



# Possibilities

#CiscoLive

# Cisco Live 2020

Cisco and Partners: Innovation for a New World

**John Moses**

VP, Americas Partner Organization

@JohnBMoses

**CISCO** *Live!*

#CiscoLive



DLBPOS-14



Thank you!



# Agenda

**Oliver Tuszik**  
Partner Outlook

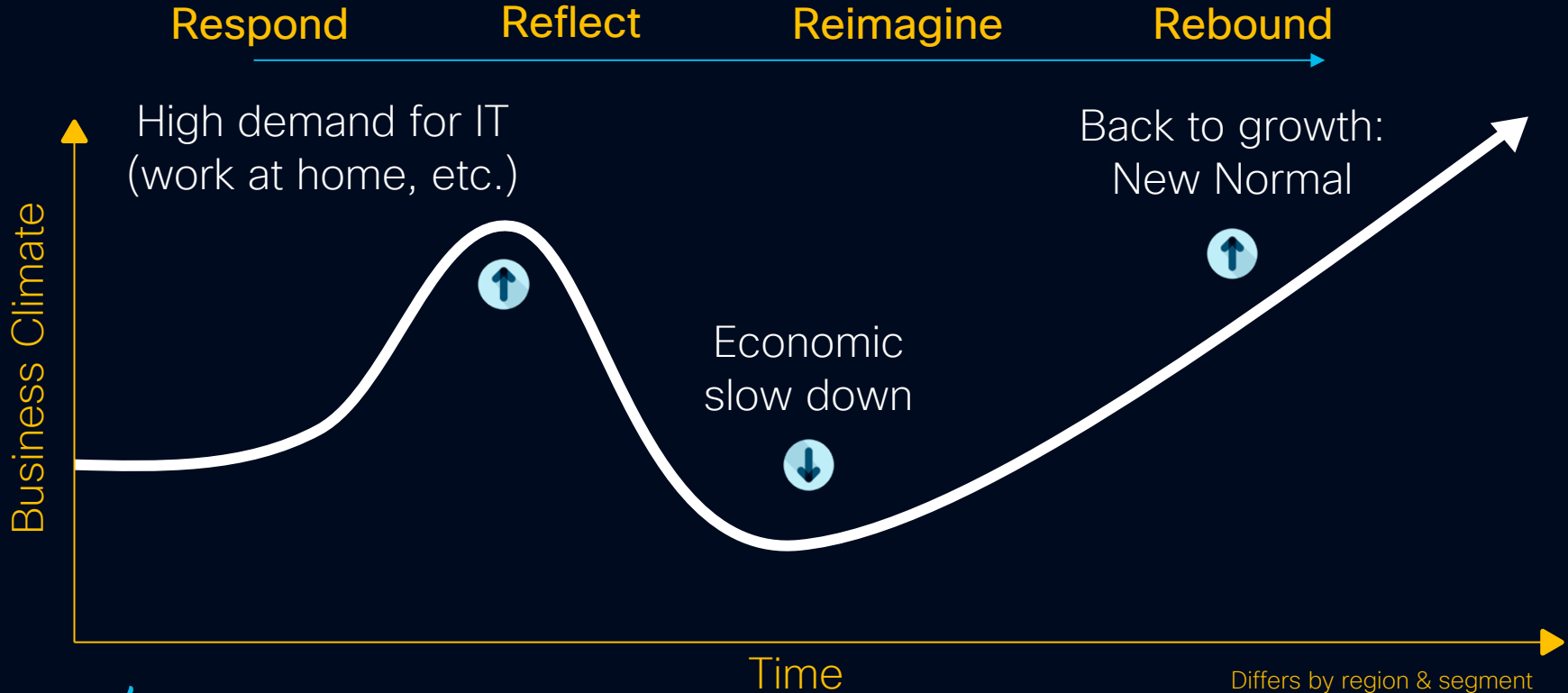
**David Hokerson & Kevin Greene**  
Cisco and Partners: Innovation for a New World

**Tom Wells**  
Cisco Capital and Partner Support

The world is changing  
**Our partner strategy is not**

**Your profitability**  
remains our #1 priority

# Our Partners' Business Outlook



# Committed to Supporting Your Business



Virtualizing  
Events



Managing  
Supply Chain



Webex and  
Security Offers



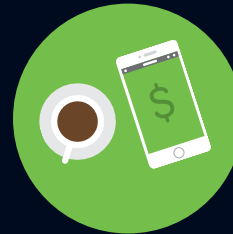
Ask the Expert  
Sessions



Certification  
Requirements



Cisco  
Capital



Additional  
Financing Support



Preparing for  
New Normal

# What Does the New Normal Look Like?



Secure connections from anywhere |  
Flexible working from anywhere

Security & collaboration are top 5  
priorities for IT in 2020



IT agility | Managed services | SaaS

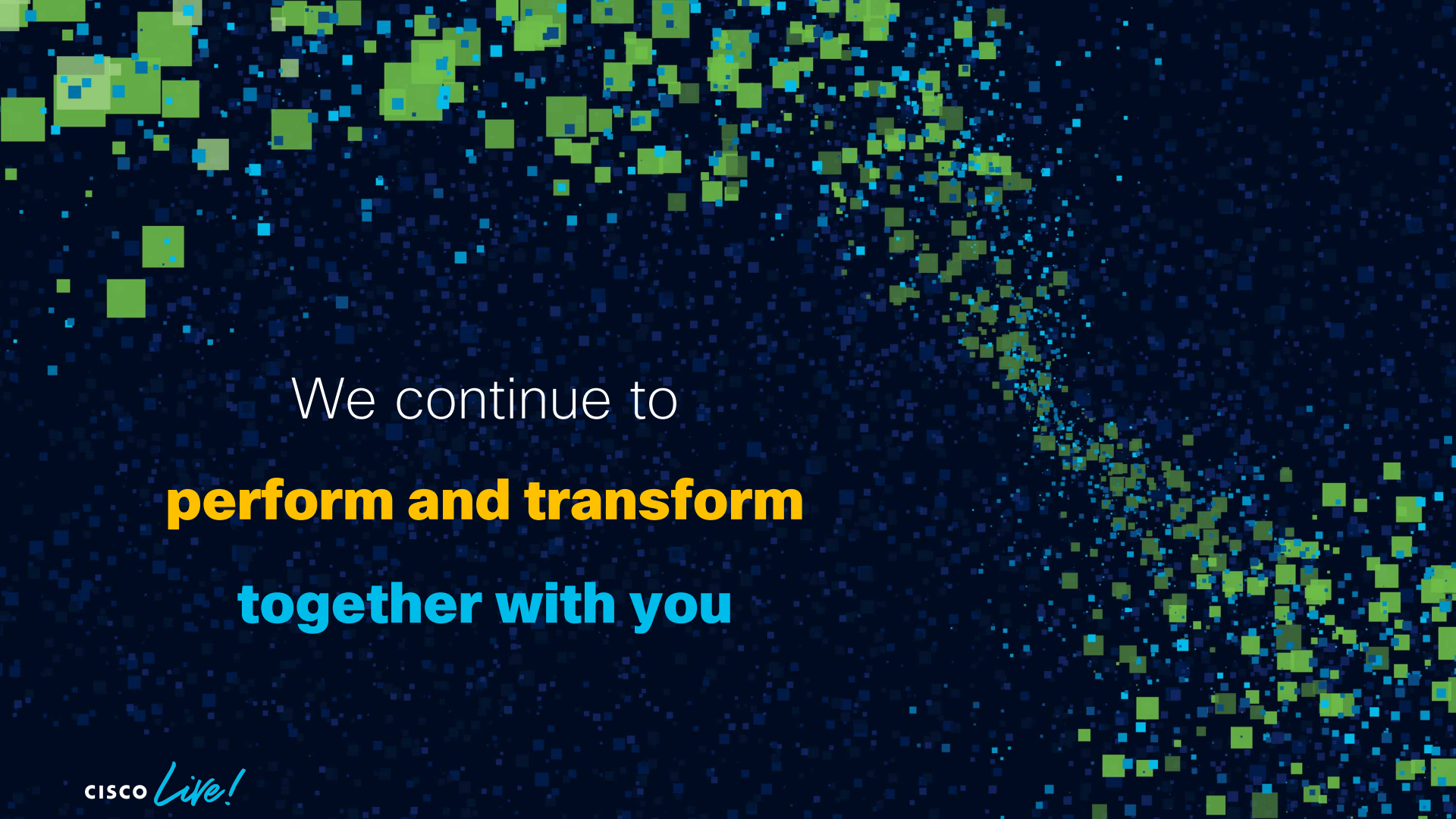
Cloud, managed services & virtualization  
among top 10 priorities for IT in 2020



Digitization | New  
ways of selling

B2B companies see digital interactions as 2-3x  
more important than traditional sales interactions






We continue to  
**perform and transform**  
**together with you**

## David Hokerson

Director – Engineering  
Americas Partner Organization  
[@DHokerson](#)

## Kevin Greene

Sr. Director – Architectures  
Americas Partner Organization  
[@KevGreen1](#)

A close-up photograph of a person's hands holding a glowing lightbulb. The lightbulb is filled with string lights, and the person is wearing a dark suit jacket. The background is dark and out of focus.

Respond  
Reflect  
Reimagine  
Rebound





# Essential Business



Via Martin Ecker - Unsplash



# Telehealth Solutions

Via Adobe Stock Images



Via Ruben Rodriguez / Unsplash



Capturing the Human Element / Unsplash

Unsplash



**Distance**  
Learning



Respond  
Reflect  
Reimagine  
Rebound





# Tom Wells

Leader

Americas Partner Organization – Cisco Capital

# Cisco Capital: Addressing the Challenges



Cash flow optimization & payment deferrals

Flexible



Enhanced credit capacity

Innovative



Payment options enable investments



Risk transfer & sharing

Agile

# Addressing Cash Flow & Liquidity Issues



Cisco Easy Pay



Full Stack  
Subscription Pilot



Cisco Open Pay



SMB Payment  
Solution



Multi-Year  
Services



Business Resilience  
Program

Let's Go!



Engage early



Provide payment solutions on every quote



Close more, larger deals

Thank you

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# Possibilities

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[www.cisco.com/go/covid19](https://www.cisco.com/go/covid19)