

## Selling Cisco DUO (SCDUO)

ID SCDUO 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 DUO** - Access Security for Everyone, from Any Device, Anywhere.

For organizations of all sizes that need to protect sensitive data at scale, Duo is the user-friendly zero-trust security platform for all users, all devices and all applications. Securing your Workforce with Duo's full suite of capabilities

- Cisco SecureX overview
- Case-Studies examined
- What trigger questions to ask key customer stakeholders to help qualify DUO 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).

### Kursziele

- Overview the benefits of a cloud-based MFA solution.
- What trigger questions to ask key customer stakeholders to help qualify DUO 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.

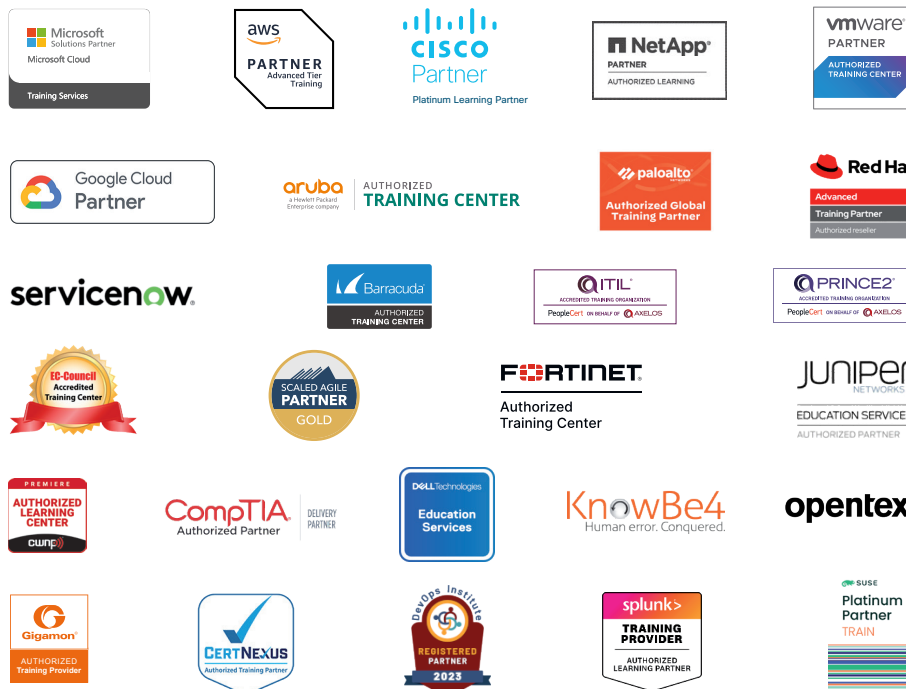
### Detaillierter Kursinhalt

- Shifts in the IT landscape
- A Zero-Trust Approach defined
- Outcomes, Use Cases and Lead Products
- How Duo delivers Zero Trust for your Workforce
- Establish user trust with MFA
- Multi-Factor Authentication (MFA) Options
- Meet Compliance Requirements
- Assess the health and security posture of any device
- Manage & control who is allowed to access applications
- Enforce Adaptive Policies
- Protect Applications:
  - Internal Applications
  - Cloud Applications

# Über Fast Lane



Fast Lane ist weltweiter, mehrfach ausgezeichneter 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**  
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## Deutschland

**Fast Lane Institute for Knowledge  
Transfer GmbH**

Tel. +49 40 25334610

[info@flane.de](mailto:info@flane.de) / [www.flane.de](http://www.flane.de)

## Österreich

**ITLS GmbH**

(ITLS ist ein Partner von Fast Lane)

Tel. +43 1 6000 8800

[info@itls.at](mailto:info@itls.at) / [www.itls.at](http://www.itls.at)

## Schweiz

**Fast Lane Institute for Knowledge  
Transfer (Switzerland) AG**

Tel. +41 44 8325080

[info@flane.ch](mailto:info@flane.ch) / [www.flane.ch](http://www.flane.ch)