IBM System Storage Fundamentals - Concepts and Portfolio
Information

Length:	3.0 Days
Ref:	SS940G
Delivery method:	Classroom
Price:	EUR

Overview

This class addresses IBM Business Partner and IBM sales people new to the storage business and new to the world of IBM System Storage. It covers key storage technologies and concepts and provides on overview of the comprehensive IBM solution portfolio. You will gain the basic knowledge needed to identify and discuss storage related business opportunites 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 'SSSTG System Storage Information Infrastructure TopGun' class. It is also well-suited to prepare oneself for storage certification.

Public

This basic course is for IBMer and BPs new to IBM System Storage.

Prerequisits

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storage solution portfolio - sales people with (some) general experience in storage, but with either none, limited or outdated knowledge about the IBM portfolio.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.