



# Architecture Enablement Quarterly Update Package

Americas Partner Organization

July 2013

# Solutions

Current Quarter:  
Planning and  
Design Offerings



# Solutions: Priority Trainings – Planning and Design

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">Cisco SDN Sales Messaging</a>	July 5: This session will provide foundational messaging around the Cisco Open Network Environment that you can use with your customers to explain how they can leverage SDN to meet their changing business requirements.	WebEx 45 mins

# Collaboration

Current Quarter:  
Planning and  
Design Offerings

Current Quarter:  
Hands-on  
Offerings



# COLLAB: Priority Trainings – Planning and Design

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">Business Video Partner SE SWAT Team</a>	<p>July 25 - Cisco Video SEs will cover product updates, competitive tools, demo tools, best practices and other selling resources. As part of building Cisco's Video business, it is critical to continue to educate our Business Video Partners on how we as SEs whiteboard, demo and implement Cisco's video solutions and portfolio.</p> <p><u>Who should attend</u> - Cisco ATP Business Video Partner SEs</p>	Classroom 2 days
<a href="#">Voice of the Engineer Series</a>	<p>July 11: Infrastructure Update (Conferencing &amp; GW) July 18: UCCX Update</p>	WebEx 1.5 hours

# COLLAB: Priority Trainings – Planning and Design – Invite Only

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">Contact Center Remote Expert Partner Technical Training</a> *	The Cisco Remote Expert partner technical enablement course focuses on installation and configuration of the Remote Expert application to create the Cisco Remote Expert solution. Training with remote labs.	WebEx 2 Days

\*Please contact Jawad Shoaib – [jshoaib@cisco.com](mailto:jshoaib@cisco.com)

# COLLAB: Priority Trainings – Hands-on

<http://www.tinyurl.com/srecollab>

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">UC 7.0 to 9.0 Migration Lab*</a>	Train Engineers on How to Migrate from Versions 7.x (6.x is same process) of the Collaboration Solution (CUCM, Unity, Unity Connection, CUPS) to 9.0 on a UCS B or C Series Using Local or SAN Boot.	WebEx Delivery w/Remote Labs 1 day
<a href="#">Jabber Specialist Hands-on Lab*</a>	This lab is intended to show partners how to configure CUPS integration with CUCM, Configure Jabber, then integrate with BYOD.	WebEx Delivery with Remote Labs 6 hours

\*Currently invite only coordinated through Cisco Partner SE with SRE Team

# COLLAB: Standard Trainings – Planning and Design

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">Win Q4 Midmarket Collaboration Business, Get Rewarded</a>	June 27 - Important Cisco Business Edition 6000 Update and Cisco Rewards US overview including program benefits, enrollment process, reward options, current incentive offers, program updates and we will have plenty of time for Q&A.	WebEx 1 hour
<a href="#">All Aboard the Express for Engineers</a>	All Aboard the Express for Engineers Technical Enablement Series is designed for Cisco Business Partners and Cisco Field Engineers with a desire to expand their product knowledge, learn best-practices and help your organization win more deals with Cisco Unified Contact Center Express. Four (4) weekly, online sessions (skipping the week of Cisco Live) starting at 2:00 p.m. EDT via WebEx, each lasting 90-minutes including time allocated to respond to all of your questions.	WebEx 1.5 hour



Current Quarter:  
Hands-on  
Offerings

# COLLAB: Standard Trainings – Implementation and Operation

<http://www.tinyurl.com/srecollab>

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<u>Collaboration "TAC Time" and Q&amp;A</u>	This program is to join the TAC Team for a discussion of your most top-of-mind issues and questions. It is a two way discussion between Partners and TAC.	WebEx Delivery with Remote Labs 1.5 hours Led by TAC Engineers

# Data Center/Virtualization

Current Quarter:  
Planning and  
Design Offerings

Current Quarter:  
Hands-on  
Offerings



# DC/V: Priority Trainings – Planning and Design

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
Voice of the Engineer - DC Byte-Z: Q4 Technical Enablement	July 10: Nexus 7000 & NX-OS Design Roadmap July 17: Cloupia and Partner Rapid Enablement : July 17, 2013 July 24: Introducing Cisco's Newest Smart Solution - Virtualized Foundation	Wednesdays, 8:30AM PST WebEx 1.5 hours
<a href="#">An Hour With Cisco Data Center Engineers</a>	July 2/16: Bi-weekly series of one hour open WebEx sessions providing you with access to Cisco's Data Center Partner Architecture Team	WebEx 1 hour

# DC/V: Priority Trainings – Planning and Design – Invite Only

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">CLOUPIA Advanced Deployment Course*</a>	This is a hands-on course that educates participants on how to install and configure Cloupia Unified Infrastructure Controller software to automate Converged Infrastructure management for private and public cloud solutions.	Classroom ILT 2 days
How to Configure, Quote, and Order Cloupia using CCW *	This session will cover how to configure Cloupia into a Bill of Materials, create a Quick Quote, a Non-standard Discount Quote, and create/submit an order.	WebEx 1 hour
<a href="#">Cloupia AM Sales Training **</a>	Completing this course will provide attendees with an understanding of the capabilities and positioning of the Cloupia Unified Infrastructure Controller, and see it in action with a live demo.	WebEx 2 hours

\* Currently invite only coordinated through Drew Langin – [dlangin@cisco.com](mailto:dlangin@cisco.com)

\*\*Currently invite only coordinated through Jim Fleser – [jfleser@cisco.com](mailto:jfleser@cisco.com)

Current Quarter:  
Hands-on  
Offerings

# DC/V: Priority Trainings – Implementation and Operation

<http://www.tinyurl.com/sredcv>

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">UCS Troubleshooting Service Profiles</a>	This UCS B-Series/UCSM Troubleshooting lab teaches the student/attendee how to find basic errors that they will be faced with while staging and configuring the unit.	WebEx Delivery with Remote Labs 6-7 hours
<a href="#">Deploying the Nexus 7000 with OTV and Fabric Path</a>	Learn how to configure advanced features on the Nexus, dive deep into FabricPath and OTV. This is updated combination of 201 & 301 Class. No need to take if you've attended 201 & 301 in the past	WebEx Delivery with Remote Labs 4-6 hours
<a href="#">DC/V Tech Talk – TAC Time</a>	Cisco TAC Engineers address your top-of-mind issues and questions in a two way discussion between Partners and TAC.	WebEx Delivery with Remote Labs 1.5 hours
<a href="#">UCS eCamp Service Profile Basics</a>	This is an add-on to the UCS Mini-eCamp to help the partner understand what they learned in a lab environment. This lab provides the partner access to practice configuring the UCM service profiles.	WebEx Delivery with Remote Labs 3-4 hours
<b>Nexus 1Kv</b>	Introduction to Installation, Configuration and Optimization	WebEx Delivery with Remote Labs 3-4 hours

**NEW!**

# DC/V: Standard Trainings – Planning and Design

Stewardship Training	Objective(s) of Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">CCW Training for Partners</a>	This training is focused on the people within your company that will register deals, configure solutions, quote deals, and submit the configuration to ordering. This training will include both direct Cisco ordering and Distribution (2-Tier) ordering mechanisms.	WebEx 2 hours
<a href="#">Voice of the Account Manager – SMORES (Sell MORE Solutions)</a>	The AM SMORES Session is a weekly 30 minute DC sales training for our partners' account managers to help them Sell MORE Solutions (SMORES), primarily focusing on education of Cisco solutions and acceleration of partner sales.	Wednesdays, 8:30AM PST WebEx 30 minutes

Current Quarter:  
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# DC/V: Standard Trainings - Implementation and Operation

<http://www.tinyurl.com/sredcv>

Stewardship Training	Objective(s) of Training	Delivery Vehicle (Type, Length, Timing)
UCS 2.x Mini-eCamp v2.1	The Data Center Field Trainer Team is pleased to announce the updated 2-day UCS virtual training event, which covers the addition of new UCS hardware, new LAN and SAN networking details, and NPI for Capitola.	Webex Delivery 2 days End of March

# Borderless Networks

Current Quarter:  
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# BN: Priority Trainings – Planning and Design

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">Voice of the Engineer: Mobility</a>	July 10: Wireless Security	WebEx 1 hour
<a href="#">Tech Talk Series: Mobility</a>	July 25: WIDS and WIPS Update	WebEx 1.5 hours
<a href="#">Tech Talk Series: Routing &amp; Switching</a>	July 11: Previewing New Catalyst 6k Platforms July 27: Introducing the ISR4451-X	WebEx 1.5 hours
<a href="#">Voice of the Engineer: Security</a>	July 24: Architecture – Secure DC	WebEx 1 hour

# BN: Planning and Design – Invite Only Training

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">Unified Access SE Boot Camp</a>	<p><b>See Site for Dates and Locations:</b> The Unified Access SE Boot Camp is designed to reveal the One Policy, One Management, and One Network single-vendor-value inherent in the Cisco Unified Access solution. This 4-Day lecture and lab Bootcamp is being offered to the attendee at no cost. Please contact Tony Bouvia - <a href="mailto:tbouvia@cisco.com">tbouvia@cisco.com</a> - for further information.</p>	<p>Classroom ILT 4 days</p>
<a href="#">Cisco Expert Level Security Partner Training Series</a>	<p>Derived from internal TAC training and modified for our partners and is conducted on a monthly basis by the Direct Security Sales Team in conjunction with the Connected Architectures Partner Organization (CAPO). This is an invite only series targeted at Sr. Engineers. If you feel you qualify and would like to be included in future training invites please contact Glenn Streeter at <a href="mailto:gstreete@cisco.com">gstreete@cisco.com</a></p>	<p>Classroom ILT 2 days</p>

# BN: Priority Trainings - Implementation and Operation

<http://www.tinyurl.com/srebn>

Priority Trainings	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">3850 Hands On Lab</a>	The Cisco Unified Access Engineering team is planning a Catalyst 3850 hands-on training class in multiple locations this May. The goal of this training is to provide hands-on time with the 3850, Cisco's new Converged Access switch, as well as discuss the next generation mobility architecture, BYOD and Identity Services Engine integration into this platform	Classroom 1 Day
<a href="#">3850 Switching Basics</a>	Widely applicable hands-on training focused on driving adoption of the 3850 switching platform. Will cover stacking, HA, QoS CLI, and software management	* Self Study labs
<a href="#">3850 Wireless Basics</a>	Drive adoption of the 3850 in the wiring closet for stand alone wireless deployments (includes ISE 1.2 beta code)	* Self Study Labs
<a href="#">Introduction to the 5760 WLC</a>	Drive adaption of 5760 (includes ISE 1.2 beta code)	* Self Study labs
<a href="#">ASA 9.x Feature Update</a>	Provide 9.x hands-on training and understanding of clustering and Cisco TrustSec (SG Firewall with ISE)	* Self Study Labs

Corresponding Design and Tech sessions were completed for each of these offerings and recordings of these sessions are available.

\* Primarily targeted at focus partners (coordinated with CAPO and using filtered OPT-IN lists)

# BN: Standard Trainings – Planning and Design

Priority Training	Objective(s) of Priority Training	Delivery Vehicle (Type, Length, Timing)
<a href="#">Voice of the Engineer: Mobility</a>	July 10: Wireless Security	WebEx 1 hour
<a href="#">Tech Talk Series: Mobility</a>	June 27: High Density Wireless Design Session	WebEx 1.5 hours
<a href="#">Voice of the Engineer: Security</a>	July 10: ISE Overview	WebEx 1 hour

Thank you.

