Course Outline of Cisco IoT Essentials Sales and Technical

IoT Portfolio Overview

- Delivering Value Now
- Industrial Switching Portfolio
- Industrial Routing Portfolio
- Industrial Wireless Portfolio
- Industrial Security Portfolio
- Cisco DNA & Intent-based Networking
- Cisco Industrial Network Director
- IOx and Edge Computing
- Kinetic Portfolio
- DevNet Resources
  Sales Play: Extended Enterprise Opportunity

- Extended Enterprise Opportunity
- Sales Plays and Use Cases
- Key Takeaways
  Sales Play: Remote and Mobile Assets Opportunity

- Remote and Mobile Assets Opportunity
- Customer Use Cases
  Sales Play: Industry Solutions Opportunity

- Opportunities with Industry Plays
- Manufacturing Sales Plays
- Transportation and Roadways Plays
- Oil and Gas Plays
- Utilities Sales Plays