



Start Executing AI. Stop Experimenting.

FOR PARTNERS · AI ACCELERATOR

Build a profitable AI practice. Fast.

Expertise, enablement, and go-to-market to help partners sell the move from pilot to production — across leadership, sales, and technical teams.

Built For

Channel partners
VARs
Ses
pre-sales
practice leads

400+

Global deployments
Across multiple industries

150+

VARs trained
Via enablement programs

160+

AI opportunities
Identified in partner bases

400+

Pipeline created
Through co-sell motions

The Problem

AI demand everywhere. Partner readiness nowhere.

Customers are asking for AI — but many partners lack the practice, the plays, and the proof to capture it. Demand outpaces the ability to sell and deliver.

What It Does

- ✓ **Enable three tracks**
Leadership (P&L, portfolio), Sales (value selling, ROI), Technical (labs, architecture).
- ✓ **Generate demand**
Lunch-and-learns, pre-sales workshops, and live customer events.
- ✓ **Support the deal**
Demos, scoping, TCO modelling, SOW drafting, and deal-closure support.
- ✓ **Make it programmatic**
A 30 / 30 / 30 adoption model: advise, pilot, then execute.

AI Accelerator · the program in full

3-TRACK ENABLEMENT PROGRAM



Leadership

- AI practice P&L modeling
- Revenue forecasting
- Resource & capability planning
- Service portfolio strategy



Sales

- C-suite AI value-selling
- Use-case qualification
- Outcome quantification
- ROI templates by industry



Technical

- Hands-on AI-ready DC labs
- Cisco integration workshops
- AI model dev & deployment
- Solution architecture

ENABLEMENT PLAN — 4 MILESTONES

M1 · AI sales lunch-and-learns

- AI primer, sales playbook & decision tree
- Use-case gallery; discovery & objection handling
- Cisco AI portfolio positioning

M2 · Pre-sales engineering workshops

- Scoping & sizing AI workloads; Validated Designs
- Demo scripts; Unified Edge / Avatar architecture
- Hyperfabric AI & AI Defense; BOM & proposals

M3 · End-customer demand-gen events

- Executive briefings; live portfolio demos
- Hands-on labs (AI Canvas, Unified Edge Avatar)
- Opportunity-identification workshops

M4 · Demos / pre-sales / deal closure

- Demo prep & delivery; competitive positioning
- Proposal review; TCO modelling
- SOW drafting; program management

HOW IT SCALES

30 / 30 / 30 adoption model

- First 30 days — advisory & assessment
- Second 30 — pilot
- Third 30 — execution & implementation

Customer adoption journey

- Explore → Pilot → Scale → Innovate
- Each stage builds on a proven win
- Partner co-sells the whole path

Partner value

- Accelerated AI revenue
- Skill-gap bridging; technical expertise
- Customer-ready use cases; shorter sales cycle