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Learning Style: Virtual Classroom

Technology: Cisco

Difficulty: Intermediate

Course Duration: 2 Days

Introducing VersaStack for Cisco and IBM Partner SEs Designing the VersaStack Solution (VSDESIGN)



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 QuickStart for all of your Cisco Nexus Training and online IT course needs. Find additional VSDESIGN training course information below.

Course Objective:

Upon completing this course, the learner will be able to meet these overall objectives:

- 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

Audience:

The primary audience for this course is as follows:

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

Prerequisite:

The knowledge and skills that a learner should have before attending this course are as follows:

- 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

Course Outline:

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
 - Compressimator
 - 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