# Ecosystem Co-Innovation
*(Comprised of MINT, DSI and SolutionsPlus programs)*

Cisco's **Ecosystem Co-Innovation** combines multiple programs; **Mentored Install Network Training** (MINT) Provides channel partners resources for mentored POVs and Installs, **Digital Solutions Integrator** (DSI) Customizable pre-sales engagements to meet customer needs and **SolutionsPlus** for 3rd Party solutions on Cisco's GPL.

## Benefits:

### Mentored Install Network Training (MINT):

- **Channel partners** can choose how to brand the mentored services to customers. Whether you want to leverage Cisco's brand or your own, your customer doesn't need to know you're using third-party services.
- **MINT Service Partners** do not compete with Channel Partners; they are learning and enablement services-only partners, not traditional resellers providing on-demand services.

### Digital Solutions Integrator (DSI):

- Lead mentored proof of value and install engagements for technologies across the Cisco portfolio.
- Increase deal size & rebates
- Transform through knowledge transfer

### SolutionsPlus:

- Accelerate growth and increases margins by offering validated end to end solution.
- Opportunity to sell to new buying centers and LOB
- Supports Co-Sell engagements and new GTM
- Reduces time to market by removing lengthy partner engagements and scope of work.
- Simple and predictable partner experience on CCW for Cisco and non-Cisco solution.

## FAQs:

**Q:** Are DSI and MINT available globally?
**A:** Yes

**Q:** Can I engage the DSI and MINT Partners directly?
**A:** Yes, if you already know which partner to work with from previous engagements, please engage directly

**Q:** What services will MINT support?
**A:** All technology stages: presales, POV, design, install, migration, & training

**Q:** How do Channel Partners benefit from SolutionsPlus?
**A:** SolutionsPlus products are available via Cisco GPL, Partners can order at a pre-negotiated price.

## Program(s) Matrix:

Reference hyperlinks below are for MINT Partner Service Ordering Guide

| 3rd Party Partners: | MINT | DSI | Cloud | CISG | Collab | EN | FSO | IoT | SD-WAN | Sec |
|---|---|---|---|---|---|---|---|---|---|---|
| Bravo Consulting | | ✓ | ✓ | ✓ | | ✓ | | | | ✓ |
| Business Technical Architects | ✓ | ✓ | ✓ | ✓ | | ✓ | | | | ✓ |
| Criterion Networks | ✓ | | | | | | | | | |
| Cloverhound | | ✓ | | | ✓ | | | | | |
| Complete Communications | | ✓ | | | | | | | ✓ | |
| Delta Bravo | | ✓ | ✓ | ✓ | | ✓ | | ✓ | | |
| Flint | ✓ | ✓ | | ✓ | | ✓ | | | | ✓ |
| Fortira | ✓ | | | | | | | | | |
| Fourth Quadrant | ✓ | | | | | | | | | |
| Housley | ✓ | | | | | | | | | |
| KLA Laboratories | | ✓ | ✓ | | | ✓ | | ✓ | | |
| Lexico | | ✓ | | ✓ | ✓ | ✓ | | | | ✓ |
| Lumos | ✓ | ✓ | | ✓ | | ✓ | | | | |
| Mainstay | | ✓ | | ✓ | ✓ | | | | | ✓ |
| Malisko | | ✓ | | ✓ | ✓ | | | ✓ | | ✓ |
| Men @ Net | ✓ | | | | | | | | | |
| Metsi | ✓ | | | | | | | | | |
| Netnology | ✓ | ✓ | | | | | | | | |
| EnterOne | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | | | ✓ | ✓ |
| Onstak | ✓ | ✓ | ✓ | | ✓ | ✓ | ✓ | | | ✓ |
| Pioneer Partners | | ✓ | ✓ | | ✓ | ✓ | | ✓ | | ✓ |
| RIK | ✓ | | | | | | | | | |
| Robert Frances Group | | ✓ | | | | | | | | |
| Rovisys | | ✓ | | | | ✓ | | ✓ | | ✓ |
| Sapphire Health | | ✓ | ✓ | ✓ | | ✓ | | | | |
| SecurView | ✓ | ✓ | ✓ | ✓ | | | | | | ✓ |
| Vzure Solutions | ✓ | ✓ | ✓ | | | | | | | |
| Xentaurus | ✓ | ✓ | ✓ | | | ✓ | | | | ✓ |
| ZAG | | ✓ | | ✓ | | ✓ | | | | ✓ |

## Resources:

SalesConnect (MINT)
Program Overview (MINT)
Questions (MINT) ✉

Digital Solutions Integrator
DSI Resource Guide
Introduction to DSI 📹

DSI Investment Req.
Solutions Plus (public page)
Cisco Partner Program

Example SKU: **MINT-Security-XXX** *(XXX = MINT Partner)*

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