

CISCO VIRTUAL LEARNING

ENABLEMENT
A LEVEL UP.



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.

January–February	Audience	Start time*
Latest Webex Calling and UCC Endpoint Updates	Sales	Feb. 5, 1 p.m.
Catalyst Is Not Just For Switching Anymore	Technical	Feb. 6, 1 p.m.
DNA—What is Software-Defined & Licensing	Sales	Feb. 12, 1 p.m.
Lifecycle Advantage	Sales	Feb.13, 1 p.m.
Cisco Meraki 101	Technical	Feb. 18, 1 p.m.
Meraki Labs	Technical	Feb. 19, 1 p.m.
Meraki 201 Sales Training	Sales	Feb. 20, 1 p.m.
Smart Net Total Care	Sales	Feb. 26, 1 p.m.
Nexus or Catalyst—Help Me Choose the Right Switch for the Right Job	Technical	Feb. 27, 1 p.m.

March	Audience	Start time*
Gain the Upper Hand on Hackers	Sales	Mar. 3, 1 p.m.
Unlocking the Power of SD-Wan with Meraki and Viptela	Technical	Mar. 5, 1 p.m.
DUO + Cisco	Sales	Mar. 10, 1 p.m.
DNA Deployment & Design	Technical	Mar. 11, 1 p.m.
Cisco Meraki 101	Technical	Mar. 17, 1 p.m.
Meraki Labs	Technical	Mar. 18, 1 p.m.
Meraki 201 Sales Training	Sales	Mar. 19, 1 p.m.
Choosing, Using, Loving—Driving a Customer-Obsessed World	Targeted	Mar. 31, 1 p.m.

April	Audience	Start time*
Catalyst 9000 Switches Built to Refresh and Secure Your Network	Technical	Apr. 9, 1 p.m.
DNA Assurance & Policy	Technical	Apr. 15, 1 p.m.
Cisco Meraki 101	Technical	Apr. 21, 1 p.m.
Meraki 201 Sales Training	Sales	Apr. 22, 1 p.m.
Meraki Labs	Technical	Apr. 23, 1 p.m.

*All times listed as Eastern Time.



- **Catalyst 9000 Switches Built to Refresh and Secure Your Network**

The Catalyst 9000 series is more than just an access switch. It is a fully programmable, security-integrated solution. Join us to learn how to take full advantage of all the Catalyst 9000 series has to offer. Migration opportunity to refresh 6500 with new 9600 series.

- **Catalyst Is Not Just for Switching Anymore**

Come learn how the new Cisco Catalyst solutions can help modernize your mobility practice.

- **Choosing, Using, Loving—Driving a Customer-Obsessed World**

Join us to learn more about Ingram Micro and Cisco's Customer Experience roadmap and how we can help you accelerate your practice.

- **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.

- **DNA Assurance & Policy**

DNA Center is more than just a network management and orchestration tool. Come see how using DNA Center Assurance can help improve network troubleshooting and reduce time to issue resolution. By including policy management and network segmentation through Cisco Identity Service Engine—come see how DNA Center becomes your one stop for network segmentation.

- **DNA Deployment & Design**

DNA Center is a new way to manage your network resources. Come learn about how deploying this solution into your networks help with network design, site management, software management and overall network orchestration.

- **DNA—What Is Software-Defined Networking and Licensing**

Make the shift to software-defined networking and unlock the power of Cisco DNA licensing across the Enterprise Network portfolio of campus routing, switching and wireless.

- **DUO + Cisco**

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.

- **Gain the Upper Hand on Hackers**

Join us as we conduct an overview on cloud, network and endpoint protection, as well as demo some of Cisco's most popular security platforms.

- **Lifecycle Advantage**

Position solution outcomes and business-use cases.

- **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.

- **Nexus or Catalyst—Help Me Choose the Right Switch for the Right Job**

We will cover the latest advancements in Cisco Nexus Switching and review product positioning of Cisco Catalyst 9000 and Nexus 9000 switching. We will also go over the latest promotions and opportunities with Cisco Data Center and Nexus Switching.

- **Smart Net Total Care**

Get a refresher on how to best stay competitive with SNTC opportunities; helping you to solve problems faster, improve operational efficiency and reduce your risk of downtime. Smart Net Total Care gives you more time to focus on business innovation while proactively supporting your infrastructure.

- **Unlocking the Power of SD-Wan with Meraki and Viptela**

Internet, cloud, WAN, VPN? Come see how software-defined WAN helps bring insights into your connections. Find out which solutions are the right ones for you and your business with the help of Cisco.

- **Webex Cloud Updates (Including Calling)**

Let us help you learn how to save some money by getting into the Webex calling space and catch you up on all the latest info around Cisco's Webex Cloud environments.



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