

## **VSDESIGN: Designing the VersaStack Solution**

Course Code: VSDESIGN

Duration: 2 days

Instructor-led Training (ILT) | Virtual Instructor-led Training (VILT)

### **OVERVIEW**

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. 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.

### **SKILLS COVERED**

Upon completing this course, you will be able to meet these objectives:

- 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

### **WHO SHOULD ATTEND?**

- Network Engineers
- Security Engineers

### **PRE-REQUISITES**

The knowledge, skills, and attitudes that a learner is expected to 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

### **MODULES**

### Content

- Lesson 1-1: Introducing VersaStack
- Lesson 1-2: VersaStack for Data Center Overview
- Lesson 1-3: Identifying VersaStack Selling Opportunities
- Lesson 1-4: Selling VersaStack
- Lesson 1-5: Using IBM Redbooks and Cisco Validated Designs
- Lesson 1-6: Storage: IBM Storwize Storage System
- Lesson 1-7: Compute: Cisco Unified Computing System Platform
- Lesson 1-8: Networking: Cisco Nexus and MDS
- Lesson 1-9: Managing VersaStack
- Lesson 1-10: Sales Ordering Process
- Lesson 1-11: VersaStack: IBM and Cisco Services
- Lesson 1-12: Competitive Analysis

### Lab Details

- Guided Lab 1: Explore Cisco UCS Director to Manage a VersaStack
- Guided Lab 2: Configure Storage Volumes
- Guided Lab 3: Configure UCS Pools and Create Service Profiles
- Guided Lab 4: Explore Cisco UCS Manager GUI
- Guided Lab 5: Explore Cisco UCS Director Service Requests and Workflows

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