

Selling Cisco ACI (SCACI)

ID SCACI Preis auf Anfrage Dauer 0,5 Tage

Kursüberblick

From a business outcome perspective, these highly interactive sales-focused sessions explore key Cisco Cloud Solutions, including their capabilities and the related sales propositions. We consider how best to engage with customers and to qualify Cisco cloud opportunities to help close deals.

Cisco ACI - Cisco Application Centric Infrastructure (ACI) and ACI Anywhere, the industry leading SDN solution, facilitates application agility and data centre automation.

Achieve automation, security, mobility, and visibility, required for successful digital transformation, through tighter full stack integration. Cisco ACI helps you remain competitive, with better outcomes and faster time to market for your applications.

Kursziele

- What are the business drivers for ACI and ACI Anywhere
- What trigger questions to ask key customer stakeholders to help qualify ACI opportunities and where the best insertion points are.
- Strategies to overcome objections.
- Where to find additional sales resources.
- How to demo the highlights of an ACI Anywhere solution.

Detaillierter Kursinhalt

- Business Requirements Driving Change
- Operational Opportunities of IT Organizations
- Infrastructure planning, delivery and installation considerations
- How Cisco ACI delivers an intent-based networking framework to enable agility in the data center
- Top Security Challenges for Data Center
- Service Automation for MultiCloud
- Cisco ACI Anywhere components:
 - Multi-site Orchestrator
 - Virtual ACI
 - Cloud ACI
 - Day 2 Operations

- ACI to the Edge
- ACI Partner Ecosystem
- Case-Studies examined
- What trigger questions to ask key customer stakeholders to help qualify ACI Anywhere
- ACI 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 DUO solution.

Final knowledge-check: -

- Quick-fire Quiz (Slido or similar)

Über Fast Lane



Fast Lane ist weltweit, mehrfach ausgezeichnete(r) Spezialist für Technologie und Business-Trainings sowie Beratungsleistungen zur digitalen Transformation. Als einziger globaler Partner der drei Cloud-Hyperscaler Microsoft, AWS und Google und Partner von 30 weiteren führenden IT-Herstellern bietet Fast Lane beliebig skalierbare Qualifizierungslösungen und Professional Services an. Mehr als 4.000 erfahrene Fast Lane Experten trainieren und beraten Kunden jeder Größenordnung in 90 Ländern weltweit in den Bereichen Cloud, künstliche Intelligenz, Cybersecurity, Software Development, Wireless und Mobility, Modern Workplace sowie Management und Leadership Skills, IT- und Projektmanagement.

Fast Lane Services

- ✓ Highend-Technologietraining
- ✓ Business- & Softskill-Training
- ✓ Consulting Services
- ✓ Managed Training Services
- ✓ Digitale Lernlösungen
- ✓ Content-Entwicklung
- ✓ Remote Labs
- ✓ Talentprogramme
- ✓ Eventmanagement-Services

Trainingsmethoden

- ✓ Klassenraumtraining
- ✓ Instructor-Led Online Training
- ✓ FLEX Classroom – Klassenraum und ILO kombiniert
- ✓ Onsite & Customized Training
- ✓ E-Learning
- ✓ Blended & Hybrid Learning
- ✓ Mobiles Lernen

Technologien und Lösungen

- ✓ Digitale Transformation
- ✓ Artificial Intelligence (AI)
- ✓ Cloud
- ✓ Networking
- ✓ Cyber Security
- ✓ Wireless & Mobility
- ✓ Modern Workplace
- ✓ Data Center



Weltweit vertreten
mit High-End-Trainingszentren
rund um den Globus



Mehrfach ausgezeichnet
von Herstellern wie AWS, Microsoft,
Cisco, Google, NetApp, VMware



Praxiserfahrene Experten
mit insgesamt mehr als
19.000 Zertifizierungen

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