

PAE AI-Driven Empowerment

Program Overview

Implementation Results & Success Metrics

A focused enablement program equipping Cisco Partner Account Executives with AI-enabled strategies, real-time AI use cases, and the confidence to accelerate solution sales and drive business outcomes powered by Cisco's latest AI-ready infrastructure.

400+

Global Deployments

Successfully built and deployed across multiple industries

150+

VARs Trained

Through comprehensive enablement programs

160+

AI Opportunities

Identified within partner customer bases

\$1B+

Pipeline Created

Generated through partner co-selling motions

3

AI Ready Global Datacenter

AI PODs ready technical centers globally.

Engaged with Splunk, Avatar, HyperfabricAI & Smartswitch, Bronco BU

Industry-Specific Performance Highlights

Retail	92% inventory accuracy, +20% sales
QSR	98% order accuracy, -40% wait times
Healthcare	80% faster detection, -40% costs
Banking	Significant false positive reduction
Sports	Real-time insights, injury prevention
Manufacturing	35% reduced downtime, predictive maintenance

Our Focus



AI



Data



Observability



Cloud

Project Overview & Objectives

Why This Matters

This program empowers Partner Account Executives to confidently identify and close AI opportunities by mastering Cisco's AI portfolio and understanding customer needs. It enables deeper engagement, faster deal cycles, and stronger differentiation in a rapidly evolving AI market.

Current State Challenges

- Difficulty demonstrating real-world, multi-domain AI use cases to customers.
- Limited ability to showcase seamless integration across Cisco's latest AI-enabled product domains.
- Enterprises struggle to scale AI beyond isolated pilots due to infrastructure and integration gaps.
- Data silos across clouds and legacy systems block effective AI deployment.
- Traditional IT infrastructure lacks the performance and automation needed for AI workloads.

Key Goals

- Equip PAEs with hands-on AI use cases and demos to build customer confidence and lead strategic conversations.
- Provide integrated training on Cisco's cross-domain portfolio to enable unified solution storytelling.
- Leverage Cisco's AI-enabled infrastructure to support scalable, end-to-end AI deployments and accelerate customer adoption.
- Promote data unification and hybrid cloud strategies using Cisco networking and cloud solutions.
- Enable PAEs to articulate Cisco's AI-optimized compute, storage, and automation capabilities to drive measurable ROI and business impact.

Success Metric

The Cisco-OnStak partnership equips Partner Account Executives with AI-driven, validated solutions and expert enablement to accelerate multi-domain revenue growth, improve deal conversion, shorten sales cycles, and strengthen competitive differentiation—driving scalable, long-term success in the AI era.

PAE AI Readiness: From Enablement to Execution



Commanding AI Sales & Tech

Gain comprehensive knowledge of Cisco's AI portfolio and solutions, including positioning, use cases, objection handling, and competitive differentiation.



Customer-Facing Readiness

Be fully prepared to lead impactful AI conversations with customers, identify opportunities and deliver compelling demos, proposals, and TCO/ROI business cases.



The AI Sales Edge

Enable Partner Account Executives with an AI-powered Sales playbook, from opportunity discovery to proposal, driving smarter, faster, and more cohesive customer engagement.



Accelerated Deal Execution Support

Receive guided support for real opportunities, from architecture validation to SOW creation, enabling faster deal progression and higher win rates.



Hands-on Experience with AI Technologies

OnStak empowers PAEs to drive strategic, cross-domain sales by leveraging Cisco's cutting-edge AI products like AI Pods, Unified Edge/Avatar, and Hyperfabric AI turning complex technology into clear business value through real AI use cases

Cisco AI Product Portfolio Focus



AI-PODs

Purpose-built infrastructure for AI workloads, optimized for performance and scalability in enterprise environments.



Hyperfabric AI

High-performance networking infrastructure designed specifically for AI/ML workloads requiring massive data throughput.



Unified Edge / Avatar

Intelligent edge computing platform that brings AI capabilities closer to data sources for real-time processing and insights.



Vast Storage

Scalable storage solutions optimized for AI data lakes, model training, and high-performance analytics workloads.



AI Defense

Advanced security framework leveraging artificial intelligence to detect, prevent, and respond to cyber threats automatically.



AI Canvas

Integrated development and deployment platform for building, training, and managing AI applications across hybrid environments.

AI Adoption Engagement Journey

Inspire & Align

A compelling video presenting Cisco's AI vision, its impact on customer success and revenue, and clear program objectives for PAEs.

Unlock AI Impact: Real-World Industry Use Cases

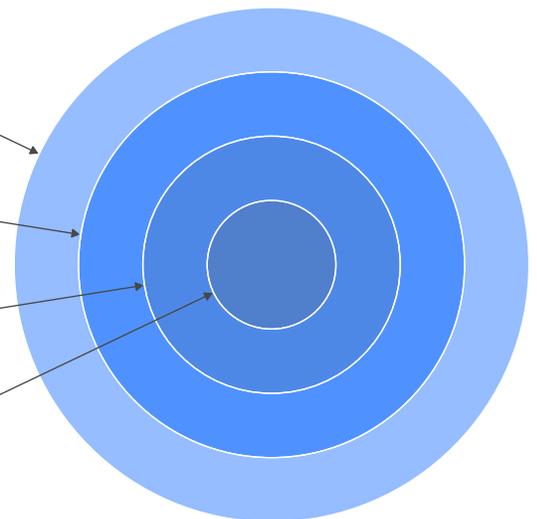
Exploring AI use cases driving real impact and solving customer challenges with Cisco's smart solutions

Master the AI Sales Play

A practical sales playbook with a step-by-step framework to identify, qualify, and close AI opportunities while effectively engaging diverse stakeholders

DemoSphere

Live access to OnStak's AI-powered demos with real scenarios and guided tips to help PAEs drive impactful engagements



Key Deliverables/ Tools Provided

1. Executive Briefing

2. Unified Value Proposition

3. AI Spotlight Video

4. AI Sales Playbook Delivery

5. PAE Readiness Assessment Framework

6. Live Demonstrations

7. Customer Case Study Presentations

8. Competitive Cheat Sheets

9. Live Q&A Session

Tangible Results

OnStak empowers Partner Account Executives with next-gen, AI-driven enablement that accelerates growth and delivers real results. Through immersive multi-domain use cases, intelligent cross-technology demos, and dynamic AI-enhanced learning, we equip teams to confidently navigate real-world challenges and articulate Cisco's value with impact.

Backed by a proven track record enabling

150+
VARs

500+
Trained SEs

400+
Uncovering new opportunities

OnStak is the trusted force behind partner success in the Cisco ecosystem.