

## VSDSIGN

# Designing the VersaStack Solution

16 horas

Data Center

Cisco

## INTRODUÇÃO

Designing the VersaStack Solution is a 2-day intensive training with hands-on labs that prepares the Cisco or IBM Partner Systems Engineers to properly position and design the VersaStack Solution while comparing it to various Integrated Infrastructure Solutions. Cisco UCS Director and IBM Storwize will be introduced as the management tools for the VersaStack solution. The lecture and hands-on-labs will provide you with a better understanding of the VersaStack solution providing you with the ideas and information needed to increase sales and explain the value of VersaStack to customers. Upon completing this course, you will be able to meet these objectives:

## OBJETIVO DO CURSO

Describe the Cisco-IBM VersaStack integrated infrastructure solution architecture including design and deployment guides, deployment options, platform components, validation and high availability

Describe the advantages of the IBM Storwize Storage Solution platform, Storwize management and GUI, different capabilities of Storwize versions, and sizing considerations

Describe the Cisco UCS market, innovations and benefits, hardware components, Cisco UCS Mini, service profiles, unified management options, and Cisco UCS sizing

Describe the Cisco Nexus 9000 hardware platform, Cisco NX-OS, Cisco ACI, and the Cisco MDS family of Fibre Channel switches

Describe the IBM Storwize and Cisco UCS management tools, Cisco UCS Director, and the Cisco ONE Enterprise cloud suite

Identify VersaStack use cases and sales opportunities

Describe the benefits of the VersaStack solution and how it compares favorably to the competition

Select a solution based on IBM Redbooks or Cisco Validated Designs

Describe the VersaStack sales ordering process, financing options, and services available from IBM and Cisco

## PÚBLICO-ALVO

Channel Partners

Customers

Employees

## PRÉ-REQUISITOS

Before taking the Designing the VersaStack Solution course, learners should be familiar with:

Familiarity with Data Center compute, networking, and storage (Recommended training includes IBM StorWize, Cisco UCS, and Cisco Nexus)

Familiarity with Cisco UCS

Understanding of data center networking, storage, and virtualization concepts

## **CONTEÚDO PROGRAMÁTICO**

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**Lesson 1: Introducing VersaStack**

**Lesson 2: VersaStack for Data Center Overview**

**Lesson 3: Identifying VersaStack Selling Opportunities**

**Lesson 4: Selling VersaStack**

**Lesson 5: Using IBM Redbooks and Cisco Validated Designs**

**Lesson 6: Storage: IBM Storwize Storage System**

**Lesson 7: Compute: Cisco Unified Computing System Platform**

**Lesson 8: Networking: Cisco Nexus and MDS**

**Lesson 9: Managing VersaStack**

**Lesson 10: Sales Ordering Process**

**Lesson 11: VersaStack: IBM and Cisco Services**

**Lesson 12: Competitive Analysis**