

# Selling Cisco IPv6 v1.0

## SCIPV6



**Delivery Type:** Classroom

**Duration:** 1 day

### Overview

The continuous growth of the global Internet requires that its overall architecture evolve to accommodate the new technologies that support the growing numbers of users, applications, appliances, and services. Internet Protocol Version 6 (IPv6) is designed to meet these requirements and enable a global environment where the addressing rules of the network are again transparent to the applications.

The challenge is that Industry is in the early stages of large-scale IPv6 production deployment. It is expected that IPv4 and IPv6 hosts will need to coexist for a substantial time during the steady migration from IPv4 to IPv6. Customers need help to develop a strategy to make the transition.

The Selling Cisco IPv6 Solutions workshop is a 1-day program designed to help Account Managers start the IPv6 conversation with customers, identify the benefits of migrating to IPv6, and ultimately close more sales.

### Target Audience

Account Managers, pre-sales engineers and solution teams involved in the selling of IPv6 solutions

### Objectives

**Attendees should meet the following After you complete the course you will be able to :**

- ✓ Identify the IPv6 market drivers.
- ✓ Describe the features and benefits of Cisco's IPv6 solutions and services
- ✓ Use a questioning process to validate IPv6 solution opportunities with customers.
- ✓ Position the business and technical value of Cisco IPv6 solutions to different decision makers.
- ✓ Discuss strategies for IPv4 and IPv6 integration and coexistence.
- ✓ Use a process to identify and overcome objections.
- ✓ Access Cisco tools and resources to support Cisco IPv6 sales activities.

### 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 DADA.bg 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
- ✓ SCCLLOUD - Selling Cloud Solutions
- ✓ SCTS100E - Selling Cisco Telepresence Solutions
- ✓ SCWEBEX - Selling Cisco Webex