Selling Cisco IPv6 v1.0

SCCLOUD

Delivery Type: Classroom
Duration: 1 day

Overview

Cloud computing offers companies a number of potential advantages, but many are struggling to understand how to leverage these opportunities. Customers need help navigating and evaluating cloud solutions and defining the right strategy for their business. In order to be seen as trusted IT advisors, Account Managers need to have an in-depth understanding of what cloud computing is and how it can benefit their customers.

In this one day workshop Account Managers and other sales professionals will learn how to evolve their sales process to successfully identify and sell cloud solutions. They will learn about the cloud opportunity and explore how their company's solutions can address their customer's business requirements in a way that benefits both parties.

Target Audience

Account Managers, pre-sales engineers and solutions sales teams involved in the selling of cloud solutions.

Objectives

After you complete this course you will be able to:

- ✓ Identify 4 cloud deployment models
- ✓ Describe 4 different cloud services
- ✓ Describe operational and economic benefits of the 4 deployment models
- ✓ Identify common business challenges and opportunities that can be addressed by cloud
- ✓ Use a question-asking process to uncover customer needs
- ✓ Describe their company's cloud offering and the benefits to the customer
- ✓ Articulate their company's unique selling proposition
- ✓ Apply a 4-step process to overcome common cloud objections
- ✓ Help a customer assess the TCO benefits of implementing cloud services
- ✓ Articulate a high level migration process

Follow on Courses

DADA.bg offers a wide portfolio of courses that would benefit individuals involved in the selling of Cisco Products and Services. The courses below are focused specifically on the Cisco Portfolio, however should require courses that focus on the development of sales potential then please contact your Global Knowledge account manager who will be able to provide those details for you.

- ✓ CCS100E - Cisco Competitive Selling
- ✓ GSCBNA100E - Selling Cisco Borderless Network Architectures
- ✓ GSCCA100E - Selling Cisco Collaboration Architectures
- ✓ GSDCA100E - Selling Cisco Data Center Architectures
- ✓ SCBYOD - Selling Cisco BringYour Own Device Solutions
- ✓ SCBE6K - Selling Cisco Business Edition 6000
- ✓ SCIPv6 - Selling Cisco IPv6
- ✓ SCTS100E - Selling Cisco Telepresence Solutions
- ✓ SCWEBEX - Selling Cisco Webex