

Connected Justice.

CISCO CONNECTED SOLUTIONS

Cisco is focused on delivering a comprehensive, multi-tiered, architectural solution to end users occupying SLED vertical markets. The Cisco Connected Solution Initiative will help vertical markets reduce TCO, streamline technology, and better equip their employees and staff to provide the most impactful experience for the customers/clients they serve.

CONNECTED JUSTICE

Cisco can help transform the way justice is delivered by connecting key areas within the judicial process, including law enforcement, courts and corrections. A connected solution can help state and local government agencies become more efficient, communicate more effectively across multiple departments, and reduce capital and operational expenses to address shrinking budgets.

LAW ENFORCEMENT | Integrating remote video and real-time collaboration at all levels of law enforcement allows agencies to control evidence, speed response times and control costs.

COURTS | Streamline court processes by improving collaboration with face-to-face interaction. This reduces the need to move inmates or bring in live interpreters, increases safety and security and cuts the time and cost of travel with adjudication, testimony and interpretation.

CORRECTIONS | Using Cisco collaboration technology to provide more efficient services to inmate populations enables correctional institutions to improve staff and prisoner safety, improve inmate management and control contraband while reducing transportation and other costs.

CISCO CONNECTED JUSTICE ALLOWS YOU TO:

- Increase cost savings
- Boost workflow productivity
- Improve transparency throughout the justice process

WHO ARE THE DECISION MAKERS?

Traditional IT directors or CIOs who've made technology-purchase decisions in the past are no longer primary targets. Within law enforcement, contact the chief of police; for courts, contact the chief magistrate; and for corrections, contact the director of corrections. These individuals are direct stakeholders within the judicial system who are looking for solutions to address the issues they face daily.

INGRAM MICRO VALUE ADDS

EXPERIENCE CENTER | This state-of-the-art demo center allows you to showcase your expertise and learn more about how to win additional business with Cisco solutions. Located in Buffalo, N.Y., and sponsored by Cisco, the Experience Center is the biggest differentiator you have against the competition. Available to all of our partners remotely or on-site, the Experience Center serves as an executive meeting facility and technology showroom equipped with all the latest Cisco solutions. It's also where you'll enjoy exclusive access to our knowledgeable solutions engineers who are ready to assist with product demonstrations, training, technical questions and proof-of-concept scenarios with your end customers.

PRE-SALES TECH SUPPORT | With more than 160 unique Cisco industry certifications, our technical support staff takes a consultative approach to every situation. Located in Millington, Tenn., Ingram Micro's Integration Services center allows IT solutions to be built, customized, tested and guaranteed.

INGRAM MICRO TRAINING ACADEMY (IMTA) | Get affordable, vendor-authorized certification training that's guaranteed to run—regardless of enrollment—and available to all Ingram Micro solution providers and/or their end customers. IMTA Training can be delivered Live Online or at your site. Take advantage of a 30-percent discount to resell it to your customers and pay for it with your Ingram Micro terms account or Cisco Learning Credits.

RESOURCES

Market account representatives and technology solution engineers are available and dedicated to these architectures:

Collaboration

- Assist with CUWL configurations, SMB TP certification, UC on UCS opportunities
- Review tools and resources to penetrate the voice and video markets

- Benefits of hosted collaboration services vs. on-premise solutions

Borderless Networks

- Identify opportunities for partner growth across Cisco's network portfolio (switching, routing, wireless and security)
- Recommend Cisco architectural opportunities within the data center and collaboration space
- Consult on complementary vendor growth areas through bring-your-own-device (BYOD)

Virtualization

- Learn how to start selling and what is required to launch a data center practice
- Assists in building solutions through build-to-order



For all your Cisco SLED questions, please contact:

Joe Costrino
Channel Account Specialist
(716) 633-3600, ext. 66096
joseph.costrino@ingrammicro.com

Sam Guyett
Channel Account Specialist
(716) 633-3600, ext. 65128
samantha.guyett@ingrammicro.com

Katie Szejnar (Services)
Channel Account Specialist
(716) 633-3600, ext. 66483
catherine.szejnar@ingrammicro.com

