

## VSSALES

# VersaStack Training for Account Managers

8 horas

Data Center

Cisco

Cisco Continuing Education Credits

8 CE Credits

## INTRODUÇÃO

This course provides an overview of the key performance features and benefits of the VersaStack converged infrastructure solution and will show you how to translate them into selling opportunities.

## OBJETIVO DO CURSO

Upon completion of this course, you will be able to:

- Describe different data center elements, challenges, and integrated infrastructure trends
- Describe the process aligning and positioning the VersaStack with Application Providers
- Explain the Cisco and IBM components supported within VersaStack and the solutions management options
- Present the Cisco UCS platforms

## PÚBLICO-ALVO

Channel Partners

## PRÉ-REQUISITOS

It is recommended that a learner has the following knowledge and skills before attending this course:

Attendees should have an affiliation with a Cisco or IBM channel partner or reseller and function in a sales role

## CONTEÚDO PROGRAMÁTICO

### Module 1: VersaStack Training for Account Managers

- Lesson 1: Integrated Infrastructure and Cloud Computing Drivers
- Lesson 2: Identifying VersaStack Selling Opportunities
- Lesson 3: VersaStack Solution Overview
- Lesson 4: Cisco Unified Computing System Platform
- Lesson 5: Cisco Nexus 9000 and Nexus MDS Platform Overview
- Lesson 6: IBM Storwize Storage System Overview
- Lesson 7: Managing VersaStack for Data Center