Selling Cisco DUO (SCDUO)

ID SCDUO   **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 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

Course Objectives

- 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.

Detailed Course Outline

- 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

- 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).

About 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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