

Built For

Partners
Ses
pre-sales &
post-sales engineers

Get your team AI-ready in a day.

A one-day, instructor-led session that gets pre-sales teams fluent in positioning and selling AI — with real use cases and live demos.

1 day

Instructor-led
9–5, remote delivery

8

Modules
Concepts to objections

30

Seats per cohort
Shared or single-partner

Pre-sales

SEs & engineers
Built for the front line

The Problem

AI questions everywhere. Confident answers nowhere.

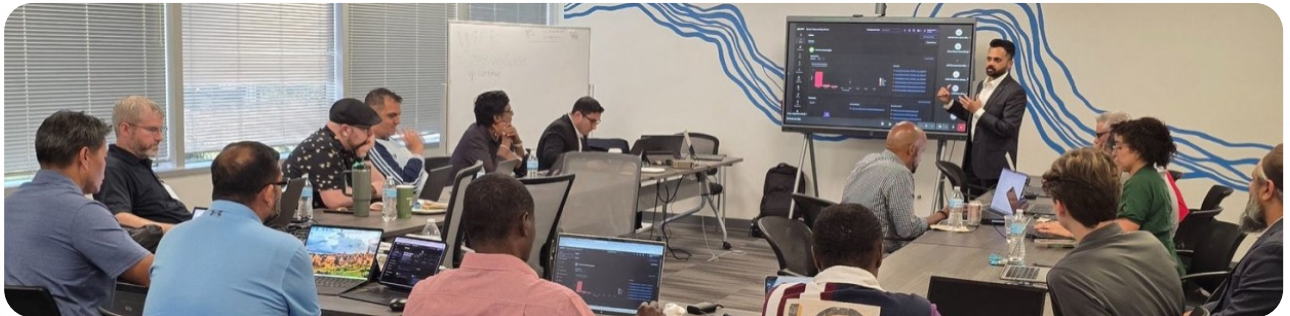
Pre-sales teams field AI questions they aren't equipped to answer — and deals stall on hesitation. Fluency, not guesswork, is what moves the conversation forward.

What It Does

- **Build AI fluency**
Core concepts, GenAI potential, and where AI actually creates value.
- **Show it working**
Real-world use cases and live demos across industries.
- **Handle objections**
Build-vs-buy, customer pushback, and clear decision frameworks.
- **Open opportunities**
Partner plays, qualification, and concrete next steps.

AI Readiness Training · agenda & logistics

AGENDA — 8 MODULES



Morning

1. Introduction
2. AI concepts — rediscovering potential with GenAI
3. Real-world use cases and demos
4. The AI strategy landscape

Afternoon

5. AI-ready infrastructure (AI PODs and AI/ML networking)
6. Build vs buy — addressing customer objections
7. More real-world use cases
8. Partner opportunities, next steps, Q&A

LOGISTICS

Format

- 1-day, instructor-led (remote)
- 9:00am–5:00pm local time
- Delivered over Webex

Audience

- Partners, SEs, pre-sales & post-sales engineers
- Up to 30 seats per cohort
- Multi-partner or single-partner sessions

Format

- Domain knowledge of compute / networking helpful (e.g. UCS X-Series, FlexPod, FlashStack)

GOAL

Equip participants with AI knowledge, plus case studies and success stories that show how to deploy AI workloads effectively — and turn that into customer conversations.