



The Opportunity

At Montebello Unified School District, educators recognized that technology could open a world of opportunities for their resource-strapped student population. But their antiquated systems were not up to the task.

So they turned to the Cisco Partner Ecosystem.



The Outcome

Cisco Gold Certified Partner **ConvergeOne** conducted a top-to-bottom assessment of Montebello USD's technology needs, then pulled together a team of nine Cisco partners to design and implement an integrated digital transformation solution.

Partner benefits include:

- **Recurring revenue from an 8-figure deal**
- **A collaborative solution that can be repeated elsewhere**
- **Partner relationships that will lead to future deals**