

## Selling Cisco SD-WAN (SCSDW)

ID SCSDW Price on request Duration 1 day

### Who should attend

The ideal audience include Partner Account Managers, Business Development Managers, Solution Architects and other customer facing individuals who are looking to identify, qualify and clearly position Cisco SD-WAN related propositions.

### Course Objectives

Delegates will expect to achieve the following from this session:

- Understanding the key drivers for SD-WAN
- Compare and position Cisco SD-WAN
  - Cisco Meraki
  - Viptela
  - Hybrid
- Have an overview of integrated security for Cisco SD-WAN
- Understand the value proposition for Cisco SD-WAN
- Consider the Best Practices, Business Use-Cases and available sales support resources

### Course Content

This one day sales focused course will give partner customer-facing teams an understanding of the Cisco SD- WAN value proposition when leading with either Cisco Meraki or Viptela solutions.

# 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

### Germany

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)

### Austria

ITLS GmbH

(Partner of Fast Lane)

Tel. +43 1 6000 8800

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

### Switzerland

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)