

Fast Lane's Internet of Things Partner Enablement Framework



Massive Opportunities in 'Connecting the Unconnected'

The Internet of Things (IoT) represents one of the biggest opportunities to hit the Cisco partner ecosystem in recent memory. Cisco Partners now have an opportunity to play a key role by enabling digital business solutions and expanding the Internet of Things to the Internet of Everything, connecting people, process, data and things. Such solutions require distributed computing and the ability to process data at the edges of the network. Communication networks need to be augmented by capabilities like fog computing, data in motion and analytics. This infrastructure will support data mobility via best in class cloud solutions, operational consistency, embedded security and optimized form factor computing.



Enabling the Whole IoT Account Team

In order to take advantage of this unprecedented opportunity to 'connect the unconnected', Cisco Partners need to build out an effective IoT account team and identify the primary verticals to target. Fast Lane's IoT Partner Enablement Framework provides the cross-functional team with role-specific training on driving the value discussion around IoT and IT/OT convergence. The identified roles include:

Role	Description	Suggested Prerequisites
Account Manager (AM)	Manages account relationship, understands the business aspects of IT/OT convergences, KPIs and overall vision.	IoT Sales Fundamentals (via PEC)
Business Analyst (BA)	Consults on business value and outcomes provided by IoT solutions. Plays a management consultant role and can fill in as Account Manager.	Cisco Business Value Practitioner (BVP)
Pre-Sales Engineer (SE)	Designs solutions in OT environments and engages technical decision makers. Vital contributors to the IoT Business Transformation discussion throughout the sales cycle.	Cisco Industrial Networking Specialist
Security Expert (SecSE)	Provides required expertise on cybersecurity and has up-to-date compliance knowledge about how the Cisco IoT Security model supports compliance objectives.	CCNP Security, Advanced Cisco ASA Security (CI-SASAA), Identity Services Engine (CI-SISE) and FirePOWER knowledge
Enterprise Architect (EA)	Integrates business goals, technical requirements, and demonstrates Cisco Portfolio alignment. The Enterprise Architect (EA) aligns an organization's business objectives with the right mix of Cisco IoT portfolio solutions.	Background with Togaf or similar



Fast Lane's IoT Partner Training

Based on the suggested prerequisites for every job role, our framework educates the team on the key IOT/E details and focuses on the core industrial verticals of Manufacturing and Utilities. Fast Lane's available IoT courses are seen below.

Course Name	Course Code	Length	Audience
Internet of Things Sales Engineer Workshop- Utilities Vertical	FL-IOTSE-UTL	5	SE, SecSE, EA
IoT Account Team – Utilities Workshop	FL-IOTU-WS	1	AM, SE, SecSE, BA, EA
Internet of Things Security SE Workshop - Utilities Vertical	FL-IOTSS-UTL	4	Sec SE



IoT Cisco Certification:

The **NEW Cisco Certified Network Associate Industrial (CCNA Industrial) Certification** is for plant administrators, control system engineers and traditional network engineers in the manufacturing, process control and oil and gas industries, who will be involved with the convergence of IT and Industrial networks. This certification gives you the necessary skills to successfully implement and troubleshoot the most common industry standard protocols while leveraging best practices needed for today's connected networks. Combining theoretic knowledge with practical lab exercises, this curriculum provides real-world skills that allow information technology (IT) and operational technology (OT) professionals to ensure that their current infrastructure is optimized while developing a converged platform for flexibility to support future business outcomes.

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