

# DATA CENTER VOYAGE

## Learn

- ❑ Why Cisco Data Center VOD
- ❑ Resources:
  - ❑ Data Center Solution Sales Specialist
  - ❑ Business Transformation Center
    - ❑ Customized virtual demo
  - ❑ Experience Center
- ❑ 101 Product Webinar Trainings
  - ❑ Nexus ACI/UCS 101
- ❑ How to be Profitable Selling Data Center & Deal Registration
  - ❑ Customized demo with [Elisabeth.Hauser@Ingrammicro.com](mailto:Elisabeth.Hauser@Ingrammicro.com)
- ❑ Certifications PDF
- ❑ Smart Plays
- ❑ Partner Go Webinar
- ❑ Cisco Virtual Learning Portal and Voyage Program Podcast

## Grow

- ❑ Hyperflex Authorization
  - ❑ At a glance
- ❑ Hyperflex Anywhere Webinar Training
- ❑ Intersight Webinar
- ❑ Profitability Programs
  - ❑ REFRESH to THE FUTURE – Custom demo with [Elisabeth.Hauser@Ingrammicro.com](mailto:Elisabeth.Hauser@Ingrammicro.com)
- ❑ Nexus Licensing Models Blog
- ❑ What's new in Data Center pdf
- ❑ Claim Units for Free

## Advance

- ❑ EA One Pager
- ❑ Advanced Data Center Specialization
- ❑ VIP Profitability
- ❑ BTO
- ❑ DC Top End Solutions Training Webinar
- ❑ How to Compete War Room
- ❑ Visit Lis Hauser in Webex Teams
- ❑ Intersight on Dcloud
- ❑ Agency Ingram Micro Podcast – How to Market

Reach out to [Elisabeth.Hauser@Ingrammicro.com](mailto:Elisabeth.Hauser@Ingrammicro.com) for a customized roadmap.



A LEVEL UP.