

OnStak AI Accelerator for Partners

Quickly build and monetize AI practices with global expertise, training, and go-to-market strategies.

Implementation Results & Success Metrics

OnStak’s approach has delivered consistent, measurable results across multiple partner engagements and industry verticals. These outcomes provide compelling evidence of the effectiveness of their methodologies and the value of their enablement programs.

400+

Global Deployments

Successfully built and deployed across multiple industries

160+

AI Opportunities

Identified within partner customer bases

3

AI Ready Global Datacenter

AI PODs ready technical centers globally.

150+

VARs Trained

Through comprehensive enablement programs

\$1B+

Pipeline Created

Generated through partner co-selling motions

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

“Within 90 days of engaging with OnStak, we closed our first AI deal worth \$1.2M. Their technical expertise and sales enablement were instrumental in our success.”

— VP of Sales, Infrastructure VAR Partner

Partner Enablement: 3-Track Program

OnStak’s comprehensive partner enablement program is designed to address the complete spectrum of skills required to build a successful AI practice. Their three-track approach ensures that all key stakeholders within partner organizations receive appropriate training and support.



1

Leadership Track

- AI practice P&L modeling
- Long-term revenue forecasting
- Resource planning and capability building
- Service portfolio development strategy



2

Sales Track

- C-suite AI value selling methodologies
- Use case qualification frameworks
- Business outcome quantification tools
- ROI calculation templates for various industries



3

Technical Track

- Hands-on AI ready DC lab training
- Cisco technology integration workshops
- AI model development and deployment
- Solution architecture best practices

Each track includes structured learning paths, practical exercises, and ongoing mentoring to ensure partners can effectively apply their new skills in real-world customer engagements.

AI Enablement Plan

The main objective of this SOW is to build an AI Accelerator Enablement Package for Cisco channel partners. The enablement package prepares sellers, pre-sales engineers, and end partners to capitalize on four high-growth insertion points: AI-ready infrastructure, AI-powered networking & security, AI-driven observability, and AI-accelerated applications.

OnStak will deliver comprehensive AI solutions enablement training and support to 6 designated Cisco channel partners, enabling them to effectively position, sell, and implement Cisco's complete AI product portfolio across 22 industry-specific use cases.



Milestone 1: AI Sales "Lunch-and-Learn" Series

Location: Remote

Format: PDF, Live workshop

Delivery:

1 immersion session per partner x 6 partners

Duration:

3–4 hours per session (Lunch and Learn format)

Content Development:

Following are going to be the main modules and sections which will be developed for this 3-hour session.

- AI-Centric Primer
- AI Sales Playbook & Decision Tree
- Use-Case Gallery
- Discovery Questions & Objection Handling
- Competitive Landscape
- Cisco AI Product Portfolio positioning (AI-PODS, bronco Mustang, Unified Edge / Avatar, AI Canvas, AI Defense, Hyper Fabric AI, Vast Storage)
- ROI calculation tools and business case development.

Milestone 2: Pre-Sales Engineering Workshops

Location: Remote

Format: PDF, Live workshop

Delivery:

1 session per partner x 6 partners

Duration:

3 hours per session

Content Development:

Following are going to be the main modules

- Scoping & Sizing AI Workloads – walk through Cisco Validated Designs for AI/ML, capacity calculators, RoCEv2 networking guidelines
- Cisco AI product demonstration scripts and technical deep-dives
- Architecture design and use cases for Unified Edge Avatar
- Hyper Fabric AI networking and AI Defence security positioning
- Creating architecture, BOM and pricing
- How to position services to different buying centers
- Creating a successful proposal

Milestone 3: End Customer Live Demand Generation Events (6 Total)

Location: Remote

Format: PDF, Live workshop

Delivery:

1 full-day event per partner

Duration:

8 hours per event

Coverage:

- Executive briefings and industry trend analysis
- Live demonstrations of complete Cisco AI Product Portfolio
- Hands-on labs with AI Canvas, Unified Edge Avatar etc .
- Customer case study presentations
- Interactive workshops for opportunity identification

Milestone 4: Specific Demos / Pre-sales / Deal Closure Support

Location: Remote

Format: PDF, Live workshop

Delivery:

5 opportunities per partner x 6 partners

Service Level:

60–90 minute prep calls + demonstration support

Coverage:

- Technical architecture review and validation
- Customer demonstration preparation and delivery
- Competitive positioning and objection handling
- Proposal review and technical content development
- Opportunity scoping workshops & TCO modelling
- SOW drafting with standard Cisco AI implementation templates
- Project/program management through delivery

OnStak 3x30 Adoption Model

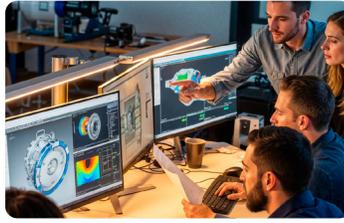
A structured approach that makes AI implementation programmatic, predictable, and achievable



Advisory & Assessment

First 30 Days

- Discover AI opportunities aligned with business goals
- Evaluate current infrastructure readiness
- Define success metrics and KPIs
- Develop roadmap and implementation plan



Pilot

Second 30 Days

- Deploy focused use case in controlled environment
- Gather initial results and performance metrics
- Refine approach based on feedback
- Validate ROI potential and business value

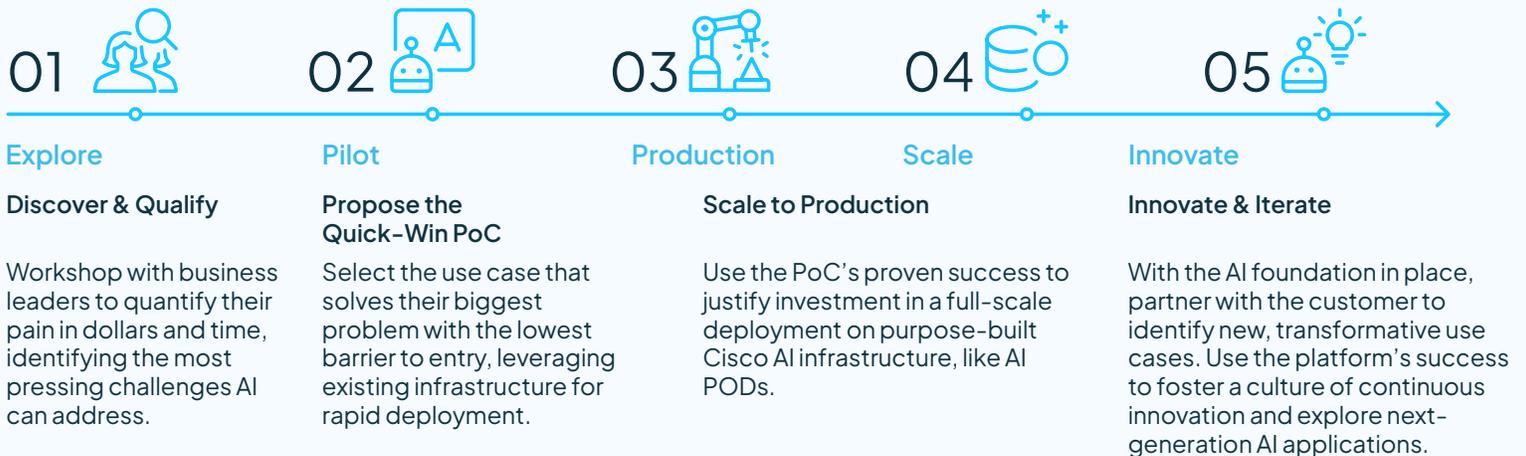


Execution & Implementation

Third 30 Days

- Scale solution across organization
- Integrate with existing business processes
- Measure and report on ROI and outcomes
- Plan for future enhancements and expansion

OnStak Customer AI Adoption Journey



Next Steps & Call to Action

 For Partners	Schedule Demo Access Cisco dCloud for hands-on experience	Certification Complete AI specialization training	Pilot Program Identify first customer for POC
 For Customers	Assessment Free AI readiness assessment	Workshop 2-hour use case discovery session	Proof of Concept 30-day pilot program

Partner Value Proposition

Why Cisco Partners Choose to Work with OnStak Inc.



Accelerated AI Revenue



Skill Gap Bridging



Technical Expertise



Customer-Ready Use Cases



Reduced Sale Cycle



Ready to Get Started?
Just drop us a line to get started

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