Selling Cisco ACI (SCACI)

ID SCACI   **Price** on request   **Duration** 0.5 days

Course Overview

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.

Course Objectives

- 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.

Detailed Course Outline

- 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)

About Fast Lane

Fast Lane

Fast Lane is a global, award-winning specialist in technology and business training as well as consulting services for digital transformation. As the only global partner of the three cloud hyperscalers- Microsoft, AWS and Google- and partner of 30 other leading IT vendors, Fast Lane offers qualification solutions and professional services that can be scaled as needed. More than 4,000 experienced Fast Lane professionals train and advise customers in organizations of all sizes in 90 countries worldwide in the areas of cloud, artificial intelligence, cyber security, software development, wireless and mobility, modern workplace, as well as management and leadership skills, IT and project management.

Fast Lane Services
✓ High End Technology Training
✓ Business & Soft Skill Training
✓ Consulting Services
✓ Managed Training Services
✓ Digital Learning Solutions
✓ Content Development
✓ Remote Labs
✓ Talent Programs
✓ Event Management Services

Training Methods
✓ Classroom Training
✓ Instructor-Led Online Training
✓ FLEX Classroom – Classroom & Online Hybrid
✓ Onsite & Customized Training
✓ E-Learning
✓ Blended & Hybrid Learning
✓ Mobile Learning

Technologies & Solutions
✓ Digital Transformation
✓ Artificial Intelligence
✓ Cloud
✓ Networking
✓ Cyber Security
✓ Wireless & Mobility
✓ Modern Workplace
✓ Data Center

Worldwide Presence
with high-end training centers around the globe

Multiple Awards
from vendors such as AWS, Microsoft, Cisco, Google, NetApp, VMware

Experienced SMEs
with over 19.000 combined certifications

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