

Value Added Resources for Managed Service Providers

New Customer Onboarding

New to Cisco and interested in starting your Cisco journey?

Cisco Core and Core+ Trainings

New to Cisco and would like to learn the foundation of Cisco along with the different Cisco tools?

- Navigate Cisco PSS and PMA Tools (PSS - create, manage, and associate your CCO ID with your company; PMA - apply, maintain or renew Cisco specialization)
- Understand Cisco programs to gain access to incremental discounts and promotional opportunities
- Create a deal in Cisco CCW to capture discounts
- And more!

Award-winning Propriety Tool that Comes with Resources and Expertise

EDGE Focus Tool

- Software tool to manage IT certifications at the individual and partner level through the EDGE program
- VIP Estimator: Premier Providers and above can become more profitable with Cisco through VIP rebates

Access to Cisco Specialists

Consultations with architecture-focused SMEs on how to move up in partner status with Cisco

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Video on Demand

Cisco Video Library

- Information and benefits of Provider Program
- How to flag a deal as managed services
- And more!

Informational EDGE Webinars

○ Marketing through Managed Marketing Programs

Dedicated team to help 2T DAP resellers drive demand through marketing, sales, and training enablement activities if applicable

○ Field Services to Augment Current Capabilities

- Network Operating Center (NOC)/Software Operating Center (SOC)
- Help Desk
- Wi-Fi as a Service
- Firewall as a Service

○ Financial Resources for Managed Service Providers

Don't Lose out on a deal because of credit!

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Everything-as-a-Service

- End customers can get the hardware and software they need for one affordable monthly payment, plus the freedom to scale up or down as needed

TD SYNnex Rise RSA

- TD SYNnex acts as an agent for you in dealing with end customers

TD SYNnex Capital

- Complete portfolio of solutions to accommodate any budget need

Alternative Financing

- Escrow
- Flooring
- Creative credit solutions