

Selling Cisco Umbrella (SCUMB)

ID SCUMB 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 Umbrella - Simplify, streamline, and scale your security with Cisco Umbrella. Cisco Umbrella offers flexible, cloud-delivered security. It combines multiple security functions into one solution, so you can extend data protection to devices, remote users, and distributed locations anywhere. Umbrella is the easiest way to effectively protect your users everywhere in minutes.

- Statistical and machine learning models
- Umbrella Investigate
- Umbrella Packages
- Case-Studies examined
- What trigger questions to ask key customer stakeholders to help qualify Umbrella 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 Umbrella solution.

Final knowledge-check: -

- Quick-fire Quiz (Slido or similar).

Kursziele

- Overview the benefits of a cloud-based Secure Internet Gateway (SIG) and Secure Access Secure Edge (SASE) solutions based on Cisco Umbrella
- What trigger questions to ask key customer stakeholders to help qualify Umbrella 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 Umbrella SIG solution.

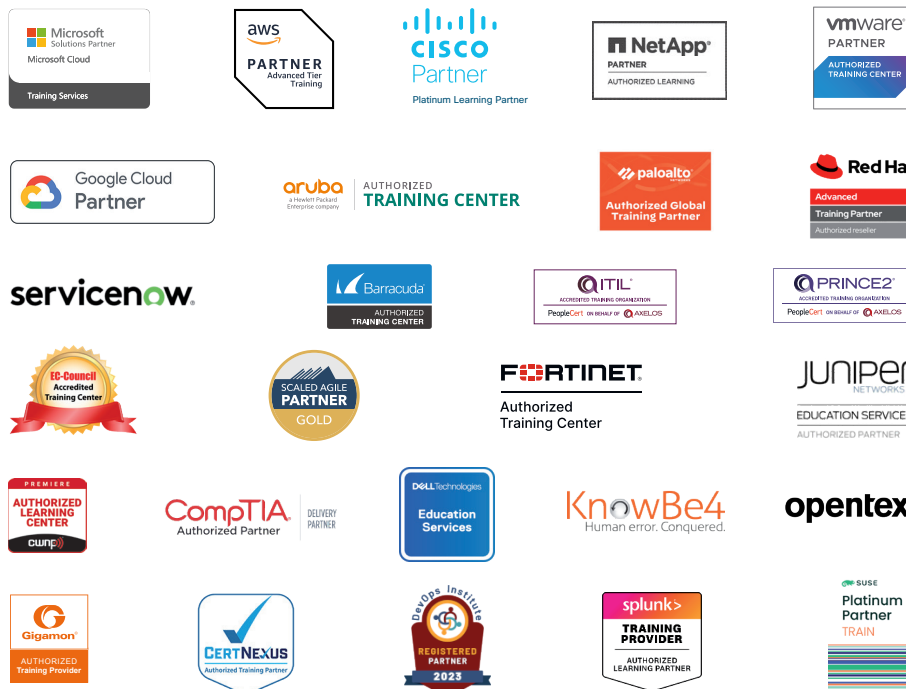
Detaillierter Kursinhalt

- Shifts in the IT landscape
- Today's cloud-centric world
- Vision for Cisco's SASE architecture
- Cisco Umbrella key capabilities;
 - Visibility
 - Protection
 - Control
- Secure web gateway: full web proxy
- Umbrella remote browser isolation (RBI)
- Cloud-delivered firewall
- CASB functionality
- Secure SD-WAN

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
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

Deutschland

**Fast Lane Institute for Knowledge
Transfer GmbH**

Tel. +49 40 25334610

info@flane.de / www.flane.de

Österreich

ITLS GmbH

(ITLS ist ein Partner von Fast Lane)

Tel. +43 1 6000 8800

info@itls.at / www.itls.at

Schweiz

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

Tel. +41 44 8325080

info@flane.ch / www.flane.ch