TD SYNNEX

cisco Distributor

Accelerate your Cisco business with TD SYNNEX Professional Services

The market is demanding Cisco Managed Services.

Market demands have changed, customers want the best technology managed by experts to boost their business at a reasonable cost.

The adoption of AI, cloud computing, and security & data are all fuelling the shift from one-off hardware purchases to recurring subscription-based services.

150-200%
growth in product lifecycle services, partner delivered IP services and the resell of packaged services compared to hardware.

51%
of the Global IT Budget is comprised of IT Services.

In this environment you face significant challenges:

- Technology complexity
- Skills shortage
- Fragmented vendor solutions
- Need to differentiate and increase profitability
- Build or buy services

TD SYNNEX Professional Services supports you bridging the gap between technology complexity and outcomes, providing assistance for:

- Managed services and support
- Presales and design
- Professional Services
- Configuration and Integration
- Training and education
- Solutions Centres

TD SYNNEX Professional Services and Cisco

Differentiate your offering by partnering with TD SYNNEX Professional Services to deliver extensive capabilities related to all Cisco architectures including assessments, deployments, migrations, management and 24×7×365 support.

Centralized Services Framework:

ACCESS	DEPLOY	MIGRATE	MANAGE	SUPPORT
Discovery and assessment of customer requirements	Deployment and implementation of Cisco Services	Migration from old platforms to new Cisco platforms	Ongoing Proactive Managed Services for Cisco products	24/7/365 Global Support with Multilanguage Capabilities

Cisco Managed Services supported by TD SYNNEX

Not just services!

Enhance your value by providing managed services that address market demands through transformative solutions and flexible consumption options, delivering top-notch technology at an affordable cost.

Whether you have a strong portfolio to accelerate or would like to start a new services business, we can offer you the capabilities to enhance and develop your managed services through TD SYNNEX Professional Services competences.

Why managed services?

By diversifying your offerings, establishing a recurring revenue stream and boosting your profitability with strong service margins, you will provide greater value to your customers.

Case 1:
Starting your Cisco Managed Services journey?

Looking to invest in your future managed services offering?

Or would you like to accelerate your managed services go-to-market strategy using TD SYNNEX Professional Services?

TD SYNNEX is here to provide you with the tools you need to develop or accelerate your business.

Invest in your future

We will guide you through each step to progress including our Managed Services Program: Practice Builder to build or accelerate your managed services go-to-market strategy.

Contact your local representative at TD SYNNEX or ciscomsp@tdsynnex.com for more information.

Don't forget to enrol in the Cisco Provider Program! Specially designed to reward Cisco Managed Services Providers.

If your need support enrolling, please reach out to us here.

Case 2:
Already offering Cisco Managed Services but looking to move to a higher provider role?

Take advantage of Cisco Powered Services offered by TD SYNNEX:

Augment your capacity by:

- Providing 24×7 service operations.
- Increase your resources and bandwidth covering new managed services or more customers.

Work with us and discover how you can jump to the Premier or Gold Provider level.

Click here for more information about Provider benefits.

See below an example on how you and TD SYNNEX Professional Services can team up offering Cisco Meraki Powered Services that will allow you to access the Cisco Premier partner status:

Premier Status CPS Acceleration ownerships:

TD SYNNEX	Partner
GTM Support	GTM
Sales Enablement support	Sales
Program augmentation	Customer Success
Service Delivery	-
Monitoring & Management	-
ITSM	-
Service Desk & Call Center	-
Portal	-
SLA	Rebranding
Service Description	Rebranding
Operational Process Docs	Rebranding
Demos	Labs
ITIL Trained Resources (min 2)	ITL Trained Resource (min 1 FTE)
-	Cisco Practice Lead (min 1 FTE)
Certified TSE's	Technical Certs (min 1 FTE)

Your expertise and TD SYNNEX's Professional Services support are the perfect match.

Successfully implement distinctive services to help your customers achieve their business goals, earning you recognition as a trusted advisor.

Don't wait, start building your next business revenue stream with TD SYNNEX Professional Services today!