



Proof of Concept (POC) Workshops

What are they?

Immersive, hands-on workshops that provide a deep dive into the practical skills of implementing, monitoring, and troubleshooting key technologies and products.

Based on real-world scenarios but implemented in a robust lab environment, attendees will work through a best-practice lab guide to build a working solution while being coached by a senior Fast Lane Subject Matter Expert (SME). Once the solution is complete and working, the SME will connect to the attendee pod and load a troubleshooting ticket, providing practical, real-life challenges for the attendees to fix.

The key to learning in these workshops is through practice and discovery. We believe a valuable part of the process can be learning from mistakes and overcoming obstacles and the coach is there to support, guide, and keep them on the right track – often providing clues rather than complete answers.

Delivered to small groups with each attendee provided with a dedicated lab environment, these intimate workshops can be used to accelerate the purchasing decision-making process or provide a fast upskilling of a team ready for implementation.



Business Learning Partner
Platinum Learning Partner



How do these workshops differ from traditional training?

They are 100% practical – Learning by doing, no theory lessons.
Scenario-based learning – as close to real-world as possible.

Current POC workshops available

DNAC POC

This 3-day POC workshop takes you through a network assessment followed by implementation and troubleshooting of Cisco DNA Center with Wireless LAN Controllers (WLC) in HA, AP's, sensors, wired devices, and ISE. Including automation and Assurance.

9800 POC

This 3-day POC workshop covers the implementation and troubleshooting of the Cisco 9800 Wireless Controller. Covering topics including WLAN, policy and tag configuration, QoS, High Availability, Software updates, integration with ISE, FlexConnect, Clean Air, and rogue detection before moving onto real-world troubleshooting challenges.

ISE POC

This 3-day ISE configuring, monitoring, optimizing and troubleshooting workshop provides those who manage and maintain ISE with the knowledge and skills to monitor, tune and optimise ISE. Covering topics including AD integration, policies, monitoring and troubleshooting tools, High Availability, reporting and backup.

Meraki POC

This 3-day Meraki POC workshop covers the implementation and troubleshooting of Meraki devices through the Cloud Managed Meraki Dashboard. Covering topics to help build a secure network solution for the workplace for both clients and IoT devices, including building a LAN network using Meraki switches and

extending the LAN with Meraki wireless Access Points, including integrating into Cisco ISE, adding cameras and sensors for IoT devices, integrating a WAN solution with MX to include SD-WAN, before moving onto real-world troubleshooting challenges.

Recent feedback from CISCO DNAC POC workshops

“Our Coach lead the group with great enthusiasm and demonstrated an intimate understanding of the course content. This has been a worthwhile use of our time and will benefit our service offering to customers.”

“I enjoyed the friendly atmosphere and everyone working as one unit. It really made the experience enjoyable while learning at the same time. The coach was very helpful and polite when our group was possibly steering in the wrong direction to bring us back on track.”

“I enjoyed the practicality of the event rather than just going through slides and really liked the troubleshooting tasks.”

“I really liked the process of adding new network devices such as switches into the network via provisioned pnp services.”

“The troubleshooting provided an opportunity to reflect on the previous two days, and helped reinforce the tools/features we have learned.”

“The labs were very interesting and kept me engaged in the process with accurate documentation.”

“The coach was very descriptive and explained everything in great detail, always sharing links to tutorials on everything we are doing.”

If you or your team(s) would be interested to find out more about our POC workshops please feel free to get in contact with our Cisco team to discuss further.

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