Cisco and our partners are building new capabilities to meet the demands of our customers and to capture the unprecedented growth opportunity.

Cisco Partner Enablement provides a consistent and repeatable approach for you to utilize the extensive portfolio of tools and resources to more effectively sell, deliver and support Cisco solutions.

We'll now introduce you to QuickStart, which is one of the valuable offerings that fits within the overall portfolio of Partner Enablement.

What is QuickStart?
QuickStart is a sales training portal designed to accelerate new product revenue and time-to-market. It gives Cisco Channel Partners online access to pre-sales training packages, which provide an overview of upcoming Cisco new product releases.

This self-paced learning strategy transforms the education experience, as it gives partners timely, consistent, comprehensive information in an easy-to-use format. It is ideal for the needs of mobile partners, as they can quickly and conveniently review this information again and again as needed—from anywhere.

QuickStart training is now available for new products in:
- Unified Communications
- TelePresence
- Security
- Application Networking Services (ANS)
- Wireless Mobility

What are the partner benefits of using QuickStart?
Through QuickStart, partners immediately
- Improve knowledge of Cisco products and solutions
- Learn better ways to position and sell solutions
- Reduce time-to-market
- Increase Cisco sales and new product revenue
- Reduce travel with on/off-line capabilities

What are the customer benefits?
When partners get up to speed on new product launches through QuickStart, they are better able to effectively position Cisco products and solutions with their customers. With the latest Cisco products and services, customers can quickly improve productivity, efficiency and profitability.

How does QuickStart work?
On the QuickStart portal, partners will see a list of Product Launch Training modules on the left side of the screen. When they click on each module, the course material for it will begin playing, and can be paused or repeated at any time.

The modules are:
- Solution Overview
- Value Proposition
- Vertical Solutions
- Prospect Profiles
- Technical Background
- Competitive Positioning
- Field/Channel Strategy
- Service Offerings
- Solution Pricing
- Customer Testimonials

Language Availability
QuickStart is available in English.

Regional Coverage
United States.

QuickStart Resources
QuickStart Website: http://cisco.partnerelearning.com/pec/Direct.asp?URL=20091741245851771
Partner Enablement Website: www.cisco.com/go/partnerenablement