CISCO SOFTWARE DEFINED ACCESS PROOF OF VALUE (SDA-POV)

Fast Lane is pleased to offer a Customer specific PoV focused on the Cisco SD-Access solution. This engagement functions as a side-by-side build with your organizations engineers of a Cisco SD-Access Proof of Value (PoV) engagement. Our Fast Lane Subject Matter Expert (FL SME) will work side-by-side with your Systems Engineers step by step through the build, operation, and demonstration of the PoV pod to the customer. Allowing you to focus on the business outcomes specific to your customers' needs

Contact your Fast Lane Account Manager today for more information.

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FAST LANE PROOF OF VALUE SERVICES

Fast Lane is a Global Consulting and Education Services company with a focus on Cisco, Microsoft, NetApp, Gigamon, Barracuda and others. Fast Lane also provides Professional Services that augment and support our vendor partners and their partner ecosystems. The Fast Lane group is the leading provider of IT education for the most established, respected and innovative technology companies across the globe. We provide coaching, technology and business education as well as consulting services to vendors and their channel and end-user customers. We are also the leading courseware developer for several of our vendor partners. We are well positioned to meet all needs by producing highly-individualized learning materials focused on helping organizations achieve their business goals.

We apply our wealth of experience in both innovating Learning Solutions and enabling Digital Transformation across industrial and enterprise environments. We enable our customer's digitalization initiatives by focusing on the business outcomes part of the digital equation. We help transform the culture in an organization to enhance sales, improve marketing and focus on business-oriented customer solutions.

We bring thought leadership to a world of Digital Transformation that can produce significant returns for your company, your partners and your customers. Across the enterprise, we help you thrive in an interconnected reality of digital technology and communications to greatly enhance decision-making, human capital growth and ultimately, customer relationships.

Fast Lane's PoV program is an essential component of our solution adoption services. It allows partners, to demonstrate the value proposition and ROI of their solutions to their customers with a FL SME functioning under the umbrella of the partner organization. A Proof of Value event provides technical decision makers with a deep-dive learning experience that focuses on a specific solution addressing a particular use case. After attending such an event, the intent is that vast majority of your technical decision makers questions and concerns will have been answered and they will have an appreciation of the operational and business value that can be achieved by implementing the solution. In other words, a PoV workshop is a means of closing sales through learning.

PRICING

Pricing is based on project objectives and requirements

Pricing includes Mandatory Discovery/Planning Workshop and DNAC.

TRAINING

Traditional training is also available for those customers that want to expand their knowledge of Cisco Wireless, Cisco SDA, Cisco ISE, as well as other technologies beyond what is provided in this PoV.