



Why CISCO

This guide provides you with the information on why become a Cisco and Registered Partner. Here you will find:

- [Why become a Cisco Registered Partner?](#)
- [How to become a Cisco Registered Partner](#)
- [Why choose Hiperdist?](#)
- [How to onboard with Hiperdist?](#)



Why become a Cisco Registered Partner?

Position your company to take advantage of more sales opportunities than ever before.

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[How to become a Cisco Registered Partner](#)

[Why choose Hiperdist?](#)

[How to onboard with Hiperdist](#)

1

Gain Credibility

Capitalise on the recognised and respected Cisco Brand.

2

Support

Gain access to some of the best channel support in the industry.

3

Products and Services

Cisco's products and services are not only amongst the best in the market , but are tailored to your customers' needs.

4

Increase your profitability

Cisco can reward you for opportunities you may already be working on, and offer you special promotional pricing.

5

Acquire Credentials

Earn credentials and market your certified Cisco Expertise

6

Catch the Momentum

Join the value add- partner program that is setting the pace in the industry.



Becoming a Cisco Partner has never been easier.

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1 Register your partner Account
You must have a Cisco.com user ID (CCOID) and password to register as a Cisco Partner. If you do not have a CCOID, Register for one here.

2 Login and Select a Business Model
Please choose the option which best describes your company's business model types, you may not be eligible to apply to the Cisco Channel Partner Program.

3 Confirm Company Information
Search your company by Name and Location or by DUNS Number. If a match is found, the system will display a list of companies that closely match the information provided:

- Click on the radio button next to your company name. Click on "Continue".
- If your company is already registered, you must associate yourself with your company through the Partner Self Service tool.
- If your company is displayed, but the information is wrong, select "My Company is not in the above list" and click "continue".

4 Register you company if company not found
Try alternate searches. For example, if a search on an abbreviation does not produce any results, try your search with the expanded company name.

- Select the "Search Again" button to perform another search.
- If you are still unable to find your company, click on "Continue" This will allow you to create a new company demographic profile.

5 Choose Hiperdist Alliances as your preferred distributor

- Select Hiperdist Alliances as your preferred distributor.
- Provide your Reseller Account Number.
- Select additional distributors and Reseller account numbers (Optional). If you do not know your Reseller Account Number, contact the distributor selected.
- When you are ready to proceed choose "Continue".



In today's highly competitive markets, an innovative approach to business can differentiate your enterprise.

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Market Leaders

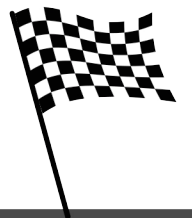
Our team will assist you in selecting the right solutions, whilst maximizing discounts through careful structuring of personalised business plan to achieve your business goals. Our team will have exclusive content designed to help drive your business and sales in one easy portal with all the tools you need.



Professional Services

Hiperdist Alliances delivers leading professional services enabling you to realise the full value of your IT ownership. Our professional services include:

- Consulting and Strategy
- Quoting and Proposals
- Proof of Concept
- Training
- Optimisation and Upgrades



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Marketing Services

Our partners can gain access to a variety of Marketing and Demand Generation offerings. This includes half day business briefings, digital and print advertising campaigns as well as telemarketing.



Enablement and Certification Training

Specialise to stand out in a crowded market. Competition is fierce. Expertise gets you noticed. Show customers that you know how to help them succeed. Get training to help you design, sell, install and support key Cisco technologies.

We provide our partners with access to enablement and certification training. This consists of learning credits as well as access to certification courses and business coaching sessions, all with the aim to help your team overcome business objections.

[How to become Cisco Selected Certified](#)

When you specialise you can...

- Get recognised for your specialisation in
- [Cisco Partner Locator](#)
- Earn Cisco [partner certifications](#)
- Use [incentives and promotions](#) to help you win business and boost your bottom line

There are several ways to get there...

- Automatically become a Select Certified Partner after completing an [Express Specialisation Track](#)
- Optimise incentives and find new opportunities for growth as a [Premier Certified Partner](#)
- Expand your range of expertise, tap new markets and earn higher rewards as a
- [Gold Certified Partner](#)



Hiperdist Alliances has grown into a leading VAD, enabling us to offer solutions from global technology brands.

In order for your company to start working with Hiperdist Alliances, we will need to open an account for you.

For us to do this, you must send us the following information:

- [Customer Application Form \(CAF\)](#)
- Certification of Incorporation
- Latest financial statements

Customer Application Form

You must fill in the customer application form, sign and send the form back to us. Please include the company's last 3 years financial statements.

When your partner account application is accepted, you will receive your own account number which will enable you to start trading with

You will also need this number to become a Cisco Reseller.

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Contact your Cisco Account manager at Hiperdist Alliances today at hiperdist.com

Login in to your personalised Hiperdist portal at partners.hiperdist.com

