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IBM System Storage Fundamentals - Update Information

Length: 2.0 Days
Ref: SS950G-X
Delivery method: Classroom
Price: EUR

Overview

This class addresses IBM Business Partner and IBM sales people who want to get introduced to the comprehensive IBM storage solution portfolio - sales people with (some) general experience in storage, but limited or out-dated knowledge about the IBM portfolio.

Public

This intermediate course is for IBM Business Partners and IBM personnel selling and supporting storage solutions. For sales people who are entirely new to the storage business, we highly recommend to book the 'Storage Fundamentals - Concepts and Portfolio' training instead. It covers the IBM portfolio as described, but also spends an additional day on basic storage technologies and concepts independent from any vendor or product. Understanding these technologies and concepts is of imminent importance to follow any product and solution-oriented training.

Prerequisites

There are no prerequisites for this course.

Objective

This class addresses IBM Business Partner and IBM sales people who want to get introduced to the comprehensive IBM storage solution portfolio - sales people with (some) general experience in storage, but with either none, limited or out-dated knowledge about the IBM portfolio.

Topics

You will learn about key capabilities, differential advantages and positioning of current IBM storage offerings. You will gain the knowledge needed to discuss storage related business opportunities and to consider the right IBM solution to address customer needs. The skill provided with the Storage Fundamentals training is amongst the prerequisites for attending the 'SSIITG System Storage Information Infrastructure TopGun' class. It is also well-suited to prepare oneself for storage certification.

