Now Open:
Experience Center Training Academy
Sponsored by Cisco

Enable your Cisco practice to soar to the next level with the Ingram Micro Experience Center Training Academy. As a technology companion series to our Connect and Grow and newly introduced Essentials webinar sessions, **these brief (but extremely informative) training sessions are meant to expose all Cisco partners—regardless of authorization or certification status— to the entire suite of available products and solutions from one of the world's leading IT manufacturers.**

You'll come away with a better understanding of the Cisco technology advantages, how to identify opportunities in your end-user base, and how to better position yourself against competition and alternate manufacturer solutions in order to succeed in your market. **All training is offered virtually—and there's no limit on the number of attendees you can send from your organization (or the number of sessions attended).**

We'll provide updated training schedules every quarter. And keep in mind that deeper, hands-on, one-on-one training is always available to you through the Experience Center. Please review the schedule below for Cisco Q3 training offerings and encourage your internal teams to take advantage of this remarkable resource. Class descriptions and appropriate-attendee guidance are shown immediately after the training schedule.

NOTE: Please click on the course name to be taken to a WebEx registration page.

February 2016	Start Time	End Time
ECTA – Routing 101	Feb. 4, 1 p.m.	Feb. 4, 2 p.m.
ASA FirePOWER Proof of Value 101	Feb. 9, 1 p.m.	Feb. 9, 2 p.m.
Cisco Data Center 101	Feb. 9, 1 p.m.	Feb. 9, 2 p.m.
ECTA – Meraki 101	Feb. 11, 1 p.m.	Feb. 11, 2 p.m.
ASA FirePOWER Proof of Value 101 (Technical)	Feb. 16, 1 p.m.	Feb. 16, 2 p.m.
Cisco Security Solutions 101	Feb. 17, 1 p.m.	Feb. 17, 2 p.m.
Cisco Meraki 360 Kickstart – 301 Training	Feb. 18, 1 p.m.	Feb. 18, 4:30 p.m.
ASA FirePOWER Proof of Value 101	Feb. 23, 1 p.m.	Feb. 23, 2 p.m.
Cisco Collaboration 101	Feb. 23, 1 p.m.	Feb. 23, 2 p.m.
ECTA – Switching 101	Feb. 25, 1 p.m.	Feb. 25, 2 p.m.

*All times listed at Eastern Standard Time

March 2016	Start Time	End Time
ASA FirePOWER Proof of Value 101	March 1, 1 p.m.	March 1, 2 p.m.
ECTA – Wireless 101	March 3, 1 p.m.	March 3, 2 p.m.
Cisco Data Center 101	March 8, 1 p.m.	March 8, 2 p.m.
ASA FirePOWER Proof of Value 101	March 10, 1 p.m.	March 10, 2 p.m.
ASA FirePOWER Proof of Value 101 (Technical)	March 14, 1 p.m.	March 14, 2 p.m.
Cisco Converged and Hyper-Converged Solution Brief 101	March 15, 1 p.m.	March 15, 2 p.m.
ECTA – Security 101	March 17, 1 p.m.	March 17, 2 p.m.
Cisco Meraki 360 Kickstart – 301 Training	March 22, 1 p.m.	March 22, 4:30 p.m.
ECTA – Meraki 101	March 24, 1 p.m.	March 24, 2 p.m.
Cisco Security Solutions 101	March 29, 1 p.m.	March 29, 2 p.m.
Introduction to Cisco Spark 101	March 29, 1 p.m.	March 29, 2 p.m.

April 2016	Start Time	End Time
ASA FirePOWER Proof of Value 101	April 4, 1 p.m.	April 4, 2 p.m.
Cisco Data Center 101	April 5, 1 p.m.	April 5, 2 p.m.
ASA FirePOWER Proof of Value 101 (Technical)	April 7, 1 p.m.	April 7, 2 p.m.
ECTA – Routing 101	April 14, 1 p.m.	April 14, 2 p.m.
Cisco Collaboration 101	April 19, 1 p.m.	April 19, 2 p.m.
ASA FirePOWER Proof of Value 101	April 19, 1 p.m.	April 19, 2 p.m.
Cisco Meraki 360 Kickstart – 301 Training	April 21, 1 p.m.	April 21, 4:30 p.m.
Cisco Security Solutions 101	April 26, 1 p.m.	April 26, 2 p.m.

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- **ASA with FirePOWER Network Threat Assessment POV (Proof Of Value) Intro (Sales/AM/SE) 101:** Ingram Micro's FirePOWER Network Threat Assessments help identify network and endpoint security gaps using the latest security technology available from Cisco. This webinar will show you how to conduct an onsite network threat assessment leveraging DCloud (Cisco Demonstration Cloud). We will discuss the requirements, process and revenue generating opportunity and how Ingram Micro can provide more resources to help accelerate the sales cycle. (60 min.)

- **ASA with FirePOWER Network Threat Assessment POV (Proof Of Value) Technical (SE) 101:** Ingram Micro's FirePOWER Network Threat Assessments help identify network and endpoint security gaps using the latest security technology available from Cisco. This webinar discusses the technical requirements and configurations necessary to conduct a successful Network Threat Assessment. We will demonstrate Cisco DCloud and cover considerations for the types of onsite installation available. (60 min.)

- **Meraki 360 Kickstart Technical (Pre or Post-Sales Engineers) 301:** Training and hands-on lab of Cisco Meraki networking solution (security, wireless, switching): The class will cover installation and configuration of advanced features using the "single pane of glass" cloud management. Students will have an understanding of the business differentiator to have discussions with a business decision maker, as well as a technical understanding to have discussions with a technical decision maker. (4 hours)

- **Cisco Data Center (Sales/AM/AE) 101:** Get an overview and better understanding of Cisco Data Center servers, storage, and networking technology. The webinar includes considerations for selling Cisco Data Center solutions, and will highlight Unified Computing System (UCS) and Nexus Data Center Switches, as well as provide an update on industry trends. (60 min.)

- **Cisco Collaboration (Sales/AM/AE) 101:** This webinar will step you through the evolution of the collaboration market, starting with traditional PBX, through IP telephony and the diverse Collaboration solutions available today. We'll introduce you to the range of Cisco Collaboration solutions including IP phones, desk and room endpoints, and telepresence solutions to help you gain a better understanding of the product line and marketplace. (60 min.)

- **Cisco Converged and Hyper-Converged Solution Brief (Sales/AM/AE) 101:** This discussion cuts through the hype and exposes the value of a converged and a hyper-converged system. Consider the differences between converged and hyper-converged and take a look at some of the solutions running today within the Ingram Micro Solution Center. (60 min.)

- **Introduction to Cisco Spark (Sales/AM/AE) 101:** The Cisco Spark service is designed for customers of any size who are looking for a mobile-first, cloud delivered collaboration service. This webinar will provide you with a demonstration of this new collaboration service and how to sell—from cloud-based telephony and video services to messaging and meeting capabilities. Cisco Collaboration in the Cloud! (60 min.)

- **Cisco Security Solutions (Sales/AM/AE/Pre or Post-Sales Engineers) 101:** An overview of the various Cisco Security solutions available from on-premises to cloud-based and everything in between: Technologies showcased will include unified threat mitigation, malware, DNS, cloud, virtual and appliance). (60 min.)

- **ECTA Switching Intro (Sales/AM/AE) 101:** Come away with a basic understanding of Ethernet switching technology to aid sales and account managers. Upon completion, you'll be better able to sell the solution with this increased knowledge and understanding of switching solutions. Cisco SMB and Catalyst switches are covered. (60 min.)

- **ECTA Wireless Intro (Sales/AM/AE) 101:** This training provides a basic understanding of wireless LAN technologies to aid sales and account managers with selling these solutions. The Cisco Aironet product line will be covered. (60 min.)

- **ECTA Security Intro (Sales/AM/AE) 101:** It's a basic overview of security technologies and what makes up the current solutions, including what Cisco has to offer the marketplace. (60 min.)

- **ECTA Cisco Meraki Overview and Demonstration (Sales and Technical) 101:** Hear about the full network stack solution from Cisco Meraki. A demonstration of a working network will be provided to show how Cisco Meraki is used and why customers are buying this solution. (60 min.)

- **ECTA Routing Intro (Sales/AM/AE) 101:** An overview of routing and networking technology: The discussion will include considerations when defining needs (what's a router, when to sell Cisco routers, product line, and services running on routers). Designed to provide the attendee with knowledge to recognize requirements of sales opportunities and accurately size a solution. (60 min.)

For answers to questions about any of these training opportunities, or to schedule a 1:1 engagement with your organization and our team, please email **experiencecenter@ingrammicro.com** or our Experience Center engineering team:

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