

Sales and Business Transformation

- Cisco Business Architecture Specialist Certification
- Sales Enablement

The first step when launching any product or solution is to enable sales teams to first understand all of the business aspects followed by the key technical details in order to have successful conversations with all stakeholders and buying centers of a particular customer.

As a global Cisco Business Learning Partner (BLP), Fast Lane is qualified and equipped to develop, customize and deliver state-of-the-art business transformation and sales courses. Fast Lane is closely aligned with various Cisco business units and channel teams to fully support their go-to-market initiatives.

Our sales and pre-sales offering is structured as follows:

- Cisco Business Architecture Specialist
- Sales Enablement



Cisco Business Architectures Specialist Certifications

With Digital Transformation disrupting the relationship between customer and vendor, Cisco Business Architect Specialist certifications help prepare individuals for the journey to building strong business skills, acumen and providing enabling tools that will ultimately lead to long-term relationships.



Prerequisites	Recommended Training	Exam
Cisco Business Architecture Analyst (CBAA)		
None	Adopting the Cisco Business Architecture Approach - DTBAA (Self-paced training)	810-440 (DTBAA)
Cisco Business Architecture Specialist (CBAS)		
Cisco Business Architecture Analyst	Applying Cisco Business Architecture Discipline (DTBAS)	820-445 (DTBAS)
Cisco Business Architecture Practitioner (CBAP)		
Cisco Business Architecture Specialist	Mastering The Cisco Business Architecture Discipline (DTBAD)	840-450 (DTBAD)
Cisco Business IT Roadmap Specialist (BRS)		
None	Building Cisco Business Outcome Aligned IT Roadmaps (BTROAD)	820-432 (BTROAD)
Cisco Enterprise IT Business Specialist (CEBS)		
None	Building Business Specialist Skills (BTBSS)	820-427 (BTBSS)

Fast Lane Exclusive: Sales Enablement

This series of courses are focused on a particular product or solution. All courses in this series are approved by Cisco and are either part of the Cisco BLP or the Cisco Partner Plus program.

Datcenter

- [Accelerate your Customers Business with a Secure Data Centre \(SDC\)](#)
- [Cisco ACI Account Manager Training \(ACIAM\)](#)
- [Cisco Converged Stack Training for Account Managers \(CCSAM\)](#)
- [Cisco Converged Stack Workshop for SEs \(CCSW\)](#)
- [Next Generation Data Center - Cisco ACI \(NGDCACI\)](#)
- [Selling Next Generation Hyperconvergence with HyperFlex Systems \(HFS\)](#)
- [Successfully Selling the VersaStack Solution \(VSAM\)](#)
- [UCS Opportunity Discovery Workshop \(UCSODW\)](#)

Enterprise Networks

- [Accelerating Customers' Digital Transformation with DNA \(DNA\)](#)
- [Cisco Mobility Express Self Drive Workshop \(CMESDW\)](#)
- [Self Drive Connected Mobile Experience \(CMXSE\)](#)

Collaboration

- [Cisco CSR 11 for Account Managers \(CSR11AM\)](#)
- [Creating Opportunity and Selling MidMarket Cisco Customer Collaboration \(SCCX\)](#)
- [Digital Transformation with Next Generation Meetings \(DTNGM\)](#)
- [Enhancing Contact Center Express \(ECCX\)](#)

Security

- [Accelerate your Customers Business with a Secure Data Centre \(SDC\)](#)
- [Cisco Web Security Solutions \(on Premise, Cloud, Hybrid\) \(CWSS\)](#)
- [Delivering Business Outcomes through Security \(DBOS\)](#)
- [Securing your Customer with DNA \(DNAS\)](#)

Digital Transformation

- [Accelerating Customers' Digital Transformation with DNA \(DNA\)](#)
- [Business Outcomes Sales Support Workshop \(BOSSW\)](#)
- [Selling Business Outcomes: An Introduction to Cisco Architectures & Services for Account Managers & Pre-Sales \(SBOAS\)](#)
- [Cisco Customer Success Manager \(DTCSM\)](#)

Wireless

- [Wireless Site Survey for the Next Generation \(SSNG\)](#)

Business Outcomes

- [Cisco Selling Business Outcomes \(OUTCOMES\)](#)



* Mediante ATC