

Cisco Data Center Partner Connection



Amazing Together

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Cancun Mexico



In Collaboration with Intel®



Panel – Product Innovation



Nirav Sheth

Senior Director
Americas Partner
Organization Systems
Engineering

Rajeev Bhardwaj

Vice President
Data Center Switching

John Growdon

Senior Director
Unified Data Center Sales
Worldwide Channels

John Moses

Area Vice President
US Sales

Joe Onisick

Principal Engineer
INSBU

Satinder Sethi

Vice President
Data Center & Cloud
Solutions

Unified Data Center Channel Enablement Programs

Specializations

Master Cloud Builder Specialization

Data Center Architecture Specialization

Unified Fabric
Specialization

Unified Compute
Specialization

ATPs

Live!
ATP
ACI

Live!
ATP
Invicta

*ATP
Intercloud
Fabric for
Business*

New Channel Enablement Programs

Live!
**ATP
 ACI**

Live!
**ATP
 Invicta**

Under Development
**ATP
 Intercloud
 Fabric for
 Business**

Account Manager

1 Person
 3 Hour VOD
 Online Test

1 Person
 1 Hour VOD
 Online Test

TBD

Sales Engineer

1 Person
 2 Day In-Person
 Online Test

1 Person
 1 Day In-Person / WebEx
 Online Test

TBD

Field Engineer

1 Person
 5 Day In-Person
 Online Test

1 Person
 2 Day In-Person / WebEx
 Online Test

TBD

Panel – Data Center Solution



Nirav Sheth

Senior Director

Americas Partner
Organization, Systems
Engineering



Scott Clark

Vice President

Advanced Services Cloud
and IT Transformation
Business



John Growdon

Senior Director

Unified Data Center Sales
Worldwide Channels



Cynthia Johnson

Senior Director

Global Data Center Sales



Saravan Rajendran

Vice President and General
Manager

Cloud Networking &
Services Group

New Channel Enablement: Integrated Infrastructures

FlexPod



VSPEX



VersaStack

(Cisco + IBM)

Under Development

Account Manager

New 3 Hour VOD
Online Test

Bootcamps

New
1 Day Bootcamps

Sales Engineer

New 2 Day In-Person
Online Test

1 Day Bootcamps

Field Engineer

New 3 Day In-Person
Online Test

1 Day Bootcamps
with Lab

Under
Development

Cisco Validated
Designs (CVD)

New FlexPod with ACI
FlexPod with UCS Mini

New VersaStack

Thank you.

