

AGENDA:

<u>DAY 1</u>	<u>DAY 2</u>
Sales Training (09:30 AM – 12:30 PM) • HCL BigFix Overview, Portfolio & Sales Pitch • Best Practices • Unique Selling Points • Use Cases • Objection Handling • Competitive Advantages Technical Training (01:30 PM – 05:30 PM) • HCL BigFix Architecture • HCL BigFix Platform Overview	Technical Training (09:30 AM – 05:30 PM) • Hands-on Lab Exercises • Partner Enablement Learning Journey • Expert Partner Program • Experiential Learning Activity • Interactive Q&A Session

What To Bring:

- **Technical Partners:** Laptop with Partner Pack installed for hands-on demonstrations and lab activities
- **Sales Partners:** Personal or business laptop for sales pitch exercises and presentations

Prerequisites for Technical Partners only:

- Completion of HCL BigFix Foundation 101 Course
- Partner Pack installed, including:
 - HCL BigFix Platform
 - WebUI
 - Patch Policy
 - Self-Service App
 - Managed Endpoints
 - Enabled Patch Sites