Agenda

This Help Document is an On-boarding Deck for Partner's SE's to link all the basic information about how to engage with Cisco on a regular basis. The Slide includes Roles and Responsibility, Most frequently used tools, Cisco Services, Best Practices, Incentives & Programs and Training Calendar

Partner Tools and Platforms

CCW: Register deals, configure and price products, software and related services, and submit orders.

CSCC: Quote, order and manage your Cisco service contracts

CSC: Open customer service cases for help

Cisco Support Community: Access the latest technical support content

Cisco Sales Connect: Access and view the latest content across all solutions and architectures

Cvent : Check all the Partner Enablement trainings and events

QPT: Quickly generate a bill of materials and estimate pricing for Cisco solutions

RFP: Automate content-from RFP responses and proactive proposals

Services

dCloud: The Cisco Demo Cloud

PDI: Assistance in the Planning, Design and Implementation phases of a project

PSTS: Post Sales Tracking Service

TAC: Technical Post-Sales Support

Partner Helpline: Technical Pre-Sales Support

GVE: Global Virtual Engineering for PH

CXC: Customer Experience Center Smart Accounts and Smart Licensing

Smart Accounts and Smart Licensing: Access control your Cisco software licenses across your company

Incentives & Programs

Partner Plus : Invitation-only, multi-level and partner growth program

Cisco Rewards : Cisco-funded incentive program

OIP: Opportunity Incentive Program

SIP: Solution Incentive Program

TIP: Teaming Incentive Program

Cisco START

Commercial Xcelerate

Know Your Technology

The Cisco Learning Network

Collaboration

Data center

Enterprise networking

Security

Programmability

Meraki