



Our **CORE** trainings are designed to provide our partners with the tools and knowledge required to successfully build their Cisco practice. With **CORE**, you will learn how to grow your business profitably and how to effectively manage and maximize your resources

### Foundational Trainings

#### Navigating Tech Data and Cisco

Learn to navigate Tech Data's enablement offerings for partners. Gain an understanding of Cisco's certifications and product offerings along with how to build a successful practice.

Monday 1pm EST  
Click To [Register](#)

#### The Basics of Cisco Programs and Promotions

Gain access to incremental discounts and promotional opportunities by learning how to use Cisco programs. Earn a competitive edge and maximize future opportunities by understanding the basics of Cisco's programs.

Tuesdays 11am EST  
Module 1  
Click To [Register](#)

Wednesday 12pm EST  
Module 2  
Click To [Register](#)

#### Understanding Cisco Meraki

Learn the advantage of cloud managed services, familiarize with the Meraki products and understand how to leverage it with your clients. Explore the benefits that Tech Data Cisco can offer those who order these products.

Monday 12pm EST  
Click To [Register](#)

### Operational Trainings

#### Navigating the Tech Data 1Source Portal

We've made it easy for you to convert your estimates into quotes, place and track your full order online. Let's connect your Cisco account and enjoy a new Cisco online ordering experience.

Mondays 4pm EST  
Click To [Register](#)

#### Creating a Deal in the Cisco Commerce Workspace

Learn step-by-step how to navigate Cisco's deal registration and configuration platform. You'll be exposed to deal qualification, submission, registration, and everything you need to protect your valued Cisco deal. Also explore how to add and share configurations with Tech Data

Mondays 11am EST  
Click To [Register](#)

Wednesday 4pm EST  
Click To [Register](#)

#### Navigating and Leveraging CCW-R

Let us show you how to manage your services contracts, manage your reports and how to quote using the new CCW-R tool.

Wednesday 3pm EST  
Click To [Register](#)

Friday 12pm EST  
Click To [Register](#)