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CISCO 360
Partner Program

36-All-in-1


CISCO
Partner
Platinum Learning

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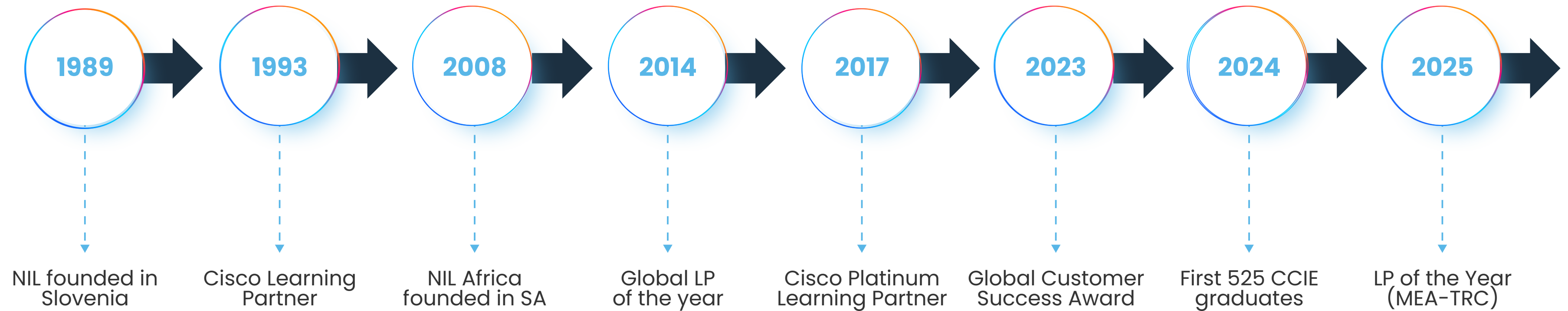
CISCO
Partner Program

360



ABOUT NIL

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BENEFITS OF 361

- Streamlined path to Cisco 360 Partner certification
- Expert consulting support throughout the process
- Ready-to-use templates for faster applications
- Maximise rebate potential

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THE 361 DIFFERENCE

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CAPABILITY:

Investment in technical skills, training, and resourcing in line with each portfolio BLACK BELT & CAREER CERTIFICATIONS / CISCO POWERED SERVICES

FOUNDATIONAL:

Practice maturity for lifecycle and managed services CUSTOMER EXPERIENCE SPECIALISATION: BASIC, INTERMEDIATE OR EXPERT

FOUNDATIONAL

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CUSTOMER EXPERIENCE SPECIALISATION – BASIC

1 x Cisco Customer Success
Manager (CSM)
1 x Renewals Manager (CRM)

CUSTOMER EXPERIENCE SPECIALISATION – INTERMEDIATE

2 x Cisco Customer Success
Manager (CSM)
1 x Renewals Manager (CRM)

CUSTOMER EXPERIENCE SPECIALISATION – EXPERT

3 x Cisco Customer Success
Manager (CSM)
1 x Renewals Manager (CRM)

APPLICATION TEMPLATES

Service Overview | Organisational Chart | SLA | DR Plan
Two Customer References

MANAGED SERVICES APPLICATION

MANAGED SERVICES

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- Top strategic priority for Cisco
- Core to the 360 Partner Program
- Increase your value index
- Greater program benefits

MANAGED SERVICES PRACTICE MATURITY

Why Cisco Powered Services?

Cisco Powered Services help you unlock enhanced benefits that increase profitability, offset costs, and differentiate your managed services.

Proven blueprints

Address customer outcomes

Enhance differentiation

Increase rewards

Power hybrid work

Secure enterprise

Transform infrastructure

Reimagine applications

MANAGED SERVICE PRACTICE MATURITY

CAPABILITY

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TRAINING PLANS

**Black Belt
Completions**

**Career
Certifications**

CISCO POWERED SERVICES

WHAT IS 361?

- Initial consultation
- 361 gap analysis and training plan
- Customer Experience Specialisation training
- Guidance & templates for Select Provider application
- Guidance on Cisco Powered Services

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361 ROADMAP

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THE 361 JOURNEY



1. Consultation
2. 361 Gap Analysis & Training Pathway
3. DTCSM 3-day VILT training
4. DTCSM Exams
5. CRM 1-day VILT training
6. CRM Exam
7. Cisco Partner Programme Application



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