

Partner Program Certifications – Integrator

Benefits for all levels

[View our Certifications](#)

Incentives



Registered partner

Select certified

Premier certified

Gold certified

* [Migrate customers to the latest solutions](#), return their old equipment to us and earn up to 64 percent in discounts when you sell eligible technologies.



[Purchase discounted products, software, and services](#) to use in demos, labs, and trainings.



* [Get up to 62 percent in discounts](#) when you displace the competitors products and replace with our solutions.



* [Get up to 8 percent in discounts](#) for bringing in new business or teaming with us early in the sales cycle on Cisco initiated deals. Attach services to product sales and get an additional 2 points discount.



[Earn up to 74 percent in discounts](#) when you introduce targeted technology into new accounts or that have been competitively held.



* [Wake up dormant accounts and upgrade customers](#) to newer solutions to earn up to 74 percent in discounts and also add on rebates when you sell certain technologies.



* [Get up to 15 percent in rebates](#) when you sell our architectures.



* [Get up to 21 percent extra in rebates](#) when you activate key features in software you sold.



* [Earn an additional 1 percent bonus](#) for being a Gold Certified.



* These incentives are all stackable with each other. This means you have the potential to get more discounts and rebates.

Connections



[Connect with our ecosystem of partners](#) to increase deal size and earn more incentives.



[Increase your deal size](#) by working with our Cisco Compatible Solution Partners in our Solutions Showcase.



[Accelerate growth](#) and generate recurring high-margin revenue with your services.



[Access over 300 partners](#) who offer cloud and managed services.



Increase your deal size by working with our [Ecosystem Partners](#).



Finance



Make your offers more attractive with our [Cisco Capital offers](#).



Offer customers an [Easy Pay](#) option to remove upfront costs.



Add [Open Pay](#) to your data center offers, so customers only pay for what they need.



Market



Get in front of our customers by being listed in our [Partner Locator](#).



[Maximize recurring revenue](#) through our digital engagement platform that guides your customers through each stage of the lifecycle.



Grow your [marketing expertise](#) by accessing Marketing training and best practices.



Showcase your Cisco [partnership logo](#) and include your certifications and specializations.



[Show your customers your industry expertise](#) in our Partner Locator.



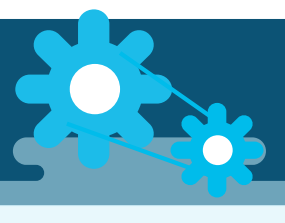
[Add the Multinational credential](#) to your Premier or Gold Certification to show customers you offer support in multiple countries.



[Add the Global Gold credential](#) to your Gold Certification to let customers know you can help them to design, implement, and support them regardless of their location.



Sell



[Go to SalesConnect](#) to view sales enablement materials, trainings, and how-to guides.



[Strengthen your competitive advantage](#) and win more deals by accessing our competitive tools and resources.



[Sell our digital solutions](#) to establish new recurring revenue streams.



Specializations

Earning specializations is a great way to show customers you have in-depth knowledge and expertise in specific technologies. They can help you differentiate and stand out from the competition. Some of our specializations are prerequisites for our certifications, which help give you access to discounts and rebates. Earn our Advanced and Master Specializations to get even more incentives.

Access trainings and exams to achieve specializations; helping you to qualify for certifications and earn incentives.

[Earn specializations](#)