

Fast Track SLED Territory Sales with TD SYNnex

Looking to grow your business in the lucrative SLED Territory market but not sure how to navigate your path to success? TD SYNnex's Cisco SLED Accelerator program is your personalized guide to achieving your growth goals and clearing the way to a prosperous future in this annual double-digit growth market.

What is the SLED Territory Market?



Local governments with 100,000 citizens or less



School districts with a student population of 10,000 or less

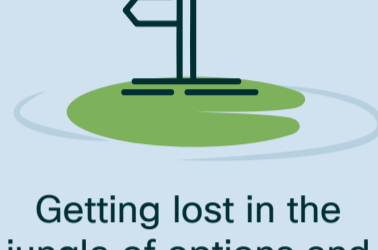
Pitfalls to connecting with these opportunities



Frequent changes in Cisco sellers making it hard to know who to contact



Unfamiliar with Cisco and TD SYNnex tools to identify opportunities with customers



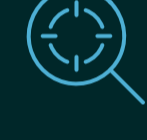
Getting lost in the jungle of options and looking for a clear route to opportunities

Navigating the SLED wilderness

TD SYNnex helps you accelerate SLED territory sales and develop pipeline by aligning Cisco territory resources with partners, like you, who can deliver on market demands. By focusing on the relationship between you and the Cisco sales organization, we can help you:



Stand out to Cisco sellers and become a preferred partner



Identify opportunities within your existing end customer base



Focus on new end customers to target and increase bookings



Maximize new opportunities with strategic business intelligence

Tools in your pack



Shared targeting of key net-new whitespace end customers between you, Cisco, and TD SYNnex



Familiarity with Cisco and TD SYNnex tools to identify market opportunities



Layered with marketing support, contract vehicle support, and funding opportunities

Map out your opportunities

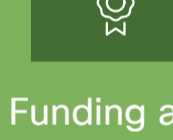
To get you on the right path, we first complete an inventory of your current Cisco SLED practice and identify areas where we can help! Some of these areas include:



Contract Vehicles



E-Rate



Funding and Grants



Enterprise Agreements Capability



Solutions-based Training

TD SYNnex SLED Accelerator Partners experienced:

"Navigating a strategic alliance with Cisco initially seemed daunting for our small business. However, the Cisco SLED Accelerator program changed everything. We've not only embraced TD SYNnex's support but also realigned our entire strategy to prioritize Cisco, particularly leveraging their Security Suites to fortify our initiatives. The outcome? Safer schools. Safer communities. Thank you, TD SYNnex and the Cisco SLED Accelerator team. A true partnership with incredible outcomes."

TD SYNnex Partner

Partners who actively ENGAGED in our Cisco SLED Accelerator experienced:

154.8%

Increase in TERRITORY SLED bookings.

321%

Increase in overall SLED bookings.

Ready to be King of the Jungle?

This is an exclusive invitation-only program for Cisco partners. Partners are nominated by showing experience with existing SLED accounts, are aligned to TD SYNnex for their purchases, and a desire to hunt in the territory segment.

For more information about TD SYNnex's Cisco SLED Accelerator program and to see if you're eligible to enroll, contact your Business Development Executive or Partner Engagement Manager.

[Start Here](#)