

Course Outline

Introducing VersaStack for Cisco & IBM Partner SEs Designing the VersaStack Solution

Course VSDESIGN: 2 days Instructor Led

All Cisco courses are delivered by a Cisco Authorized Platinum Learning Partner

About this course

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. A thorough explanation of the benefits and advantages of using VersaStack with Cisco Nexus 9000 and Cisco MDS Switches will help you understand the Cisco-IBM ecosystem while allowing you to visualize how Cisco UCS and IBM Storwize work together to enhance compute, network, and storage in the data center. 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. Consider NterOne for all of your Cisco Nexus Training and online IT course needs.

Audience profile

- Cisco and IBM Partner Systems Engineers selling turnkey VersaStack solutions
- Channel Partner Systems Engineers selling turnkey VersaStack solutions

At course completion

After completing this course, students will be able to:

- Describe VersaStack Design Options
- Compare VersaStack to other Integrated Infrastructure Solutions
- Describe the Value Proposition and Available Services
- Explain VersaStack working with Cisco Nexus 9000 and MDS Switches
- Understand IBM Storwize working with Cisco UCS
- Describe Managing VersaStack with IBM Storwize and Cisco UCS Director
- Explain the Post-Sales Process

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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

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- 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

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- 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