

## Selling Cisco ISE (SCISE)

ID SCISE 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 ISE** - Identity Services Engine (ISE) powers security resilience so organizations can prepare for and withstand unpredictable change. Hybrid MultiCloud Network Access Control accelerates the delivery of secure network access services to anywhere for anything within a zero-trust framework.

### 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 ISE delivers Zero Trust for your Workplace
- ISE Secure Access Control Options
- Why Customers Buy ISE
- ISE and Duo Integration for MFA
- Guest Solution Overview
- Posture & Compliance
- Enforce Adaptive Policies
- Threat Visibility Rapid Threat Containment (RTC)
- ISE Policy Management & Lifecycle Orchestration
- ISE 3.x Licensing Model
- Case-Studies examined
- What trigger questions to ask key customer stakeholders to help qualify ISE 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 ISE solution.
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### 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



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