

# Cisco Secure Remote Worker

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## How Cisco Is helping Partners

### Supporting Business Continuity During The Pandemic

Due to the COVID-19 outbreak we are seeing a huge spike in collaboration and security inquiries all over the world, as governments, customers and end users look to continue daily business activities in a secure remote work environment. True to our core values, Cisco is responding to make a difference. It's our priority to enable people to securely work from anywhere (including home), anytime, and on any device so they stay connected with their teams and can continue their business operations.

### Why Cisco

As the market leader, we're enabling this in multiple ways.

Cisco's Secure Remote Work solution enables employees working from home to safely connect to their network and teammates.

#### Remote work is productive

- 37 fewer minutes a day talking about non-work topics
- 1.4 more work days per month
- No commute yields 17 more days of free time annually

#### Remote Work Must be Secure

With Cisco Webex, security is foundational to the collaboration experience, whether you are an information security professional, a compliance officer, or an end user. When sensitive data is on the line, companies trust Cisco. Cisco Webex gives you end-to-end encryption, as well as compliance visibility and control. Inside your own organization, or even when collaborating across company lines, you get a hardened collaboration platform that helps keep your data secure.

Cisco has multi-layer security- that's what it takes to be a world class security company. You have to secure the network, the device, validate the user, etc. - now at home it's about much more.

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## Cisco Secure Remote Work Solutions

In order to implement a successful work from home strategy, it's important to recognize that different roles may require different capabilities. The value of a Cisco solution is that they can all be managed in a cohesive way, allowing for flexibility and cost optimization as your customers support all employees working from home.

- Collaboration offers help teams operate with minimum disruption
- Security offers manage risks and compliance
- Enterprise Networking offers increase capacity for remote working access and enhance home connectivity to maintain productivity
- Data Center offers help customers manage and rapidly expand their virtual desktop infrastructure

End Points	Security	Collaboration	Networking	Desktop
Webex Video Webex Board Webex Contact Center DeskPro DX80 730/561 Headsets	AnyConnect DUO Umbrella AMP	Webex Meetings Webex Teams	Meraki Network Connectivity Extension	HyperFlex for Virtual Desktop

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## Cisco Services / Customer Experience



### Collaboration

#### For Webex Contact Center

Expert and self-help resources

QuickStart Services (Lite, Essential and Plus): Call flow set-up, configuration assistance; provisioning; system acceptance testing; go-live support; basic training; reporting details, chat and email (Plus)

[Partner Overview](#) | [At a Glance \(AAG\)](#) | [Cisco.com](#)



#### For Mobile and Remote Access for Collaboration Endpoints

Expert and self-help resources

Solution design, deployment, acceptance testing

Post-implementation support

[Partner Overview](#) | [At a Glance \(AAG\)](#) | [Cisco.com](#)



#### For Mobile Agent on UCCE

Expert and self-help resources

Implementation services

(Small - up to 1000 agents, Medium - up to 2000 agents)

[Partner Overview](#) | [At a Glance \(AAG\)](#) | [Cisco.com](#)



### Security

For Secure Remote Worker

Free resources and ATXs

Consulting Services

VPN Design and Implementation Services

Business Continuity Triage

[Partner Overview](#) | [At a Glance \(AAG\)](#) | [Cisco.com](#)



#### For Extended Support

Provides 15% discount on extended support to reduce risk while customers struggle to address aging products and drive migration plans

[Partner Overview](#) | [FAQ](#)

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## Success Stories

### Cisco Webex

“Webex has helped our company to operate as business-as-usual, enabled the sales team members to meet even more clients everyday and many clients have now switched to online meetings.”

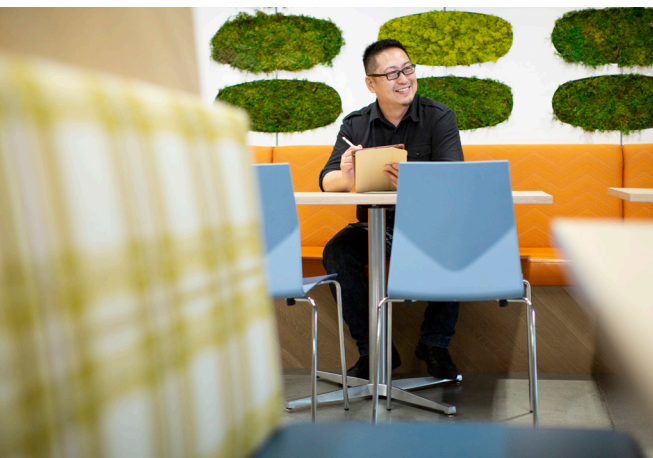
-CEO, IT Services Management



### Security

*“Not only do I have a lot of confidence in the solution’s detection and blocking capabilities, but also because its ability to integrate with other Cisco security products makes my job easier.”*

- Ryan Paul, IT Specialist, Thunder Bay



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## How to Get Started

1. Understand Cisco's response to COVID-19 and how we're helping you to address the new security and collaboration challenges posed by the pandemic.

[Cisco.com COVID-19 Response Page >](#)

[COVID-19 Response for Partners Page >](#)

[Go to the Cisco COVID-19 Response Partner Offer eBook >](#)

Visit the [Collaboration](#) and [Security Partner](#) communities to help you reach customers at the right place and the right time.

2. Evaluate your customers' emergency remote work plans. [Learn more](#) about Cisco's Bridge to Possible Campaign and how it helps partners capture this opportunity by focusing sales and marketing efforts on:

- Converting Enterprise Trials
- Blocking out competition
- Leading with the Webex Platform
- Growing your services footprint within your customer base

3. Create new or expanded customer subscriptions by converting enterprise trials and blocking out the competition. [Learn more here](#)