

# VSDESIGN (DESIGNING THE VERSASTACK SOLUTION) 1.0

## Objetivo

Describe the Cisco-IBM VersaStack integrated infrastructure solution architecture including design and deployment guides, deployment options, platform components, validation and high availability. Describe the advantages of the IBM Storwize Storage Solution platform, Storwize management and GUI, different capabilities of Storwize versions, and sizing considerations. Describe the Cisco UCS market, innovations and benefits, hardware components, Cisco UCS Mini, service profiles, unified management options, and Cisco UCS sizing. Describe the Cisco Nexus 9000 hardware platform, Cisco NX-OS, Cisco ACI, and the Cisco MDS family of Fibre Channel switches. Describe the IBM Storwize and Cisco UCS management tools, Cisco UCS Director, and the Cisco ONE Enterprise cloud suite. Identify VersaStack use cases and sales opportunities. Describe the benefits of the VersaStack solution and how it compares favorably to the competition. Select a solution based on IBM Redbooks or Cisco Validated Designs. Describe the VersaStack sales ordering process, financing options, and services available from IBM and Cisco.

## Público Alvo

Channel Partners Customers Employees

## Pré-Requisitos

Before taking the Designing the VersaStack Solution course, learners should be familiar with: 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.

## Carga Horária

16 horas (2 dias).

## Conteúdo Programático

**Lesson 1: Introducing VersaStack**

**Lesson 2: VersaStack for Data Center Overview**

**Lesson 3: Identifying VersaStack Selling Opportunities**

**Lesson 4: Selling VersaStack**

**Lesson 5: Using IBM Redbooks and Cisco Validated Designs**

**Lesson 6: Storage: IBM Storwize Storage System**

**Lesson 7: Compute: Cisco Unified Computing System Platform**

**Lesson 8: Networking: Cisco Nexus and MDS**

**Lesson 9: Managing VersaStack**

**Lesson 10: Sales Ordering Process**

**Lesson 11: VersaStack: IBM and Cisco Services**

**Lesson 12: Competitive Analysis**