.
- Maximize profit by attaching recurring software and services revenue streams.
- Convert your quotes into orders faster.

To join CORE, please contact your Momentum Business Advisor.

The Momentum Business Advisor (MBA) team provides best-in-class support for onboarding and enabling Cisco resellers. The team will provide you with expert assistance on all of Cisco's programs and promotions, as well as advice on training, specializations and business development.

boost
market acceleration

Ready to accelerate your Cisco practice? We will help you to extend your product knowledge and solutions offering. Through our BOOST program, you'll work towards a specialization in a Cisco architecture.

You will learn how to:

- Get the most effective training.
- Show and demo solutions to your customers.
- Access technical assistance for presales queries.
- Get deployment support where needed.
- Develop new business opportunities through tailored demand generation offerings.

We offer BOOST programs for many Cisco Architectures, designed to suit your business needs. Contact your Tech Data account manager to find out how to get started.