



Cisco Solutions Partner Partner Enablement



Accelerating New Technology Introduction

Flint, already a Cisco Preferred Partner, is delighted to have extended our relationship with Cisco in achieving **Solutions Partner** status.

This certification specifically recognises Flint's technical expertise in Enterprise Networking and, in partnership with Cisco, we have created a series of pre-defined services for Cisco's partner community to accelerate the introduction of solutions such as **ACI, DNAC, SD-WAN** and **Hyperflex**.

These services are designed to provide a partner with a **predictable cost & outcome** thereby reducing the time it takes to respond to a customer opportunity. This enables the partner to recognise the **high margins** associated with services in the early adopter marketplace whilst gaining the skills and experience to become more **self-sufficient** for future engagements.

Simplified Ordering

Cisco and Flint have created a series of service work packages that are now published and fully orderable from the Cisco website at www.cisco.com/go/ordering

The first two SKUs we have launched are:

- CX-MI-SD-WAN-FLI,
- CX-MI-DNAC-FLI.

Flint at-a-glance

Flint has over 700 contractors deployed in more than 50 countries throughout Europe, North America, the Middle East, Africa, Russia and India.

We can ensure local financial and regulatory compliance via the Flint legal entities in UK, Ireland, Germany, Italy, France, Russia, Turkey, Poland, Saudi, UAE, Africa (Zambia, Botswana, Nigeria, Kenya, South Africa) and India.

Flint has centres of excellence focusing on:

- **Strategic Resourcing**
- **Professional Services**
 - Mobility, Software & Automation (Enterprise Networking and SP Automation)
- **Learning Services**
 - Content Creation. Training Enablement and Mentored Services



Want to know more? Visit www.flint-international.com/our-services

