

Cisco Partner Ecosystem

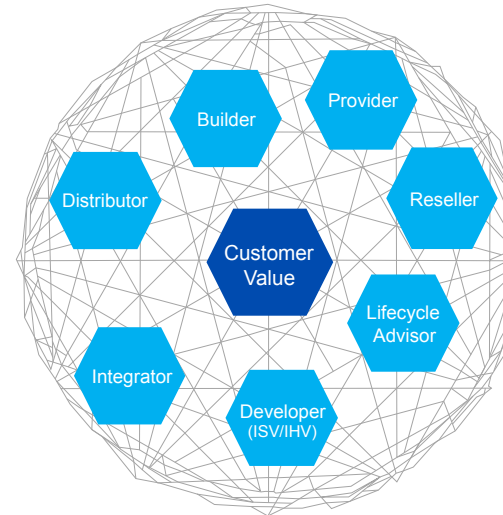


Figure 1.
Cisco Partner Ecosystem Framework

Transform Your Digital Future. Together.

The digital transformation is reshaping the business world. Millions of connections and mountains of data spring up every day, creating opportunities we've never seen before. Chances to carve out new revenue streams. Open up new markets. Stand out from competitors. And keep your customers happy.

To do these things, you need the right friends. Because no company can design, develop, and deliver these digital systems alone.

That's why we created a network of partners with the solutions, software, and services you and your customers need. We call it the Cisco® Partner Ecosystem. Our partners are industry leaders with years in the field. They can help you reach your digital goals. So you can help your customers do the same.

Find Your Place

As a Cisco partner, you can take many different roles. And there are plenty of opportunities to step into new ones.

- **Developers** design, test, and build software, solutions, and services.
- **Integrators** combine technology from different sources to create solutions.
- **Builders** create new private cloud solutions from scratch.
- **Providers** use our technology and skills to offer services.
- **Lifecycle advisors** help customers choose the right software and services every step of the way.
- **Distributors** package and sell our solutions through resellers.
- **Resellers** sell our solutions directly to customers.

Join Us

Let's create these new opportunities together. Take your first step here: www.cisco.com/go/partnerecosystem.