

Cisco's Mentored Install Network Training (MINT) program is a hands-on training program that helps channel partners learn best practices and gain skills for deploying Cisco solutions. MINT combines mentoring and installation to help partners accelerate the adoption of new technologies, such as Cisco ISE, SD-WAN, SASE etc.

Benefits:

MINT Service Branding: Channel partners can choose how to brand the mentored services to customers. Whether you want to leverage Cisco's brand or your own, your customer doesn't need to know you're using third-party services.

MINT Service Partners: Do not compete with Cisco Channel Partners; they are learning and enablement services-only partners, not traditional resellers.

MINT Service Partners: Cisco validated deployment Subjected Matter Experts (SME's) who are trained and supported by Cisco Technical Resources or BUs. They provide on-demand services and do not resell Cisco.

SMEs: (3rd party companies) ready to mentor the Channel Partner on customer deployment projects. Channel Partner maintains customer relationship, while augmenting skills gap when deploying customer solutions. De-risk first few installs.

Mentored POVs:

Accelerate Sales: Leverage a proven methodology for shortening sales cycles

Win More Deals: Drive more customer opportunities to closure

Beat the Competition: Demonstrate the superior value of Cisco solutions with proven use cases

Monitored Installs:

Minimize Risks: Mitigate deployment risk by letting experienced experts take the lead

Time to Value: Accelerate time from sell to customer value to drive expansion opportunities

Partner Enablement: Develop your expertise and create a sustainable services practice

Architectures and Solutions:

- [ACI](#)
- [AppD/FSO](#)
- [Cyber Vision](#)
- Converged Infrastructure
- [Catalyst Center](#)
- [Intersight Services](#)
- [IWO](#)
- [ISE](#)
- [MDS](#)
- Network Security
- [Nexus Dashboard](#)
- [NGFW](#) (Secure Firewall)
- [Nutanix](#)
- [Prime Infrastructure Migration](#)
- [SASE](#)
- [SD-WAN](#)
- [SDCI](#)
- [Secure Network Analytics](#)
- [Spaces](#)
- [Secure Workload](#)
- [ThousandEyes](#)
- [UCS](#) / Hyperflex
- [XDR](#)
- *Many many more*

MINT Partners: (ordering guides)

- Business Technology Architects
- Criterion Networks
- [NterOne](#)
- [Flint](#)
- [Fortira](#)
- [Fourth Quadrant](#)
- Housley
- [Lumos](#)
- [Men @ Net](#)
- Metsi
- [Netnology](#)
- OnStak
- [RIK](#)
- [SecurView](#)
- Vzure Solutions
- [Xentaurus](#)

FAQs:

Q: Is MINT available globally?

A: Yes

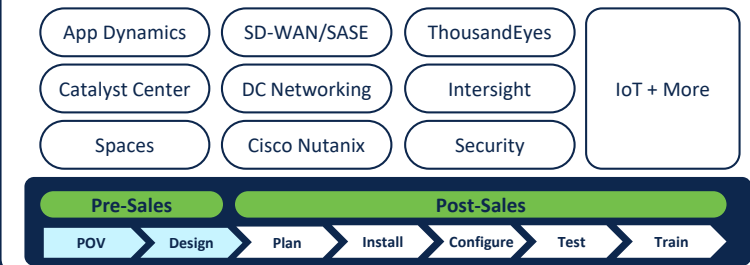
Q: Can I engage MINT Partners directly?

A: Yes, if you already know which MINT partner to work with from previous engagements, please engage directly.

Q: What services will MINT support?

A: All stages of the technology lifecycle: presales, POV, design, installation, migration, and training.

Covered Technologies:



Resources:

- [SalesConnect](#)
- [Program Overview](#)
- [Questions](#) ✉
- [Introduction & Overview](#) ✉
- [Program Overview](#)