GROW YOUR DATA CENTER BUSINESS WITH AZLAN

Learn
You have exclusive access to monthly training and inspiration sessions, and you can join a community platform where you can share experiences and learn from others.

Show
Deepen your customer engagement: We will show you how to use Cisco Sales Connect and Cisco dCloud to enrich your sales model.

Sell
Take advantage of our end user lead generation offers and participate in joint demand-generation activities.

Get started
Sign-up for the Azlan Data Center Boost Program and get a free individual assessment from our specialists on how to build or expand your Data Center business practice. Go to www.azlan.com/dc-boost-uk

Certify
We offer training to help you become Unified Computing Technology (UCT) Specialized, as well as training on programs and promotions that give you access to higher rebates and deal-protection.

Accelerate
Exclusive coaching by our TD Data Center Experts for deeper specialization on Hyperconverged Infrastructure, Data Center Security and/or Data Center Switching. Don't miss the opportunity to create and test your DC solutions, leveraging one of our TD Business Solution Centers.
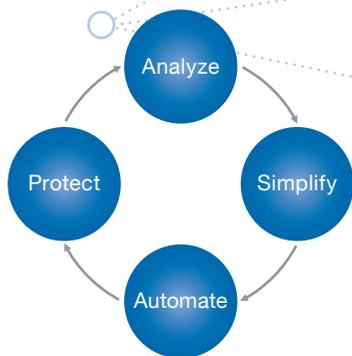
CISCO
Distribution Partner

Businesses are battling immense competitive pressures. In order to succeed, or even survive, they must rapidly adapt to constantly changing environments. What does this mean for IT leaders? Transformation, on all fronts. Companies live and die by the applications they provide to their customers and employees. Access without delay or interruption, 24 hours a day, is the new normal. If they can't get what they want, when they want it, customers go elsewhere.

WHY CISCO DATA CENTER?

In this ever-changing world, IT leaders need to rethink in terms of IT as a Service (ITaaS). They must define, offer, and orchestrate services for business users, not technology silos. Cisco is focused on helping customers modernize their Data Center and older IT infrastructures with a hybrid-IT.

Cisco empowers customers with the choice and flexibility to run any of their traditional and cloud-native applications using converged and hyper-converged infrastructure solutions that can be deployed across on-premise, managed, and public clouds.

This architectural approach ties analytics, simplicity, automation, and protection (ASAP) tightly with a consistent policy across a hybrid cloud built with industry-leading Data Center networking, security, converged infrastructures, and software-defined solutions.

- Analyze
- Simplify
- Automate
- Protect

WHAT'S IN IT FOR YOU?

- Easily extend your technology proposition to existing and new customers.
- Offer a business and scalable solution that is in sync with customer's needs.
- Increase your sales and profitability.

Be part of a European-wide DC community of experts.

WHAT'S IN IT FOR YOUR CUSTOMERS?

If your customer:

... needs to optimise their infrastructure?
→ You can help them to increase performance, scale and security.

... needs to simplify operations?
→ You can offer a solution based on automation, unified policy, and support services.

... wants to deploy a cloud-native application stack?
→ Take full advantage of containers and self-service DevOps tools.

... wants to deploy a hybrid-cloud infrastructure?
→ You can enable them to securely move data and work loads, extend policy on premise and in the cloud, as well as benchmark application performance.

... needs access to real-time analytics?
→ Cisco ASAP architecture allows your customer to monitor every flow and application dependency, on premise and in the cloud.

WHY AZLAN?

TD Azlan has a proven, end-to-end multi-vendor Data Center Practice
- Portfolio of Tier-1 Data Center vendors and solutions
- Focused Business Unit with deep skills in Data Center solutions.
- Specialised coverage of Managed Service Providers and their specific requirements.

TD Azlan's "Momentum" is recognized as a best-in-class partner experience journey
- Direct personal access to specialists who can help build your Data Center business plan, and with whom you can agree next steps to achieve key milestones.
- Demand generation activities.
- Jointly create Data Center specific solutions and bring them to market.

Best-in-class Build-to-Order (BTO) capabilities
- Leverage fast delivery capabilities.
- From simple to complex roll-outs.
- All fully tested according to Cisco's standards.

TD Azlan's Security Business Practice
- Complement your Data Center solutions with the expertise of TD Azlan's security specialists delivery capabilities.
- Portfolio of Tier-1 vendors, aiming at interoperability and reduced complexity.

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