CISCO VIRTUAL LEARNING

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Take your business to the top with Cisco Virtual Learning.

All Cisco partners—regardless of authorization or certification status—can attend these sessions on the entire suite of available products and solutions from Cisco. You'll come away with a better understanding of Cisco's technology advantages, learn how to identify opportunities in your end-user base and learn how to better position yourself against competition to succeed in your market. All trainings are offered virtually, and there's no limit to the number of attendees.

One-on-one trainings are also available to you through the Experience Center. Contact **Tom Mann** or **Dan Stewart** with questions or to schedule your training.

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

Click here for the latest updates on all our trainings. Missed a webinar? Click the recording tab to view past webinars.

Learn more about how Ingram Micro simplifies Cisco.

April–May	Audience	Start time*
Remote Working Solutions and Security with Cisco	Sales	April 29, 1 p.m.
CCW-R Eliminating the Pain	Sales	May 5, 1 p.m.
Cisco Meraki 101	Technical	May 12, 1 p.m.
Meraki Labs	Technical	May 13, 1 p.m.
Secure Your Remote Workforce with DUO	Technical	May 14, 1 p.m.
Meraki 201 Sales Training	Sales	May 15, 1 p.m.
Scaling Renewals with Lifecycle Advantage	Sales	May 19, 1 p.m.
Safe and Secure Catalyst Networks	Technical	May 20, 1 p.m.
Roundtable: Collaboration for the Remote Workforce	Sales	May 21, 1 p.m.
Cloud and Managed Services Program (CMSP) Overview	Sales	May 22, 2 p.m.
Roundtable: Securing your remote home	Sales	May 26, 1 p.m.
Back to the Basics with Smartnet Total Care	Sales	May 27, 1 p.m.

June	Audience	Start time*
Place Orders Faster with Ingram Micro Partner Go	Sales	June 4, 1 p.m.
Best in Class Customer Experience: Your Key to Success	Sales	June 9, 1 p.m.
Bringing style back to the Access Point. Embedded Wireless Controller on Catalyst	Sales	June 10, 1 p.m.
Remote Collaboration with Webex	Technical	June 11, 1 p.m.
Cisco Meraki 101	Technical	June 16, 1 p.m.
Meraki Labs	Technical	June 17, 1 p.m.
Meraki 201 Sales Training	Sales	June 18, 1 p.m.
Roundtable: The value of licensing with Enterprise Agreements	Sales	June 30, 1 p.m.

July	Audience	Start time*
Workload Optimizer: Extending the Power of Cisco Intersight	Technical	July 1, 1 p.m.
Cisco Meraki 101	Technical	July 7, 1 p.m.
Meraki Labs	Technical	July 8, 1 p.m.
Meraki 201 Sales Training	Sales	July 9, 1 p.m.

*All times listed as Eastern time.

- **Back to the Basics with Smartnet Total Care**
  Get a refresher on how to best stay competitive with SNTC opportunities. Helping you solve problems faster, improve operational efficiency, and reduce your risk of downtime. Smartnet Total Care gives you more time to focus on business innovation while proactively supporting your infrastructure.

- **Best in Class Customer Experience: Your Key to Success**
  Join us to learn more about Ingram Micro and Cisco's Customer Experience roadmap and how we can help you build a practice that ensures customers for life.

- **Bringing style back to the Access Point. Embedded Wireless Controller on Catalyst**
  Access Points acting as a controller. That's not new. Having it run as Catalyst OS, that's new. Join us to look at the feature packed Embedded Wireless Controller on Catalyst 9100 Access Points.

- **CCW-R Eliminating the Pain**
  Learn new tips and tricks on navigating CCW-R to get to resolution faster when creating a quote. Learn how to do a SOD change/Creation, move items to a new contract, or merge a contract and add items to an existing contract.

- **Cisco Meraki 101**
  Join our Meraki team for a beginner's journey on everything Meraki. Learn how Meraki cloud-managed solutions can help bring your customers' networks into the future. Meraki's full-featured single management console helps simplify deployments and keeps your customers' networks always on the bleeding edge of technology.

- **Cloud and Managed Services Program (CMSP) Overview**
  CMSP allows Cisco and Meraki partners to reap more benefits from expanding their business into the realm of managed services. Participating and qualifying partners get standardized and structured discounting on gear used in managed service deployments, as well as access to additional funding for marketing and promoting their services. This webinar covers the requirements, benefits, and how to enroll.

- **Meraki 201 Sales Training**
  In this next-level webinar, our Meraki experts will show you how Meraki can fit into every business vertical, including hospitality, retail, education and more. We'll also walk you through building out your managed service using Meraki's cutting-edge dashboard, as well as showing you how to make the most impact with Meraki demos.

- **Meraki Labs**
  Have access to a full stack of Meraki hardware as you navigate, set up and configure from the Meraki dashboard. There are over two hours of available hands-on time with Meraki MX firewalls, MR access points and MS switches.

  Come away with a greater understanding and confidence using and demonstrating Meraki solutions.

- **Place Orders Faster with Ingram Micro Partner Go**
  Learn how the Ingram Micro Partner Go portal takes the friction out of the sales cycle. Partner Go makes it easier to review order details, create quotes and order directly online. The portal saves time by providing information that used to require emails or phone calls.

- **Remote Collaboration with Webex**
  Join us for an overview of the Webex Meetings, Webex Events & Webex Training Platforms.

- **Remote Working Solutions and Security with Cisco**
  Find out the latest info on the new Webex Calling Authorization and Certification.

- **Roundtable: Collaboration for the Remote Workforce**
  Join us to review the most recent changes and updates in the Cisco Webex Calling Authorization.

- **Roundtable: Securing your remote home**
  Join us for a Roundtable event where our panel of Technology Consultants, Business Transformation Engineers and Solution Sale Specialists discuss best practices for securing your remote and home office environments.

- **Roundtable: The value of licensing with Enterprise Agreements**
  "Simplify Cisco software licensing with one agreement, one workspace and one term." Join us to discuss how Cisco's Enterprise agreements across all Cisco architectures can power your customer's success.

- **Safe and Secure Catalyst Networks**
  Having a network is great. Having a secured network is best. Join us as we look at how Cisco Security solutions are integrated within the Cisco Wired and Wireless network portfolio.

- **Scaling Renewals with Lifecycle Advantage**
  All customers are important regardless of the size. Lifecycle advantage can ensure you can reach all of your customers in an easy-to-use digital platform.

- **Secure Your Remote Workforce with DUO**
  In this virtual 90-minute bootcamp, you will learn about Cisco's latest security acquisition, DUO, and how it can enable customers to deploy zero-trust security measures both inside and outside the corporate network. This session will include a virtual demo of the product, and each attendee will be given access to their own demo console.

- **Workload Optimizer: Extending the Power of Cisco Intersight**
  Join us for a look into how you can optimize your infrastructure with Cisco's Workload Optimization Manager.

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