## Sales Trainings

### Data Cloud Sales Associate Accreditation (2 hours)
Learn about Cohesity's vision, market opportunity, where to position solutions and what opportunities you should pursue

- November 27 | 11:00 AM
- December 7 | 9:00 AM
- December 18 | 9:00 AM
- January 10 | 10:00 AM
- January 30 | 12:00 PM

### Cloud Services Sales Accreditation (90 minutes)
Learn how to sell and differentiate Cohesity's Cloud Services platform by discovering unique offerings

- November 30 | 1:00 PM
- December 11 | 8:30 AM
- January 16 | 8:30 AM

### Smart Files Sales Accreditation (90 minutes)
Learn about selling Cohesity SmartFiles, customer pain points with File & Object storage and the immense value SmartFiles can provide

- November 17 | 9:00 AM
- December 21 | 10:00 AM
- January 5 | 9:00 AM

### Data Security Sales Accreditation (90 minutes)
Learn about threat defense architecture capabilities, a rti-ransomware use cases, pain points, and the benefits of secure data

- November 20 | 12:00 PM
- December 14 | 10:00 AM
- January 8 | 9:00 AM

## Technical Trainings

### Technical Sales Data Cloud Associate Accreditation (2 hours)
Learn about the value inherent in Cohesity's platform

- November 28 | 12:00 PM
- December 12 | 9:00 AM
- December 22 | 9:00 AM
- January 4 | 9:00 AM
- January 29 | 10:00 AM

### Security Concepts (2 hours)
Learn about Cohesity Security Concepts that protect against risks, vulnerabilities, attacks, and failures

- November 21 | 11:30 AM
- December 19 | 11:00 AM
- January 23 | 9:00 AM

### Hands-on Lab Bootcamp (4 hours)
Learn about and walk through the major use cases of Cohesity

- November 22 | 8:00 AM
- December 15 | 9:00 AM
- January 12 | 9:00 AM

### Sizing Deep Dive (2 hours)
Learn about the concepts, deployment, components, workflows, and parameters in the Cohesity Web Sizing Tool

- November 29 | 11:00 AM
- December 20 | 11:00 AM
- January 18 | 10:00 AM

### Cloud Services (2 hours)
Learn the necessary knowledge to effectively articulate and utilize the diverse offerings of Cohesity’s Cloud Services platform as a technical seller.

- December 13 | 1:00 PM
- January 17 | 10:00 AM

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Did you know that you can earn your Cohesity accreditation faster and easier through the TD SYNNEX Cohesity Technical Team?

Register for an upcoming session or to schedule an accreditation training session, email Cohesity-Tech-Team@tdsynnex.com.