



Cisco Disco 30 – 60 – 90 Growth Plan

Future proof customer workplaces with AI-ready Cisco

Aging IT systems slow innovation, increase cybersecurity risk, and hide problems until they become business-critical issues. With the pending Last Day of Service (LDoS) on selected Cisco solutions, refreshing with Cisco latest technology is only your first step to unlocking AI-driven revenue.

Through smart IT investment, increase margins, generate recurring revenue streams, and drive long-term growth.

See what the future looks like with Cisco and Ingram Micro.

Join the Ingram Micro's Cisco Disco

As the world's leading technology distributor, we're here to keep our partners in the spotlight with the latest Cisco innovations that help you stay ahead, stay secure, and stay groovy while you grow.

So dust off those platforms, turn up the future-ready beats, and let's hustle into the next generation of networking and AI together.

[Find out more >](#)

[Speak to an Expert >](#)

30 days to Prepare

[Download the Sales Guide](#) ↓

Expand your knowledge of future proofed networks and equip yourself with the tools to sell them to your customers.

[Give Ingram Micro DPV access via Cisco PXP](#) ↗

As your Distributor of choice, we provide tailored support to help you navigate and discover a world of profitability, maximizing your sales potential and achieving long-term business success.

[Identify your Target Customers](#)

With Ingram Micro by your side, identify opportunities to upsell, cross-sell and refresh your customers with the latest from the Cisco portfolio. Contact your [Ingram Micro Account Manager](#) for support.

[DANCE Strategy](#)

Use the DANCE strategy to inform your communications with customers. **DISCOVER** - **ADOPT** - **NURTURE** - **CAPABILITIES** – **EXPAND** to help your customers grow their Cisco business.

60 days to Enable

[Branded Marketing Kit](#) ↗ **COMING SOON**

Position yourself as a Cisco expert with branded lead-generation marketing assets. Simply upload your logo, add your contact details and personalise CTAs – and you're ready to go.

Your kit contains Social Posts, Web Banners, Resources and emails you can share. Emails have been developed to target two different audiences; C-Suite decision makers and End-Users.

[Customer AI-readiness Assessment Tool](#) ↗

Understand your business' level of AI-preparedness so you can lead conversations with customers from a knowledgeable position. Measured across six critical pillars this Cisco assessment helps you assess your readiness to adopt AI technology.

[Ingram Micro Eyesight Assessment](#) ↗

A reporting tool that highlights vulnerabilities in your customer networks. Use the report as a conversation starter to introduce Cisco Security solutions.

90 days to Engage

[Keep Tapping Away](#)

This is a great time to schedule follow-up calls to assess your customers' needs, to nurture conversations and capture new opportunities.

Use all the rich resources and support that Ingram Micro offer, to learn, educate and discover up-sell and cross-sell opportunities from across Cisco's comprehensive technology portfolio. Grow your PVI score and so much more... [Ingram Micro Globetrotter Program](#)

REMEMBER...

-  **Discover** – position Cisco future ready technologies as the foundation of AI transformation
-  **Adopt** – accelerate first wins and demonstrate value
-  **Nurture** – deepen relationships and build long-term trust
-  **Capabilities** – build expertise and operational readiness
-  **Expand** – scale growth and create new revenue streams