

CISCO
Partner
https://cs.co/1page

Cisco Secure Trials Console (STC) is an all-in-one platform for Cisco sellers to provision, manage and monitor Cisco security product (e.g., Umbrella, Secure Endpoint, XDR etc.) trials, during trial periods, essentially acting as a central hub for evaluating security solutions and can be used to convert those trials for customers.

Benefits:

- Secure Trials Console simplifies how you manage product trials for your potential customers without the red tape
- The Console is simple and intuitive to use. You can provision a new trial, manage existing ones, and gain deeper insights into client activity, deployment health, and key security metrics
- You can customize your view to see the Status, Product, and Time filters and Switch to Security Metrics to get a quick snapshot of security related data
- If the organization has a Deal ID on Cisco Commerce Workplace, enter it in the field, otherwise, you can continue without a Deal ID
- Any trial on Secure Trials Console lasts 30 days with the option to renew once for 14 additional days. XDR Trials have a flexible trial length not to exceed 90 days.
- Secure Trials Console reveals interesting metrics about active trials to help you better understand your customers

FAQs:

- Q: What are the available languages for STC?
- A: The dashboard is currently available in English, Japanese, French, Spanish, and German
- **Q:** Where can I get the latest updates on Secure Trials Console?
- **A:** Please join our <u>WebEx Teams Space</u> to receive the latest updates and announcements on Secure Trials Console.
- **Q:** Where can I find training on Secure Trials Console and the products that are supported?
- A: Training is available on SalesConnect, please visit <u>Black Belt Partner Academy</u>: Secure Trials Console
- Q: What products are available in Secure Trials Console (STC)?
- **A: Umbrella:** DNS Essentials, DNS Advantage, SIG Essentials, SIG Advantage, and add-ons are available.
- **Secure Endpoint:** The trial package is the Premier tier. When converting to purchase, the dashboard will be updated to the subscription package purchased.
- **XDR:** The trial package is Advantage and is available for all regions. When converted to purchase, the dashboard will be updated to the subscription package purchased.

Onboarding Process:

Enroll in STC:

- Open a case with <u>Partner Help</u>. You can go to the Partner Support page and under "Open a GVE case online", select Open a Case. Once you reach the GVE Client Experience Portal (CEP), select the "PoV Lab License" object.
- Choose Cloud from the technology drop down and enter Secure Trials
 Console in the title and place the following into the request description:
 - Product Type [Secure Trials Console], Administrator Email [Partner CCO Email Address], Administrator First & Last Name
- You will receive an email confirmation after submission.

Recommended Product Training:

- Security Trials Console Trainings ¹
- Product Trainings (e.g., Umbrella, Secure Endpoint, XDR etc.) 1

¹ The recommended product training is not mandatory but is highly recommended to ensure that you have baseline technical knowledge of products within STC.

Why use Secure Trials Console?



Quickly and easily provision customer trials



Easy connect-tocloud deployments



Show the power of security products that work together

Resources:

SalesResources
Documentation
On-Boarding

WebEx Team Space
Partner Training

Partner Help
Dashboard
Public page

Example SKU: *n/a* WO-0522202: