



HyperFlex Authorization

Scott Milosek

Enabling Partners to Build a Hyperconverged Infrastructure Practice and Take Advantage of a Growing Market

May 8, 2019

GPO Data Center and Virtualization TSA

Announcing the HyperFlex Authorization Enabling Partners to Deliver Hyperconverged Infrastructure

Rewarding Cisco partners that...



Achieve competency with Cisco HyperFlex solutions



Invest in their practice to drive HyperFlex sales



Earn high customer satisfaction in deployment / operation of HyperFlex solutions

HX Partner Authorization Requirement:

Authorization Active

Partner Eligibility: Open invitation to all Cisco partners(1T/2T)

Requirement:

- 2 SE must pass DCIHX Exam, SE training optional (ILT, virtual or e-learning* as available from Learning@Cisco or CLP)

Recommendation:

- Participate in AM Training/Continuous Training - EMEAR HX SPRINT Training/APJ HX BlackBelt Training/ APO SPRINT HX Trainings
- Complete Express Specialization - DC Track, or Advanced Data Center Specialization to achieve and hold Select Certification

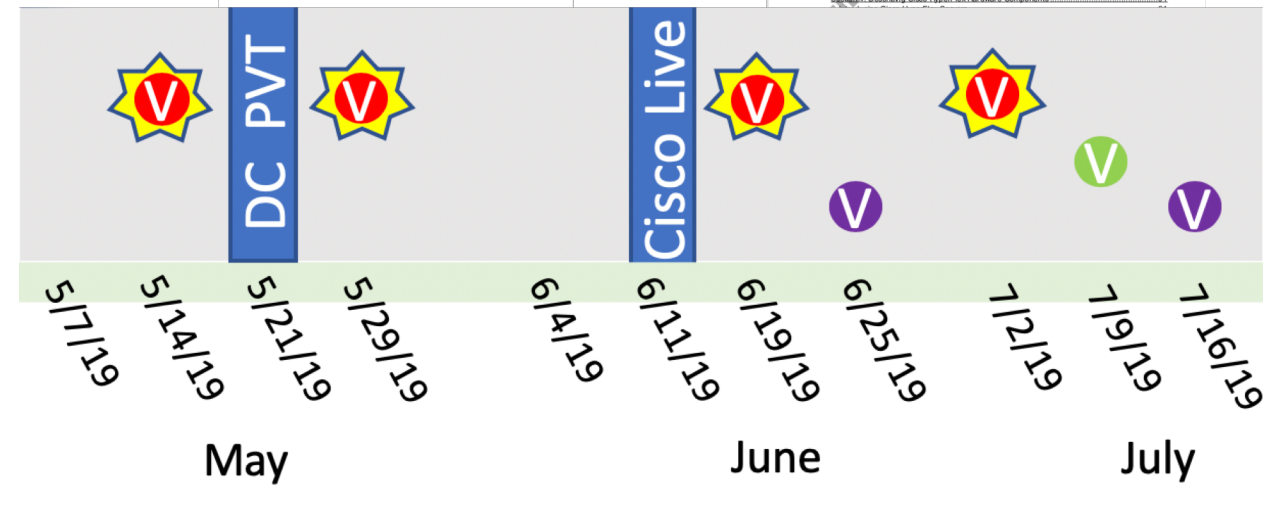
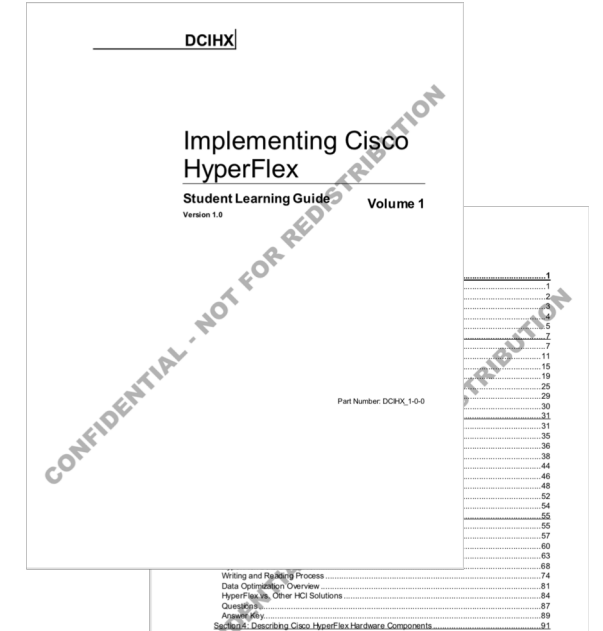
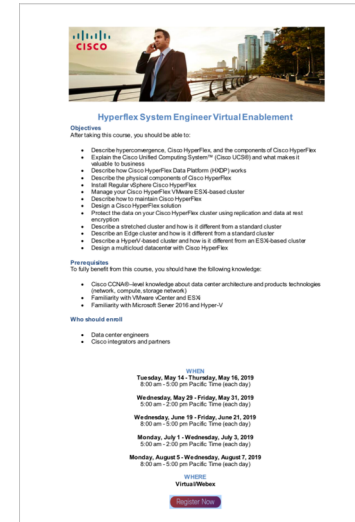
Post Authorization Reward

- Priority to attend Cisco Sponsored FE training (ILT) from Learning@Cisco




AMER HXAP SE Enablement


- Four **Free** Webex Deliveries
- Registration Site
<https://cisco.cvent.com/d/86qv9f/>
- 3 Days of content
- Self-paced labs available on dCloud
- Any Cisco Channel Partner can register
- Pearson Vue Online Test
 - Exam 700-905
 - Cost \$ 80
 - Questions derived from content not labs
 - 2 SEs required to pass exam



Recommended System Engineer Training

Worldwide [change] Account | Log Out My Cisco

[Products & Services](#) [Support](#) [How to Buy](#) [Training & Events](#) [Partners](#)



[Cisco Learning Locator](#) > [Search Result](#) > [Course Details](#) Help ?

Course Details

Use * for wildcards - e.g. ccna*,*switch

Implementing Cisco HyperFlex (DCIHX) v1.0

Prerequisites

To fully benefit from this course, you should have the following knowledge:

- Cisco CCNA®-level knowledge about data center architecture and products technologies (network, compute, storage network)
- Familiarity with VMware vCenter and ESXi
- Familiarity with Microsoft Server 2016 and Hyper-V

Recommended Cisco learning offerings that may help you meet these prerequisites:

- Cisco Introducing Cisco Data Center Networking (DCICN) 6.x
- Cisco Introducing Cisco Data Center Networking Technologies (DCICT) 6.x
- Cisco Implementing Cisco Data Center Unified Computing (DCUCI) 6.x

Course Content

The Implementing Cisco HyperFlex (DCIHX) v1.0 course shows you how to deploy and use the Cisco® HyperFlex™ data platform to support multicloud workloads. You will become familiar with HyperFlex components and learn how to install, design, and manage HyperFlex to support highly scalable and resilient multicloud implementations. You will also gain hands-on experience focused on installation, management, and native replication.

Course Outline

[More](#)

Career Certifications

Technology

Data Center

Delivery

Classroom

Duration

3 Days

<https://learninglocator.cloudapps.cisco.com/courseDetails.do?actionType=executeCourseDetail&courseID=8677>

Program Summary



Enablement/Training Requirement
Sales/SE Role required
Training content: L@C, Role Exam: Pearson Vue Online



Pre-Sales Customer Demo
Demo Lab, dCLOUD



Incentives

HyperFlex Authorization Partner Accelerator

- ✓ Increased Front End Partner Discount
- ✓ Simplified Deal Registration



Partner Program Management
Existing Partner Program Framework



Cisco HyperFlex Authorization Program Resources

- Cisco HyperFlex Authorization Program Announcement
 - https://www.cisco.com/c/dam/en_us/partners/partner_with_cisco/channel_partner_program/authorizations/hx-authorization-announcement.pdf
- Cisco Channels Systems Engineer Training Registration Site¹
 - <https://cisco.cvent.com/d/86qv9f/>
- Learning at Cisco HyperFlex System Engineer Training²
 - <https://learninglocator.cloudapps.cisco.com/courseDetails.do?actionType=executeCourseDetail&courseID=8677>
- Pearson Vue Online Exam
 - <https://www.cisco.com/c/en/us/training-events/training-certifications/exams.html>

1 Free training registration site

2 Learning at Cisco registration site cost \$ 3,500



Thank you