

VSSALES (VERSASTACK TRAINING FOR ACCOUNT MANAGERS) 1.0

Objetivo

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

Carga Horária

8 horas (1 dias).

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

