



Enterprise Computing Solutions - Education Services

TRAINING OFFERING

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CAMSS Accelerator: Introduction to IBM Security

CODE: **LENGTH:** **PRICE:**

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

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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.

Objectives

Please refer to the Course Overview for description information.

Audience

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

Prerequisites

There are no prerequisites for this course.

Programme

Please refer to the Course Overview for description information.

Session Dates

Date	Location	Time Zone	Language	Type	Guaranteed	PRICE
20 Apr 2024			English	Self Paced Training		Free

További információ

Ez a képzés helyszíni képzésként is elérhető. Kérjük, forduljon hozzánk további információkért.