

PRESIDIO SPARK QUALIFICATION PROGRAM

The Presidio Spark Qualification Program places Cisco Spark and devices in the hands of the Stake Holders and Business Drivers.

The Qualification program accelerates Cisco Spark services by creating an exploratory interaction that allows prospective customers to experience the Cisco Spark services and devices.

DISCOVER & UNDERSTAND:

- Interview & Requirements Gathering
- Understand business process integration and cultural considerations
- Understand Customer Key Performance Indicators (KPIs)
- Identify (1) quantifiable Use Case (Line of Business, IT, Corporate Marketing, Customer Service, User Community, etc.) and (1) Collaboration Technology (UC, Video, WebEx, Spark, Customer Care) for Adoption and Acceleration focus
- Baseline experience for existing users, including business metrics measurement

DEVELOP & ADOPT SERVICES:

- Develop usage opportunity evaluation and adoption plan, per Use Case defined
- Develop education plan, including end-user training plan
- Develop awareness plan, including onsite and virtual marketing sessions

EXECUTE:

- Develop and deliver training presentations (onsite and/or virtual) tailored to Use Case, or selected Collaboration technologies
- Develop and deliver virtual training sessions including Train-the-Trainer

UNIQUE BUSINESS TRANSFORMATION

KEY SHIFTS **SHAPING** OFFERINGS
INTO **INDUSTRY SOLUTIONS**



FOR MORE INFORMATION PLEASE CONTACT:

Matt Spool, Manager, UC Solutions
D: 212.324.4397
mspool@presidio.com
One Penn Plaza Suite 2832,
New York, NY 10119