Enterprise Computing Solutions - Education Services

TRAINING OFFERING

Sie erreichen uns unter

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CAMSS Accelerator: Introduction to IBM Security

CODE:	LÄNGE:	PREIS:
U4CMS1G	4 Hours	Free

Description

Recommended duration: 0.5 Days **Skill level:** Basic
This course is developed and owned by an IBM Authorized Global Training Provider: Arrow ECS
Derivative Works Courses are developed by an IBM authorized Global Training Provider. The content of the course is based on IBM products and services. It offers skills or services that IBM does not offer in the course catalog today and are intended to compliment our existing portfolio. The course is developed by the Training Provider. IBM solely provides a market place to advertise the courses on our external websites, ibm.com/training and lists the Global Training Provider who owns the content.
The CAMSS Accelerator sessions provide a new path for Arrow sales teams and business partners into understanding the IBM growth strategy and become confident with the core components: Cloud Computing, Big Data Analytics and Security.
During these half day learning sessions, each one dedicated to a topic, the following questions will be discussed:

- What is Cloud, Big Data Analytics, Security, what is the IBM point of view, how does it fit into the overall strategy?

- What are the key challenges for customers, what is the market opportunity, what is the IBM offering / solutions?

- How to start a conversation, what questions should I ask my customer?

- What is a typical scenario, case study, customer reference?

The CAMSS Accelerator sessions will equip you with the initial basis for further learning, and ultimately, provide you with the fundamentals to be successful in these 3 areas.

Lernziel

Please refer to the Course Overview for description information.

Zielgruppe

This basic course is for Sales and presales, and IBM Business Partners.

Voraussetzungen

There are no prerequisites for this course.

Inhalt

Please refer to the Course Overview for description information.

Kurstermine

Auf Anfrage. Bitte kontaktieren Sie uns

Zusätzliche Information

Diese Schulung ist auch als Vor-Ort-Schulung verfügbar. Bitte kontaktieren Sie uns, um mehr zu erfahren.