

See AI in action. Then go sell it.

A hands-on, one-day workshop that gets partners confident with AI — interactive use cases, live demos, and the plays to take into customer conversations.

1 day

Hands-on workshop
9–5, remote delivery

8

Modules
Concepts to objections

30

Seats per cohort
Shared or single-partner

Interactive

Demos & discussion
Learn by doing

The Problem

AI interest everywhere. Hands-on skill nowhere.

Slideware doesn't build confidence — reps need to see AI work and practice the conversation. A workshop turns interest into the ability to sell.

What It Does

- **Experience AI live**
Interactive demos and real scenarios, not a lecture.
- **Work real use cases**
Industry examples your reps can reuse in the field.
- **Practice the objections**
Build-vs-buy and customer pushback, rehearsed in the room.
- **Leave with the plays**
Qualification, positioning, and next steps to act on.

AI Readiness Workshop · 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

Prerequisites

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

GOAL

Equip participants with AI knowledge through interactive demos and discussion — and the confidence to demonstrate tangible value to customers.