

Cisco Wireless

Partner Journey

See what you are missing.



The opportunity

Whether SMB or enterprise, nearly every business depends on a wireless network to function, but the solutions they need vary greatly. To respond to these diverse needs, wireless solution providers need to draw from a broad portfolio of wireless solutions.



Why Cisco is the right choice for wireless solutions

More small and midsize businesses are going wireless with Cisco. Here's why:

- Customers prefer Cisco's architectural approach to mobility over solutions based on multiple vendors.
- The [August 2016 Gartner Magic Quadrant report](#) showed Cisco as the clear leader for wireless networking.
- With Cisco, you can be sure that all of your products work together, reliably and securely.
- Cisco offers Cisco Meraki cloud deployment for customers with lean IT resources who want the simplicity of cloud management.
- Cisco Meraki is the leader in cloud-controlled Wi-Fi, routing, scalability and security.

A solution for every situation

Whether your customer maintains a small office, several branches or a bustling campus, Cisco has just the right wireless solution. Our appliance-free, appliance-based and Cisco Meraki cloud-based offerings help you present more solutions to more customers than ever before.

Improved user experience

Thanks to a wide range of software options and our partnership with Apple, we've optimized our wireless networks for iOS devices and apps, so users get smoother integration, unique collaboration opportunities and a better overall mobile experience.

Start your Cisco Wireless partner journey.

Your entry point to a new world of opportunity in the wireless/mobility market begins here.

Demos and training

The Connect and Grow webinar series features live online sales and technical trainings and demos.

All Cisco partners—regardless of authorization or certification status—can attend these sessions on the entire suite of available products and solutions from Cisco.

You'll come away with a better understanding of:

- Cisco's technology advantages
- How to identify opportunities in your end-user base
- How to better position yourself against the competition succeed in your market

All trainings are offered virtually, and there's no limit to the number of attendees who can participate.

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The Experience Center, sponsored by Cisco, offers onsite and virtual one-on-one wireless product training at no cost—for you or for your customers.

[SCHEDULE TRAINING](#)

Ingram Micro Training

As an authorized Cisco Entrepreneur Institute's training partner, Ingram Micro Training offers affordable, world-class certification training with a portfolio of first-rate instructors. Our award-winning certification training courses are designed for IT solution providers and end-user technical staff.

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Get specialized.

Cisco specializations allow you to take advantage of wireless-specific incentives and promotions.

Specialization categories

Express Networking Specialization

Jump-start your Cisco business with the Express Networking Specialization. Focus on Meraki cloud networking and gain exposure to other foundational Cisco technologies. Ingram Micro offers Meraki 360 trainings through [Connect and Grow](#), which can help you earn this certification.

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Small and Midsize Business Specialization

The SMB Specialization positions your business to sell strategically across these Cisco technologies: Enterprise networks, collaboration and data center.

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Promotions and incentives

Value Incentive Program

Cisco Select certified partners and above have the advantage of participating in the Value Incentive Program (VIP), which helps you sell targeted Cisco architectures more profitably. The program offers rebate rewards when you sell specific enterprise network solutions.

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Cisco SeedIT First-Time Buyer Promotion

The Cisco SeedIT First-Time Buyer Promotion is designed to encourage first-time customers to purchase new Cisco wireless with 802.11ac technology and Mobility Express solutions. This offer is only available to Cisco Select certified or above partners.

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Wireless Fast Track

Enjoy big savings on this volume play for select Cisco wireless and switching products.

[GET INFO](#)

Sales tools

Want help closing the sale? Ingram Micro and Cisco have tools to make it easier.

Wireless network assessments

Take advantage of Ingram Micro's wireless network assessment service. By outsourcing professional assessments through Ingram Micro, you open the door to untapped customers, shorten your sales cycle and increase margins—without incurring overhead.

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Cisco RF planner

Use Cisco's cloud-based predictive RF tool to present an early-stage Wi-Fi deployment proposal to your customer with recommended placement of Cisco access points and a bill of materials.

[LEARN MORE](#)

Flexible deployment options

From a small office to a large enterprise or a sprawling campus, Cisco offers wireless solutions to meet any customer need.

Three approaches for a range of customers



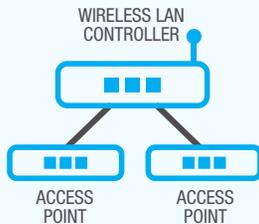
On-premises and appliance-free

With these solutions, the access points handle the wireless management. So, no additional hardware is necessary. They're easy to use, affordable and would sell in environments with up to 100 access points.



Off-premises and cloud-based

These Cisco Meraki cloud-managed solutions are ideal for deployments with access points in multiple remote locations. They're highly scalable, license-based and require little or no IT staff on-site.



On-premises and appliance-based

When a company needs from 100 to 1000+ access points in one location, these are the solutions to sell. Network administrators manage the numerous access points with a centralized, wireless LAN controller.

Three common network models

100
OR FEWER
ACCESS POINTS

Small business local networks

These customers generally have one location with 100 or fewer access points. They need wireless solutions that are easy to install, simple to manage and more reliable. They want competitive features and performance for an affordable price.

25
OR MORE
ACCESS POINTS

Branch office networks

This category of customers requires 25 or more access points in distributed locations. They want wireless solutions that can be licensed, secured and managed by remote staff and that can scale quickly to meet changing demands.

UP TO
1,000
ACCESS POINTS

Central campus networks

This enterprise customer group uses up to 1000 access points in a centralized complex. They require broader services; premium performance; bulletproof security; greater network traffic visibility; and simple, centralized control of their numerous access points.



Mobility Express

In three easy steps, set up an enterprise-class Wi-Fi network in a small or midsize business.

The Cisco Mobility Express solution doesn't require a dedicated controller appliance and can be deployed in fewer than 10 minutes. It combines a virtual wireless LAN controller with a Cisco Aironet access point supporting 802.11ac Wave 2.

[LEARN MORE](#)

Mobility Express and Meraki: When to choose

[DOWNLOAD THE PDF](#)

How Ingram Micro can help

Through a longstanding partnership with Cisco, Ingram Micro offers a variety of resources designed to help solution provider partners sell more Cisco wireless solutions.

Installation and configuration services

Ingram Micro's professional services teams are available to assist in installing and configuring wireless and wired projects with a network of hundreds of installers worldwide.

[LEARN MORE](#)

Wireless site survey services (on-site and predictive)

Let the Ingram Micro team of engineers build out a wireless heat map with Cisco's predictive site survey tool. Need something more in depth? Our on-site wireless engineers use the latest technology from Cisco and AirMagnet to perform a site survey of your client's building. Get a free quote from our professional services team today.

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The Experience Center, sponsored by Cisco

The Experience Center, sponsored by Cisco, is based in Ingram Micro's offices in Buffalo, N.Y. Our team there can assist you with testing and creating proof-of-concept builds to help you close more Cisco sales.

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Vertical-specific resources

Whether you're building out a solution for retail, hospitality, government, education or industrial spaces, Ingram Micro's vertically focused experts can help you form a complete solution based on the latest industry products and technological trends.

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Pre-sales technical solutions assistance

Ingram Micro's pre-sales technical solutions team offers channel partners a best-in-class ensemble of cross-trained, specialized, business-minded technical support engineers. Our engineers build solutions to address specific challenges and provide the expertise and data necessary to successfully close the sale.

CALL US at (800) 445-5066,
from 8:30 a.m. to 8 p.m., Eastern Time.

Partner technical enablement

Ingram Micro's team of technology consultants can assist you with building your Cisco practice. Our TCs will train your sales and engineering staff and help you build out a comprehensive certification plan to help maximize your sales and take advantage of Cisco's numerous rebate programs.

[CONTACT US](#)

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