

# NSS-2009-I: SmartStack for SE's

## Overview

SmartStack is an integrated infrastructure solution by Cisco and Nimble Storage that combines Cisco Unified Computing System (UCS) with Nimble Predictive Flash storage arrays to drive down costs, accelerate business, and ensure availability of applications with predictive infrastructure for solutions such as:

- Desktop virtualization (or virtual desktop infrastructure [VDI])
- Server virtualization and private cloud
- Business-critical applications
- Enterprise database

This instructor-led course was developed to help students position, design, and demonstrate SmartStack solutions.

It will cover component and system level positioning of SmartStack as well as sizing, Bill of Material (BOM) development and demonstration techniques.

## Audience

Channel Partner Pre-Sales Engineers or Field Engineers who will be involved in the pre-sales engineering aspects of SmartStack solutions selling at customer locations. This course is intended for those who are familiar with both Nimble Storage and Cisco UCS, but are new to SmartStack solution configurations.

## Delivery Method

Instructor lead (ILT) with live lab demos and student guides for self-paced lab work after course completion.

## Date, Location and registration Link:

**Date:** March 7, 2017

**Time:** 8:30 AM – 5:00 PM

**Location:** Avnet Technology Solutions, 360 Interlocken Blvd. Suite 200 Broomfield, CO 80021

**Registration Link:** [Registration Link for the NSS-2009-I course](#)

**Note:** Please bring a Laptop and if possible a second device such as a tablet for view the soft copy of the Lab Exercises

## Duration

1 day

## Exam

None

## Prerequisites

- Nimble Technical Sales Professional (NTSP) accreditation
- Cisco UCS certification
- NS-1003-E: SmartStack Sales Training

## Course Objectives

By the completion of this course, the learner will be able to:

- Understand how to position the technical differentiation of a SmartStack and its components
- Produce a valid SmartStack BOM based on customer requirements
- Understand the different means of demonstration and conduct a SmartStack demo (infoSight, dCloud)

