

What Cisco Channel Partners are Saying about the Opportunity Incentive Program

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“Currently, Cisco’s commitment to partner profitability is unmatched in the industry,” said Bob Cagnazzi, president, Dimension Data North America, a Cisco Gold Partner. “They solicited our feedback on the Opportunity Incentive Program, which makes me feel like we helped create it and is why we can’t wait to put it to work for us.”

“Forsythe has been a Cisco channel partner since 1995 and Cisco is clearly making significant changes to help drive channel partner profitability”, said Troy Dixler, Director, Network Solutions at Forsythe, a Cisco Gold Partner. “The ability to combine the advanced technology benefits of the Value Incentive Program with the new customer benefits of the Opportunity Incentive Program, are good steps to improving Cisco’s channel strategy.”

“The creation and deployment of today’s complex IP Communications solutions has extended the network sales cycle,” said Mark Hilz, CEO, Internetwork Experts, a Cisco Gold Partner. “The Opportunity Incentive Program protects our pre-sales investment and that’s vital to our future success.”

“We have built our business around identifying, developing and securing new opportunities,” said Mike Fong, CEO, Calence, a Cisco Gold Partner. “Being able to register new deals and compete on our value proposition will enable us to continue to grow our business consulting and strategic networking services.”