

VSDSIGN - Introducing VersaStack for Cisco & IBM Partner SE's Designing the VersaStack Solution

Course Modules

- Module 1: Introduction
 - Integrated Infrastructure Momentum
 - Cisco and IBM Relationship
 - Current Challenges
 - VersaStack Solution Overview
 - Innovating Together
 - Support and Financing

- Module 2: VersaStack for Data Center Overview
 - VersaStack Design and Deployment Guides
 - Current VersaStack CVD's
 - VersaStack Architecture Options
 - **Demo:** Install Cisco 3D Interactive Catalog
 - VersaStack Platform Components
 - VersaStack Validation and High-Availability
 - Deployment Options
 - Storage Options
 - Networking Options
 - Support vs. Validation

- Module 3: Identifying VersaStack Selling Opportunities
 - VersaStack for Data Center Integrated Infrastructure Solution
 - Defining VersaStack Prospects
 - Application Integration
 - Application Specific CVD's
 - VersaStack Program

- Module 4: Selling VersaStack
 - Cisco Solution Incentive Program
 - Elevator Pitch
 - Buyer Conversations
 - CIO
 - Data Center Manager
 - IT Manager
 - Network and Security admin
 - Identifying and Qualifying Prospects
 - Potential Objections and Responses
 - VersaStack Financing From Cisco Capital

- Module 5: Selecting a Solution based on Cisco CVD or IBM Redbook
 - Understanding CVDs
 - Cisco CVDs
 - VersaStack Design Guide for Cisco UCS Mini and IBM Storwize V5000 with VMware vSphere 5.5
 - VersaStack Deployment Guide for Cisco UCS Mini and IBM Storwize V5000 with VMware vSphere 5.5
 - VersaStack Design Guide with Cisco UCS and IBM Storwize V7000 and VMware vSphere 5.5
 - VersaStack Deployment Guide with Cisco UCS and IBM Storwize V7000 and VMware vSphere 5.5
 - VersaStack Deployment Guide with Cisco UCS and IBM Storwize V7000 for IaaS with UCS Director
 - VersaStack Deployment Guide with Cisco UCS and IBM Storwize V7000 for Data Center Scale Out
 - VersaStack Deployment Guide with Cisco UCS and IBM Storwize V7000 direct-attached storage
 - VersaStack Design Guide with Cisco UCS and IBM FlashSystem V9000 and VMware vSphere 5.5

- VersaStack Deployment Guide with Cisco UCS and IBM FlashSystem V9000 and VMware vSphere 5.5
 - IBM Redbooks
 - VersaStack Redbook with Cisco UCS and IBM FlashSystem V9000 and VMware vSphere 5.5
 - VersaStack Redbook with Cisco UCS and IBM Storwize V7000 and PureApplication 2.1 software
 - VersaStack Redbook with Cisco UCS and IBM Storwize V7000 and SQL Server, SQL, Spectrum Control and Spectrum Protect software
 - VersaStack Redbook with Cisco UCS and IBM Storwize V7000 and DB2 with Spectrum Control and Protect
- Module 6: Storage: IBM Storwize Storage System
 - IBM Storwize Storage Platform Advantages
 - IBM Storwize Performance Features and Advantages
 - IBM Storwize Management and Graphical Interface
 - IBM Storwize Hardware Platform, Applications, and Features
 - V7000
 - V5000
 - V9000
 - VersaStack: Storage Options
 - VersaStack: Storage Connectivity Options SAN, DAS, etc.
 - VersaStack: Customer Requirements
 - Block Only or Block and File
 - Capacity
 - Performance
 - IBM SSCI overview (validated vs supported)
 - Sizing IBM Storage using IBM tools
 - **Tool:** IBM Smart Vision Suite 4.0 Storage Sizing Calculator
 - **Tool:** IBM Storage Tier Adviser Tool
 - **Tool:** IBM's App Specific sizing guides

- Compresstimator
 - Flash optimization for SQL
 - Disk magic
 - Capacity magic
 - **Tool Demo:** IBM Storwize V7000 Business Advantage Calculator
 - VersaStack: Storage Case Study
 - Workload performance tools (and resources) on VersaStack
- **Module 7: Compute: Cisco Unified Computing System Platform**
 - Cisco UCS Market Overview
 - Cisco UCS Innovations and Benefits
 - Cisco UCS Hardware Components
 - Cisco UCS Mini
 - Cisco UCS Service Profiles
 - Cisco UCS Unified Management Options
 - VersaStack: UCS Options
 - VersaStack: Customer Requirements
 - VersaStack: UCS Sizing
 - Tool: Cisco UCS Sizer for Enterprise Applications
 - **Tool Demo:** UCS Power Calculator
 - VersaStack: UCS Design Tools
- **Module 8: Networking: Cisco Nexus and MDS**
 - Cisco Nexus 9000 Hardware Platform
 - Cisco NX-OS Operating System
 - Cisco ACI
 - Cisco MDS
 - Cisco Nexus 1000V Review
 - VersaStack: Data Network Design Options

- VersaStack: Storage Network Design Options
- Module 9: Managing VersaStack
 - IBM Storwize GUI management tools
 - Cisco Unified Computing System management tools
 - Cisco UCS Director
 - UCS Director Components
 - UCS Director Versastack Integration
 - Cisco ONE Enterprise Cloud Suite
- Module 10: Sales Ordering Process
 - Distributors (Avnet/Arrow)
 - Building a BOM
 - Ordering Process
 - Registering a VersaStack Deal
- Module 11: VersaStack/IBM/Cisco Services
 - Support
 - Architecture services
 - VersaStack design and implementation service
- Module 12: Competitive Analysis
 - IBM Storage Customers choosing between Lenovo and Cisco UCS
 - Where did IBM x86 Servers go?
 - Lenovo vs VersaStack
 - HP vs VersaStack
 - Dell vs VersaStack
 - Cisco UCS Customers choosing between IBM Storage vs NetApp and others.
 - FlexPod

- vBlock
- VersaStack
- Hyperconverged vs VersaStack
 - Nutanix

Lab Outline

- Lab: Exploring UCS Director To Manage VersaStack
- Case Study: VersaStack CVD Selection
 - Small Office
 - Large Data Center
 - Tool: UCS Sizing Tool
 - Tool: UCS Power Calculator
- Case Study: VersaStack Storage Sizing
 - Small Office
 - Large Data Center
 - Tools: IBM Sizing Tools
 - Comprestimator Utility
- Lab: Configuring Storwize
- Lab: VersaStack Compute Sizing
- Lab: Configuring UCS
 - Explore System
 - Determine resources
 - Create Service Profile for an existing Template
- Lab: VersaStack Network Design
 - Small Office
 - Large Data Center
 - ACI or NX-OS
- Lab: Exploring UCS Manager GUI
- Lab: Exploring UCS Director Service Requests and Workflows
 - Verify Components are registered
 - Create a basic Workflow
 - Deploy Workflow