8-10 JUILLET 2014 IBM BOIS-COLOMBES

# TECH ACADEMY

8-10 JUILLET 2014 IBM BOIS-COLOMBES

IBM

TECH ACADEMY

# Accélérateurs de vente
# A l'usage des Business Partners

## IBM Cloud & Smarter Infrastructure

André Deville ad@fr.ibm.com C&SI Technical Sales Manager

# Agenda

- Rappel sur les accélérateurs techniques
- Synthèse des sites de démo
  - ServiceEngage – Portail des offres SaaS
  - C&SI Demo
  - OpenTEC
- Enablement Technique (Business Partner Technical Enablement Portal)
- RedBook

# Le cycle de vente et ses « accélérateurs »

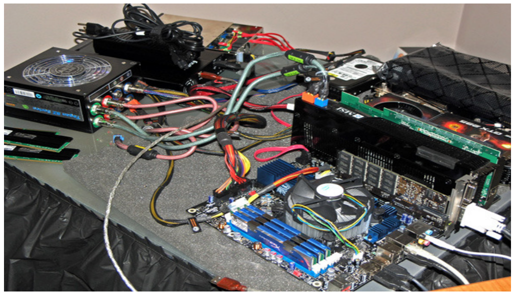
- Objectif : **Accélérer le cycle de vente d'une opportunité**
- Modes : démo standard ou personnalisée, workshop pour travailler la maturité du client sur ses besoins,  poc, ..

Découverte
Qualification
Crédibilité

POC

Ateliers
(Discovery Workshop)

Evaluation produit



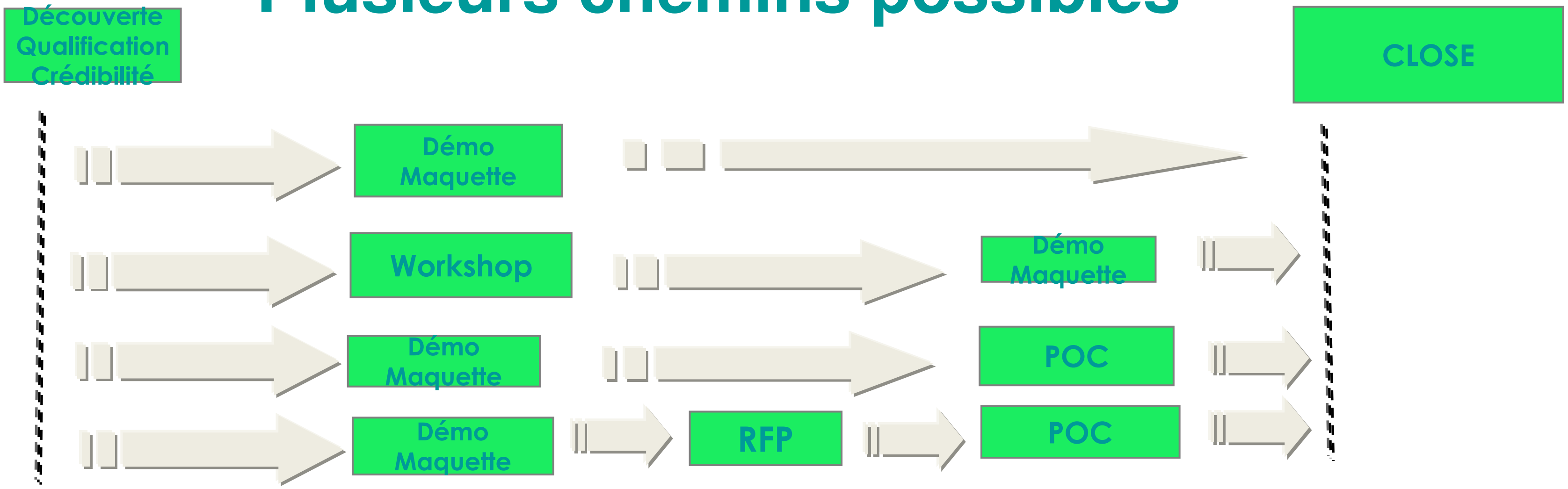
Maquette
(Démo personnalisée)

POT

Demo

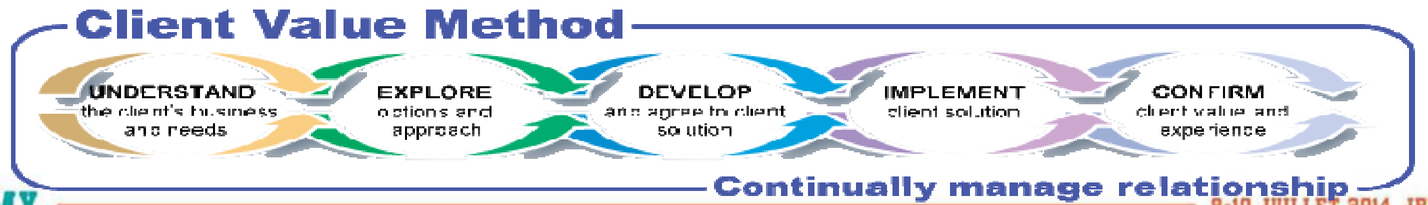
BVA
(Business Value Assessment)

# Plusieurs chemins possibles

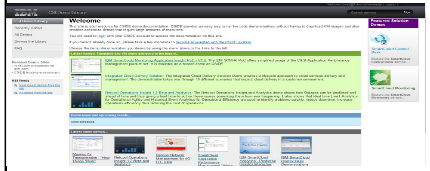
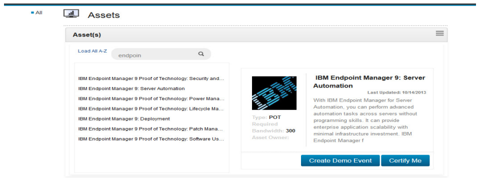

Découverte
Qualification
Crédibilité
CLOSE
Démo
Maquette
Workshop
Démo
Maquette
Démo
Maquette
POC
Démo
Maquette
RFP
POC

**Mais certains ne sont pas sont efficaces.**

**Les accélérateurs doivent bien être alignés avec un cycle de vente :**


Client Value Method
UNDERSTAND
the client's business
and needs
EXPLORE
options and
approach
DEVELOP
and agree to client
solution
IMPLEMENT
client solution
CONFIRM
client value and
experience
Continually manage relationship

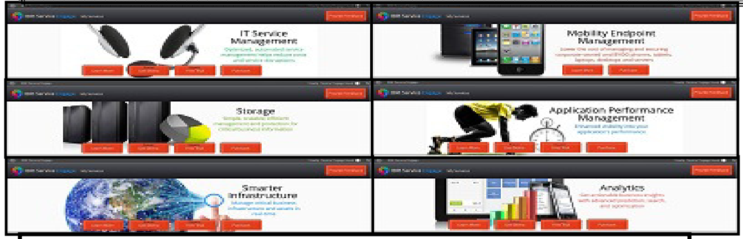
# Synthèse sur les sites de démos

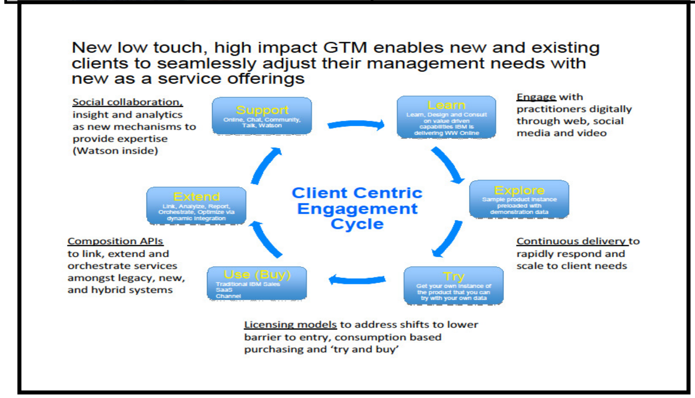
| | CSIDE | Open TEC | Service Engage |
|---|---|---|---|
| Url | www.tivolidemos.com   IBM<br>Welcome | https://opentec.uk.ibm.com<br>or https://vpn.edu.ihost.com (France)   Assets<br>Asset(s)<br>IBM Endpoint Manager 9: Server Automation<br>Create Demo Event<br>Certify Me | www.serviceengage.com IBM Service Engage<br>Workload Automation<br>Dynamically manage mission-critical composite application and system workloads<br>Learn More<br>Live Demo<br>Free Trial<br>Purchase |
| VPN required | No | Yes | No |
| Account needed | Yes | Yes | No (30 days trial) |
| How to get access | **Accredited Partners**<br>**cside@us.ibm.com** | Ask to your **local contact** to : put a demo/pot on OpenTec + getting an account | Nothing to do |
| List of available demos/Pots | Yes | Yes. If POT not available, ability to put a demo from CSIDE to Open TEC available | SaaS Offerings only (scapm,workload automation, insight inventory,sccd). Maas360 available on ww.maas360.com) |
| Ability to save a customized configuration | Yes | Yes | No |

# C&SI is enabling new routes to market that make it easier and faster to experience and acquire our on-premise and SaaS solutions

**IBM Service Engage**

**Learn • Explore • Try • Use (Buy) • Extend • Support**


IT Service Management
Mobility Endpoint Management
Storage
Application Performance Management
Smarter Infrastructure
Analytics



New low touch, high impact GTM enables new and existing clients to seamlessly adjust their management needs with new as a service offerings

Client Centric Engagement Cycle
Support
Online, Chat, Community, Talk, Watson
Learn
Learn, Design and Consult on value driven capabilities IBM is delivering WW Online
Explore
Sample product instance preloaded with demonstration data
Try
Get your own instance of the product that you can try with your own data
Use (Buy)
Traditional IBM Sales
SaaS
Channel
Extend
Link, Analyze, Report, Orchestrate, Optimize via dynamic integration

Social collaboration, insight and analytics as new mechanisms to provide expertise (Watson inside)

Engage with practitioners digitally through web, social media and video

Continuous delivery to rapidly respond and scale to client needs

Composition APIs to link, extend and orchestrate services amongst legacy, new, and hybrid systems

Licensing models to address shifts to lower barrier to entry, consumption based purchasing and 'try and buy'

***New way*** for engaging clients and partner via live tutorialed demos available 24x7

***New way*** to POC your clients … start a POC in 30 minutes, anytime, anywhere your client wants

***New way*** to extend what your clients are already buying at lower total cost via Software as a Service

***New way*** to accelerate the close

# Les offres actuelles en mode SaaS : https://www.ibmserviceengage.com

## For your IT

Application Performance Management

Enhanced visibility into your application's performance
Learn More
Explore Live Demo
Request Free Trial
Purchase

IT Service Management

Optimized, automated service management helps reduce costs and service disruptions
Learn More
Explore Live Demo
Request Free Trial
Purchase

Workload Automation

Dynamically manage mission-critical composite application and system workloads
IX
III
Learn More
Explore Live Demo
Request Free Trial
Purchase

Find root cause of application problems 90% faster

Improve cost functional processes, requests, and maintenance planning by 40%

Reduce labor costs by 90%

## For your business Assets

Internet of Things

MAXIMO ASSET MANAGEMENT

Optimize asset performance in an increasingly complex world
beta
Learn More
Explore Live Demo
Request Free Trial
Purchase

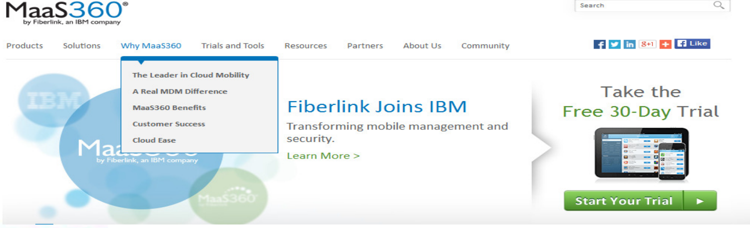
Inventory Insights

Anticipate demand, eliminate excess and reduce cost
Learn More
Explore Live Demo
Request Free Trial
Purchase

Industry leaders are 92% more likely to use asset management analytics

Reduces excess inventory and ensures parts availability for mission-critical assets by harnessing the inventory management capabilities of Maximo Asset Management and the analytical power of IBM SPSS.

## For your mobile devices


Fiberlink Joins IBM

Transforming mobile management and security.

Take the Free 30-Day Trial
MaaS360
by Fiberlink, an IBM company
Search
Products
Solutions
Why MaaS360
Trials and Tools
Resources
Partners
About Us
Community
Like
The Leader in Cloud Mobility
A Real MDM Difference
MaaS360 Benefits
Customer Success
Cloud Ease
Learn More >
Start Your Trial

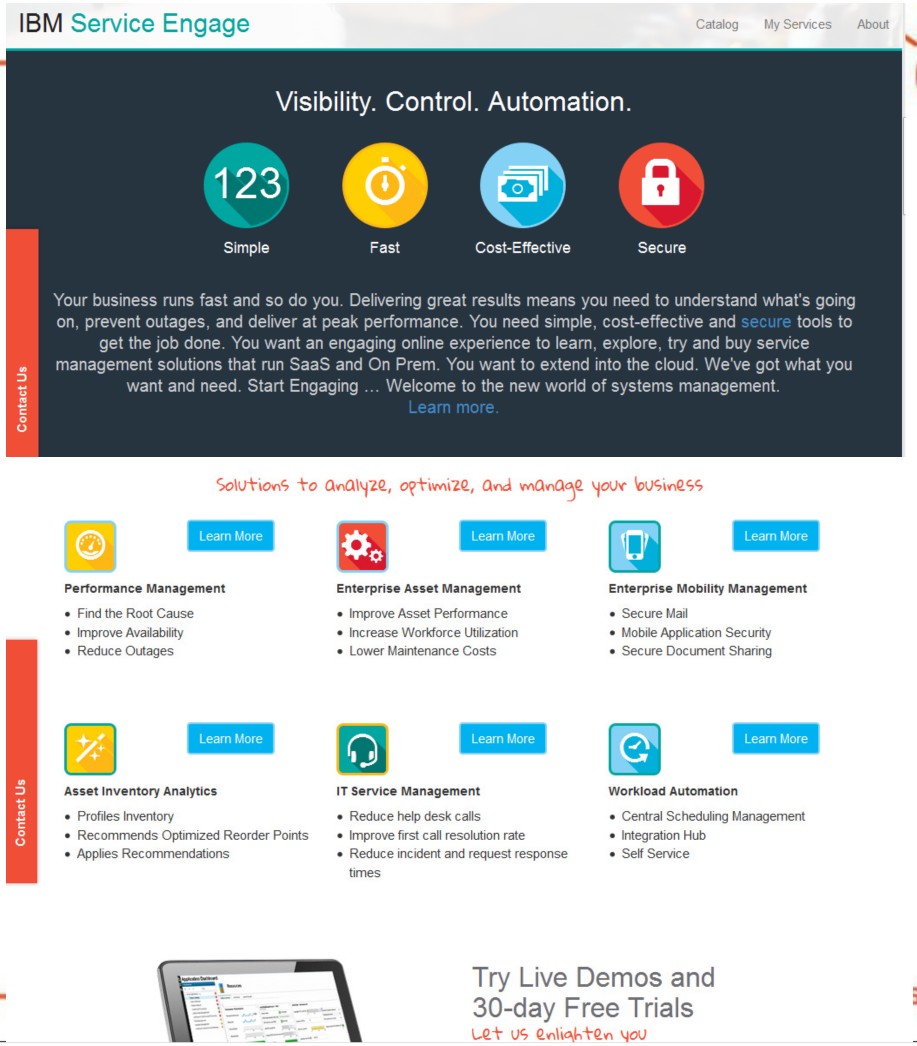
Mobile Device Management Leader

# IBM Service Engage

Nouveau site en béta :

[https://my.ibmserviceengage.com/](https://my.ibmserviceengage.com/)

Testez le !



Visibility. Control. Automation.

- 123 Simple
- Fast
- Cost-Effective
- Secure

Your business runs fast and so do you. Delivering great results means you need to understand what's going on, prevent outages, and deliver at peak performance. You need simple, cost-effective and secure tools to get the job done. You want an engaging online experience to learn, explore, try and buy service management solutions that run SaaS and On Prem. You want to extend into the cloud. We've got what you want and need. Start Engaging ... Welcome to the new world of systems management. Learn more.

Solutions to analyze, optimize, and manage your business

**Performance Management**
- Find the Root Cause
- Improve Availability
- Reduce Outages

**Enterprise Asset Management**
- Improve Asset Performance
- Increase Workforce Utilization
- Lower Maintenance Costs

**Enterprise Mobility Management**
- Secure Mail
- Mobile Application Security
- Secure Document Sharing

**Asset Inventory Analytics**
- Profiles Inventory
- Recommends Optimized Reorder Points
- Applies Recommendations

**IT Service Management**
- Reduce help desk calls
- Improve first call resolution rate
- Reduce incident and request response times

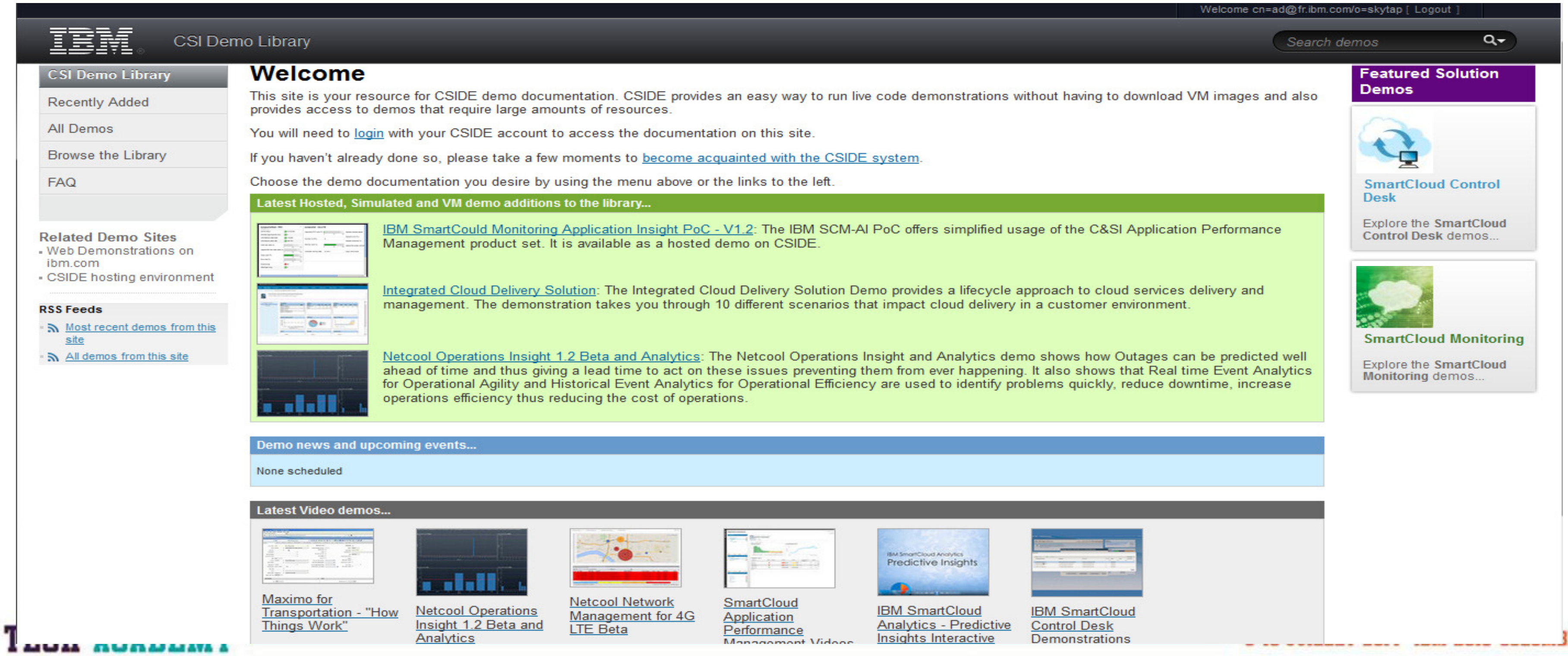
**Workload Automation**
- Central Scheduling Management
- Integration Hub
- Self Service

Try Live Demos and
30-day Free Trials
Let us enlighten you

TECH ACADEMY

# Accès à des environnement de démo en ligne :  CSI Demo

- Un choix de démo ou POTs documentés , à télécharger ou à exécuter sur un environnement distant : www.tivolidemos.com



**Related Demo Sites**
- Web Demonstrations on ibm.com
- CSIDE hosting environment

**RSS Feeds**
- Most recent demos from this site
- All demos from this site

## Welcome

This site is your resource for CSIDE demo documentation. CSIDE provides an easy way to run live code demonstrations without having to download VM images and also provides access to demos that require large amounts of resources.

You will need to login with your CSIDE account to access the documentation on this site.

If you haven't already done so, please take a few moments to become acquainted with the CSIDE system.

Choose the demo documentation you desire by using the menu above or the links to the left.

**Latest Hosted, Simulated and VM demo additions to the library...**

IBM SmartCould Monitoring Application Insight PoC - V1.2: The IBM SCM-AI PoC offers simplified usage of the C&SI Application Performance Management product set. It is available as a hosted demo on CSIDE.

Integrated Cloud Delivery Solution: The Integrated Cloud Delivery Solution Demo provides a lifecycle approach to cloud services delivery and management. The demonstration takes you through 10 different scenarios that impact cloud delivery in a customer environment.

Netcool Operations Insight 1.2 Beta and Analytics: The Netcool Operations Insight and Analytics demo shows how Outages can be predicted well ahead of time and thus giving a lead time to act on these issues preventing them from ever happening. It also shows that Real time Event Analytics for Operational Agility and Historical Event Analytics for Operational Efficiency are used to identify problems quickly, reduce downtime, increase operations efficiency thus reducing the cost of operations.

**Demo news and upcoming events...**

None scheduled

**Latest Video demos...**

- Maximo for Transportation - "How Things Work"
- Netcool Operations Insight 1.2 Beta and Analytics
- Netcool Network Management for 4G LTE Beta
- SmartCloud Application Performance Management Videos
- IBM SmartCloud Analytics - Predictive Insights Interactive
- IBM SmartCloud Control Desk Demonstrations

**Featured Solution Demos**

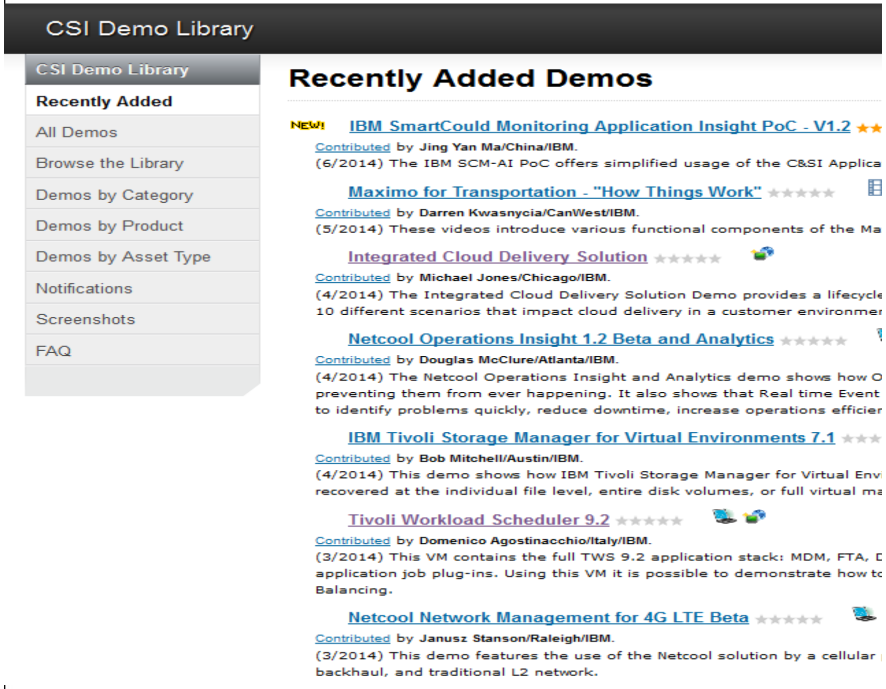
**SmartCloud Control Desk**

Explore the SmartCloud Control Desk demos...

**SmartCloud Monitoring**

Explore the SmartCloud Monitoring demos...

# Exemple de démo



CSI Demo Library

## Recently Added Demos

NEW! **IBM SmartCould Monitoring Application Insight PoC - V1.2**
Contributed by **Jing Yan Ma/China/IBM.**
(6/2014) The IBM SCM-AI PoC offers simplified usage of the C&SI Applica

**Maximo for Transportation - "How Things Work"**
Contributed by **Darren Kwasnycia/CanWest/IBM.**
(5/2014) These videos introduce various functional components of the Ma

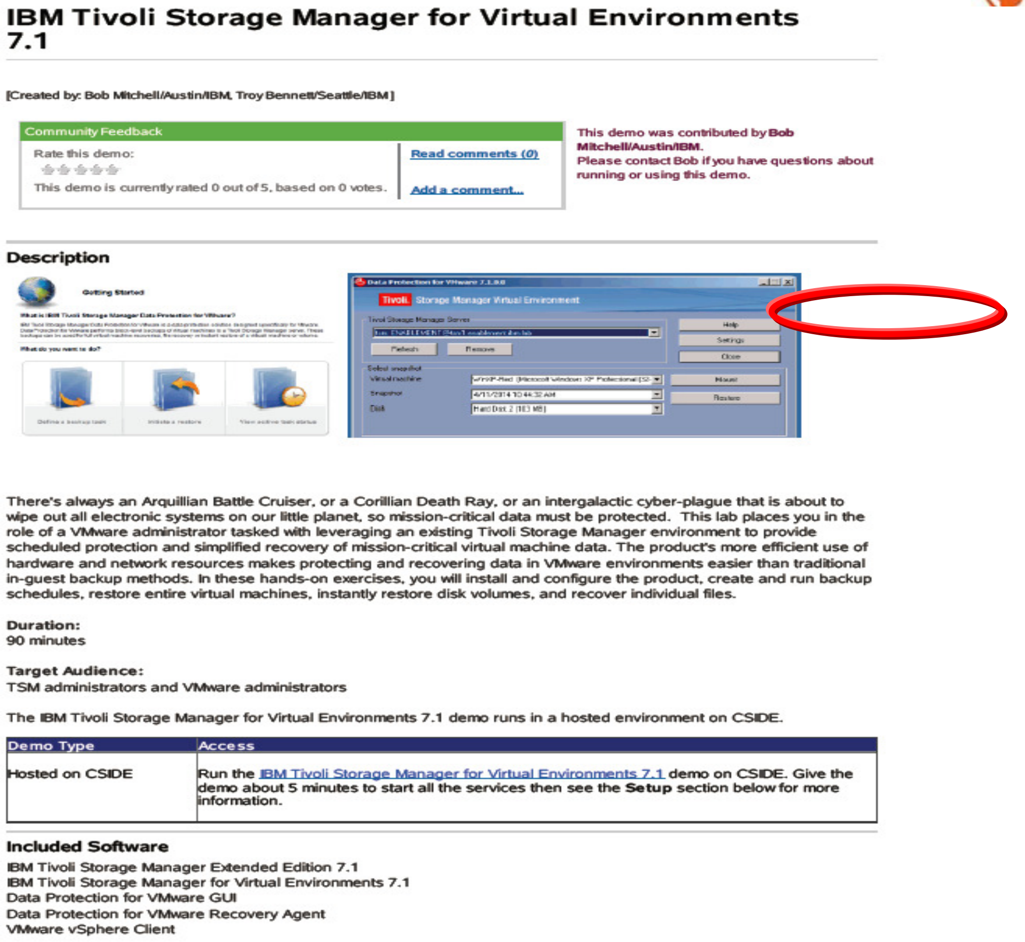
**Integrated Cloud Delivery Solution**
Contributed by **Michael Jones/Chicago/IBM.**
(4/2014) The Integrated Cloud Delivery Solution Demo provides a lifecycle
10 different scenarios that impact cloud delivery in a customer environmer

**Netcool Operations Insight 1.2 Beta and Analytics**
Contributed by **Douglas McClure/Atlanta/IBM.**
(4/2014) The Netcool Operations Insight and Analytics demo shows how O
preventing them from ever happening. It also shows that Real time Event
to identify problems quickly, reduce downtime, increase operations efficier

**IBM Tivoli Storage Manager for Virtual Environments 7.1**
Contributed by **Bob Mitchell/Austin/IBM.**
(4/2014) This demo shows how IBM Tivoli Storage Manager for Virtual Envi
recovered at the individual file level, entire disk volumes, or full virtual ma

**Tivoli Workload Scheduler 9.2**
Contributed by **Domenico Agostinacchio/Italy/IBM.**
(3/2014) This VM contains the full TWS 9.2 application stack: MDM, FTA, D
application job plug-ins. Using this VM it is possible to demonstrate how to
Balancing.

**Netcool Network Management for 4G LTE Beta**
Contributed by **Janusz Stanson/Raleigh/IBM.**
(3/2014) This demo features the use of the Netcool solution by a cellular
backhaul, and traditional L2 network.



## IBM Tivoli Storage Manager for Virtual Environments 7.1

[Created by: Bob Mitchell/Austin/IBM, Troy Bennett/Seattle/IBM]

**Community Feedback**
Rate this demo: ☆☆☆☆☆
This demo is currently rated 0 out of 5, based on 0 votes.
Read comments (0)
Add a comment...

This demo was contributed by **Bob Mitchell/Austin/IBM.**
Please contact Bob if you have questions about running or using this demo.

### Description

Getting Started
Data Protection for VMware 7.1.0.0
Tivoli. Storage Manager Virtual Environment
Help
Settings
Close
Refresh
Remove
Mount
Restore

There's always an Arquillian Battle Cruiser, or a Corillian Death Ray, or an intergalactic cyber-plague that is about to wipe out all electronic systems on our little planet, so mission-critical data must be protected. This lab places you in the role of a VMware administrator tasked with leveraging an existing Tivoli Storage Manager environment to provide scheduled protection and simplified recovery of mission-critical virtual machine data. The product's more efficient use of hardware and network resources makes protecting and recovering data in VMware environments easier than traditional in-guest backup methods. In these hands-on exercises, you will install and configure the product, create and run backup schedules, restore entire virtual machines, instantly restore disk volumes, and recover individual files.

**Duration:**
90 minutes

**Target Audience:**
TSM administrators and VMware administrators

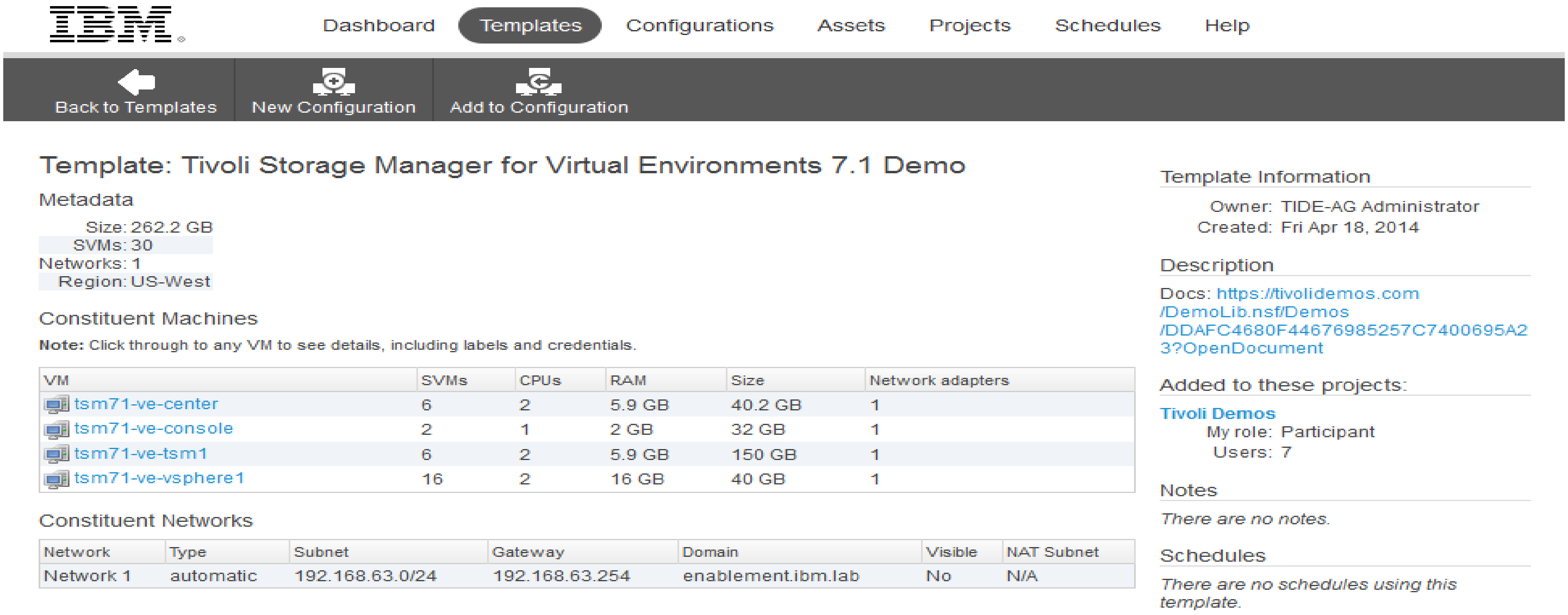
The IBM Tivoli Storage Manager for Virtual Environments 7.1 demo runs in a hosted environment on CSIDE.

| Demo Type | Access |
|---|---|
| Hosted on CSIDE | Run the IBM Tivoli Storage Manager for Virtual Environments 7.1 demo on CSIDE. Give the demo about 5 minutes to start all the services then see the **Setup** section below for more information. |

### Included Software

IBM Tivoli Storage Manager Extended Edition 7.1
IBM Tivoli Storage Manager for Virtual Environments 7.1
Data Protection for VMware GUI
Data Protection for VMware Recovery Agent
VMware vSphere Client

# Détail sur une démo avec plusieurs images



IBM
Dashboard
Templates
Configurations
Assets
Projects
Schedules
Help
Back to Templates
New Configuration
Add to Configuration

## Template: Tivoli Storage Manager for Virtual Environments 7.1 Demo

### Metadata

Size: 262.2 GB
SVMs: 30
Networks: 1
Region: US-West

### Constituent Machines

**Note:** Click through to any VM to see details, including labels and credentials.

| VM | SVMs | CPUs | RAM | Size | Network adapters |
|---|---|---|---|---|---|
| tsm71-ve-center | 6 | 2 | 5.9 GB | 40.2 GB | 1 |
| tsm71-ve-console | 2 | 1 | 2 GB | 32 GB | 1 |
| tsm71-ve-tsm1 | 6 | 2 | 5.9 GB | 150 GB | 1 |
| tsm71-ve-vsphere1 | 16 | 2 | 16 GB | 40 GB | 1 |

### Constituent Networks

| Network | Type | Subnet | Gateway | Domain | Visible | NAT Subnet |
|---|---|---|---|---|---|---|
| Network 1 | automatic | 192.168.63.0/24 | 192.168.63.254 | enablement.ibm.lab | No | N/A |

### Template Information

Owner: TIDE-AG Administrator
Created: Fri Apr 18, 2014

### Description

Docs: https://tivolidemos.com/DemoLib.nsf/Demos/DDAFC4680F44676985257C7400695A23?OpenDocument

### Added to these projects:

**Tivoli Demos**
My role: Participant
Users: 7

### Notes

*There are no notes.*

### Schedules

*There are no schedules using this template.*

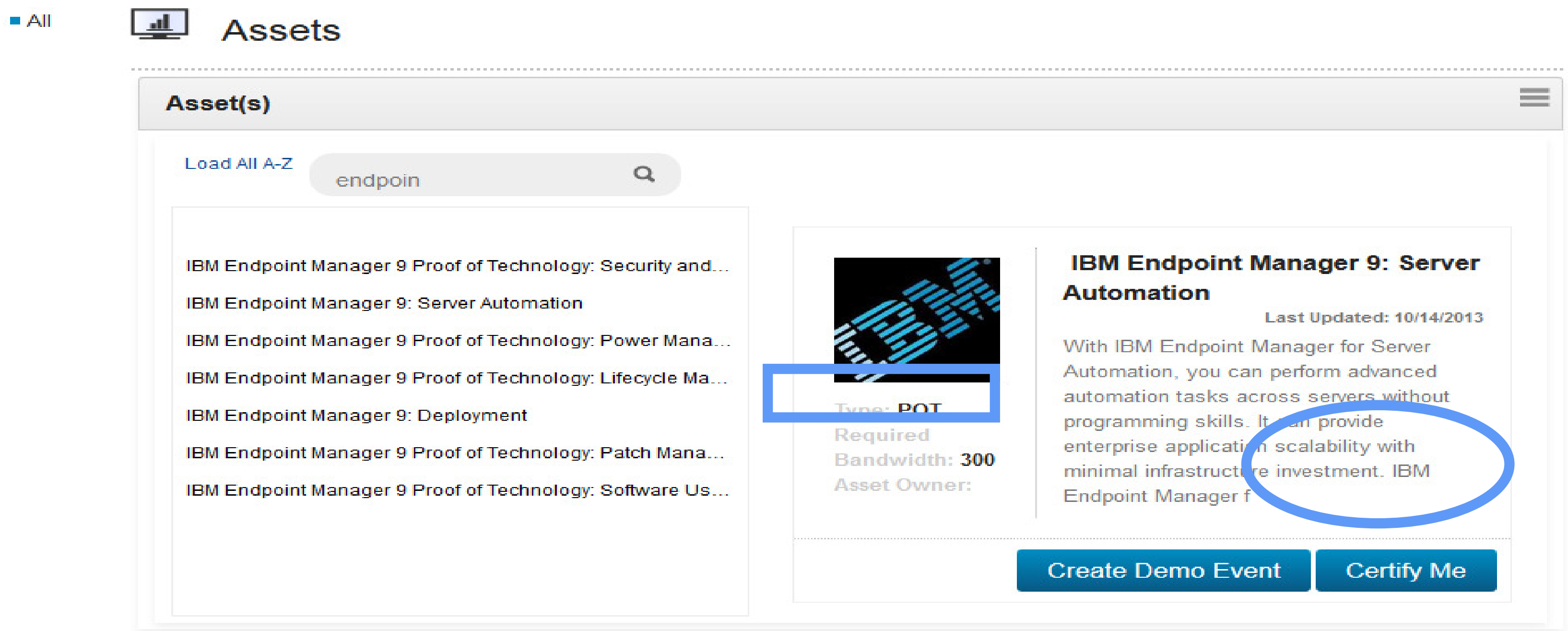
# Open TEC - France

- Objectif : mettre des images VmWare à disposition des BPs pour mener des démonstrations et des PoTs
  - Sans perdre de temps pour chacun à créer sa propre installation
  - Conditions : exclusivement pour démonstration
    - Avec durée de vie limitée sans engagement de récupérer les données
- Procédure d'accès

1. Définir une démo existante pour un client/oppy existante
2. Contactez Henri-François
3. Vous recevrez certifcats et lien pour accès vpn

# OpenTEC Europe– Certification

## Une site europe avec une liste de POTs , evénements à planifier



IBM Endpoint Manager 9 Proof of Technology: Security and...
IBM Endpoint Manager 9: Server Automation
IBM Endpoint Manager 9 Proof of Technology: Power Mana...
IBM Endpoint Manager 9 Proof of Technology: Lifecycle Ma...
IBM Endpoint Manager 9: Deployment
IBM Endpoint Manager 9 Proof of Technology: Patch Mana...
IBM Endpoint Manager 9 Proof of Technology: Software Us...

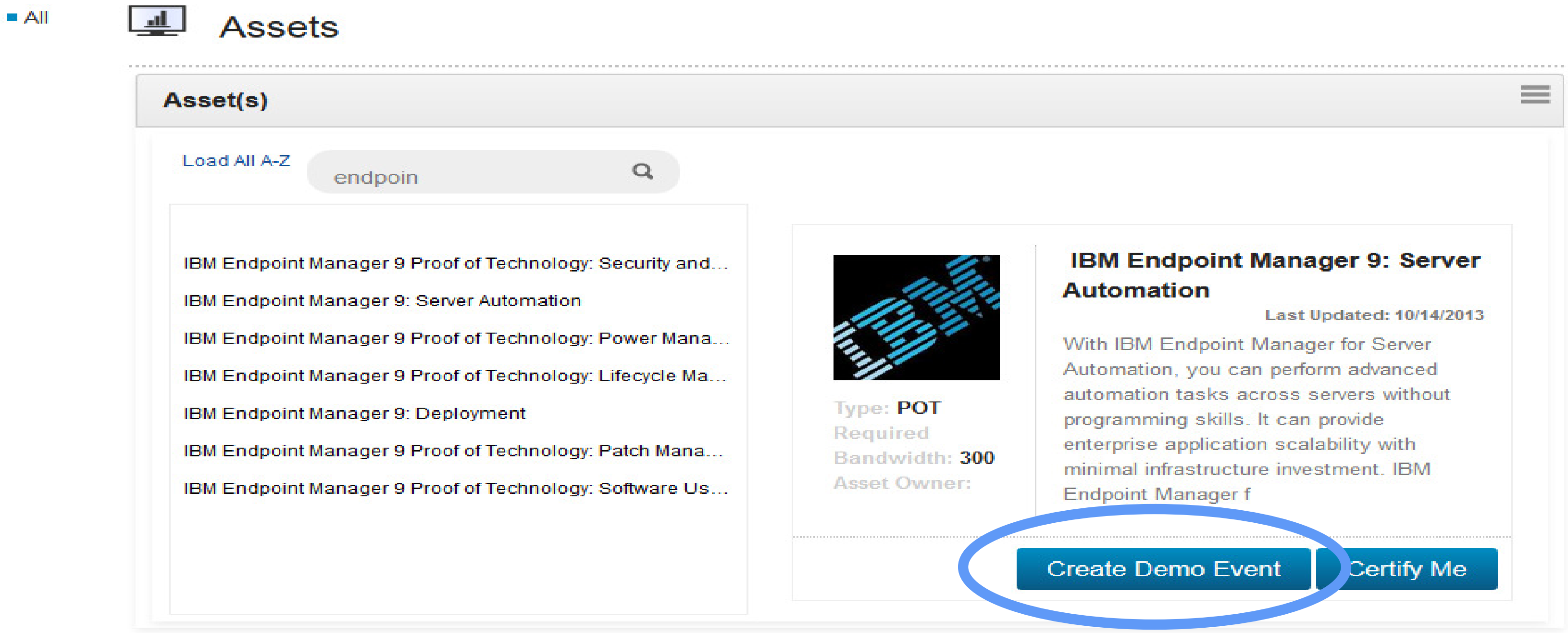
**IBM Endpoint Manager 9: Server Automation**

Last Updated: 10/14/2013

Type: POT
Required Bandwidth: 300
Asset Owner:

With IBM Endpoint Manager for Server Automation, you can perform advanced automation tasks across servers without programming skills. It can provide enterprise application scalability with minimal infrastructure investment. IBM Endpoint Manager f

# OpenTEC Europe– Demonstration Event



- All

## Assets

**Asset(s)**

Load All A-Z

endpoin

IBM Endpoint Manager 9 Proof of Technology: Security and...
IBM Endpoint Manager 9: Server Automation
IBM Endpoint Manager 9 Proof of Technology: Power Mana...
IBM Endpoint Manager 9 Proof of Technology: Lifecycle Ma...
IBM Endpoint Manager 9: Deployment
IBM Endpoint Manager 9 Proof of Technology: Patch Mana...
IBM Endpoint Manager 9 Proof of Technology: Software Us...

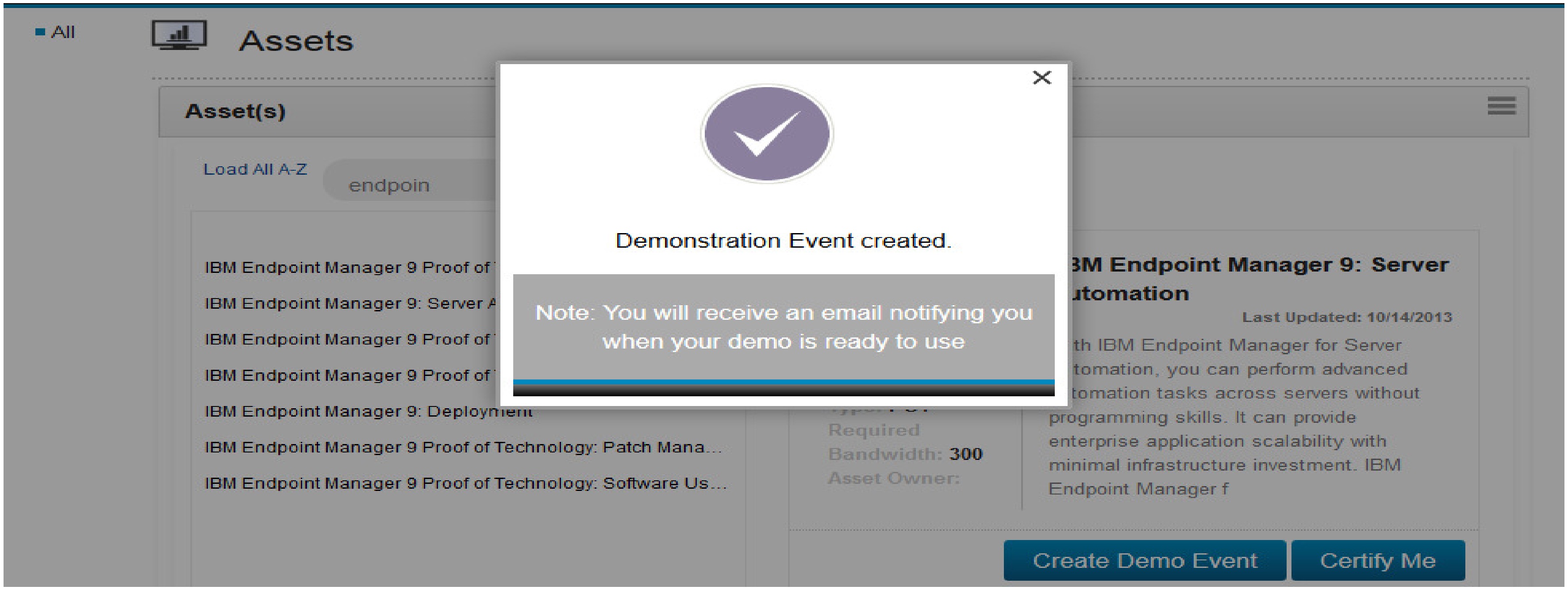
**IBM Endpoint Manager 9: Server Automation**

**Last Updated: 10/14/2013**

With IBM Endpoint Manager for Server Automation, you can perform advanced automation tasks across servers without programming skills. It can provide enterprise application scalability with minimal infrastructure investment. IBM Endpoint Manager f

Type: **POT**
Required Bandwidth: **300**
Asset Owner:

# OpenTEC – Demonstration Event



Demonstration Event created.

Note: You will receive an email notifying you when your demo is ready to use

IBM Endpoint Manager 9 Proof of
IBM Endpoint Manager 9: Server A
IBM Endpoint Manager 9 Proof of
IBM Endpoint Manager 9 Proof of
IBM Endpoint Manager 9: Deployment
IBM Endpoint Manager 9 Proof of Technology: Patch Mana...
IBM Endpoint Manager 9 Proof of Technology: Software Us...

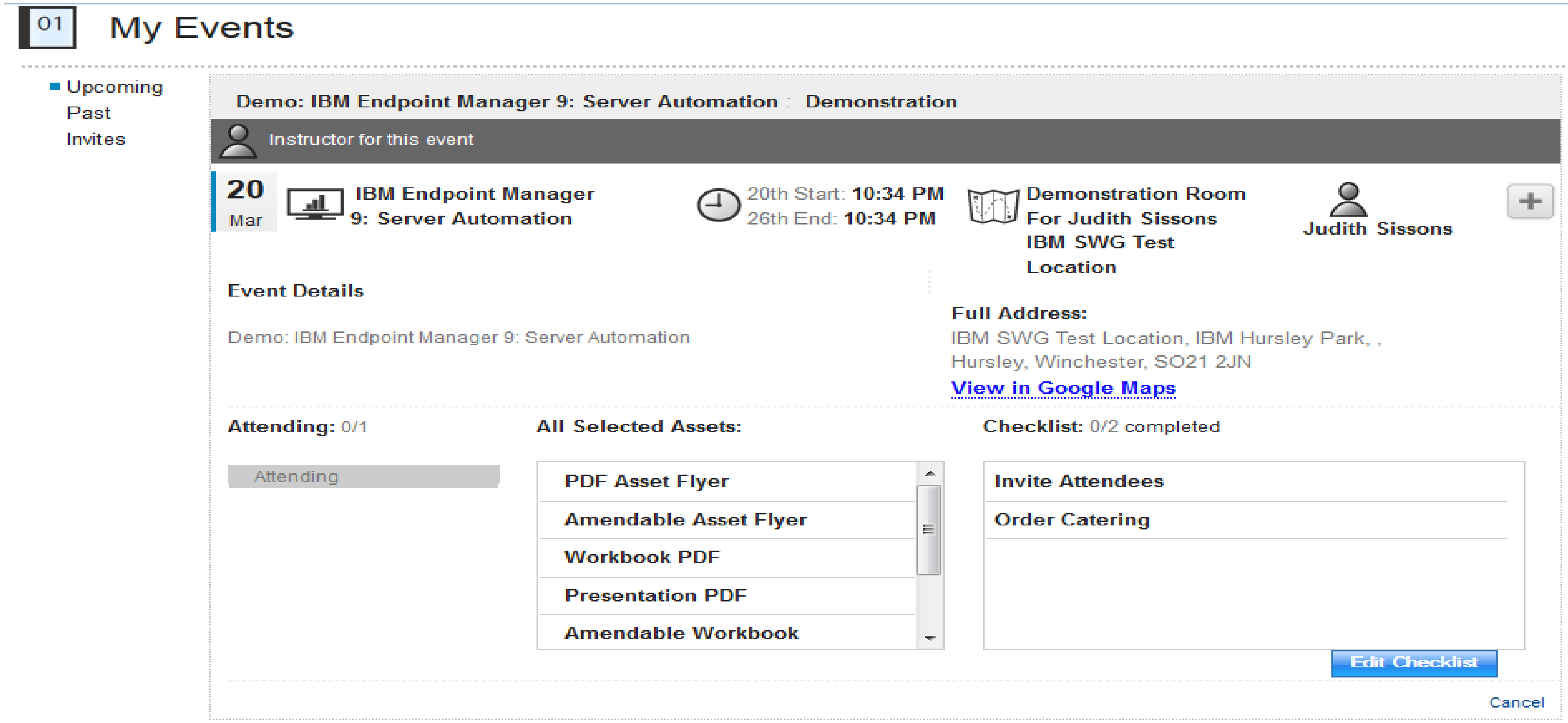
**BM Endpoint Manager 9: Server utomation**

**Last Updated: 10/14/2013**

Required Bandwidth: 300
Asset Owner:

th IBM Endpoint Manager for Server tomation, you can perform advanced tomation tasks across servers without programming skills. It can provide enterprise application scalability with minimal infrastructure investment. IBM Endpoint Manager f

# OpenTEC – Demonstration Event



01 My Events

- Upcoming
- Past
- Invites

**Demo: IBM Endpoint Manager 9: Server Automation : Demonstration**

Instructor for this event

20 Mar **IBM Endpoint Manager 9: Server Automation**

20th Start: **10:34 PM**
26th End: **10:34 PM**

**Demonstration Room For Judith Sissons IBM SWG Test Location**

**Judith Sissons**

**Event Details**

Demo: IBM Endpoint Manager 9: Server Automation

**Full Address:**
IBM SWG Test Location, IBM Hursley Park, ,
Hursley, Winchester, SO21 2JN
View in Google Maps

**Attending:** 0/1

Attending

**All Selected Assets:**

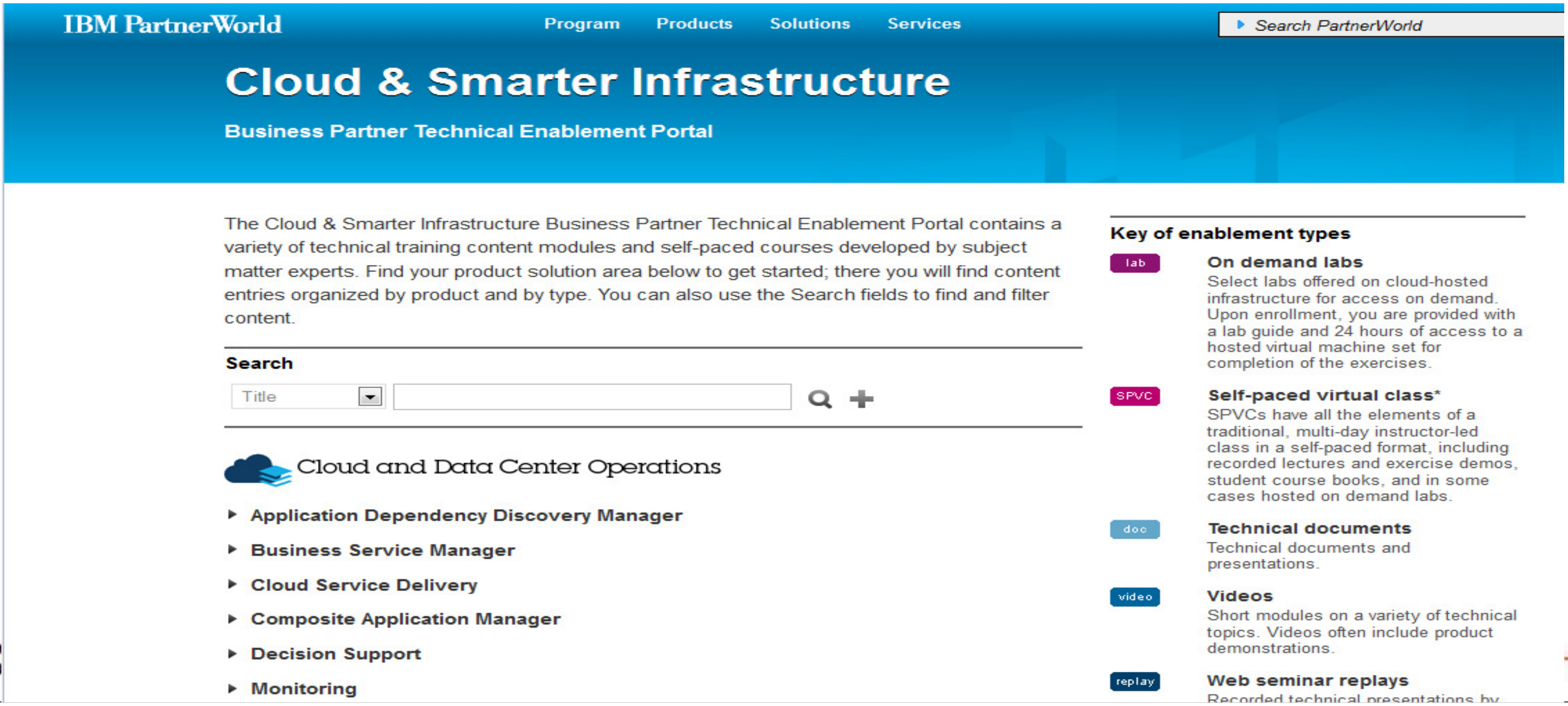
- PDF Asset Flyer
- Amendable Asset Flyer
- Workbook PDF
- Presentation PDF
- Amendable Workbook

**Checklist:** 0/2 completed

- Invite Attendees
- Order Catering

# Enablement Technique

- Nouveau Site d'enablement technique dédié aux Partenaires : [www.ibm.com/partnerworld/csite/](www.ibm.com/partnerworld/csite/)



## Cloud & Smarter Infrastructure

**Business Partner Technical Enablement Portal**

The Cloud & Smarter Infrastructure Business Partner Technical Enablement Portal contains a variety of technical training content modules and self-paced courses developed by subject matter experts. Find your product solution area below to get started; there you will find content entries organized by product and by type. You can also use the Search fields to find and filter content.

**Search**

Cloud and Data Center Operations

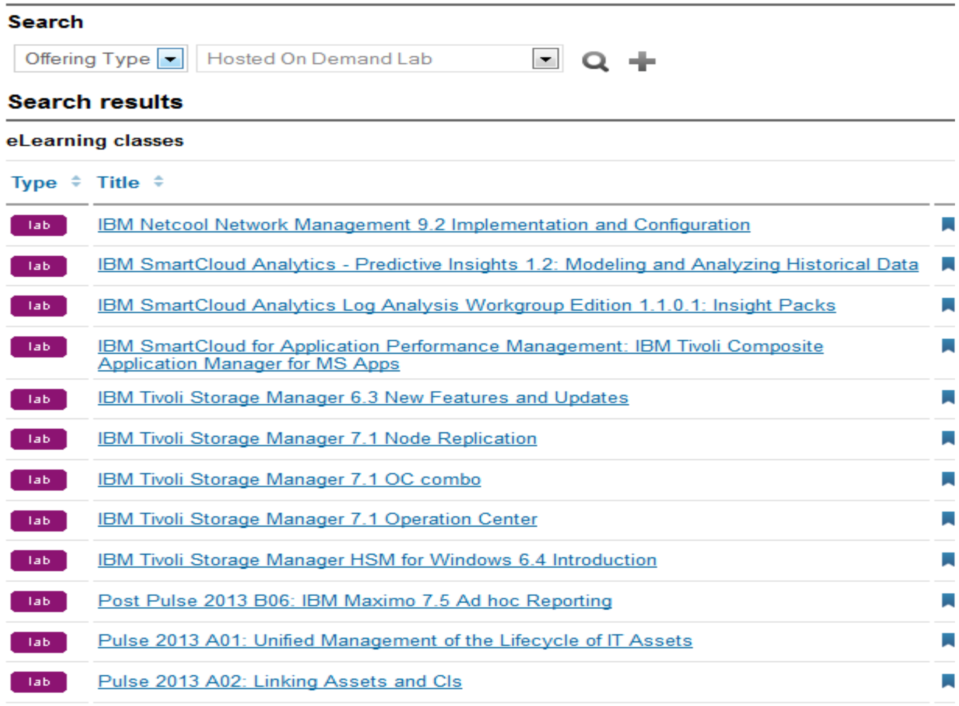
- **Application Dependency Discovery Manager**
- **Business Service Manager**
- **Cloud Service Delivery**
- **Composite Application Manager**
- **Decision Support**
- **Monitoring**

**Key of enablement types**

| | |
|---|---|
| lab | **On demand labs**<br>Select labs offered on cloud-hosted infrastructure for access on demand. Upon enrollment, you are provided with a lab guide and 24 hours of access to a hosted virtual machine set for completion of the exercises. |
| SPVC | **Self-paced virtual class***<br>SPVCs have all the elements of a traditional, multi-day instructor-led class in a self-paced format, including recorded lectures and exercise demos, student course books, and in some cases hosted on demand labs. |
| doc | **Technical documents**<br>Technical documents and presentations. |
| video | **Videos**<br>Short modules on a variety of technical topics. Videos often include product demonstrations. |
| replay | **Web seminar replays**<br>Recorded technical presentations by |

# On demand labs & Self Paced Virtual Classes

- Accès à une infrastructure avec un guide de cours pour faire des exercices
- Cours sur plusieurs jours avec un formateur. A distance.



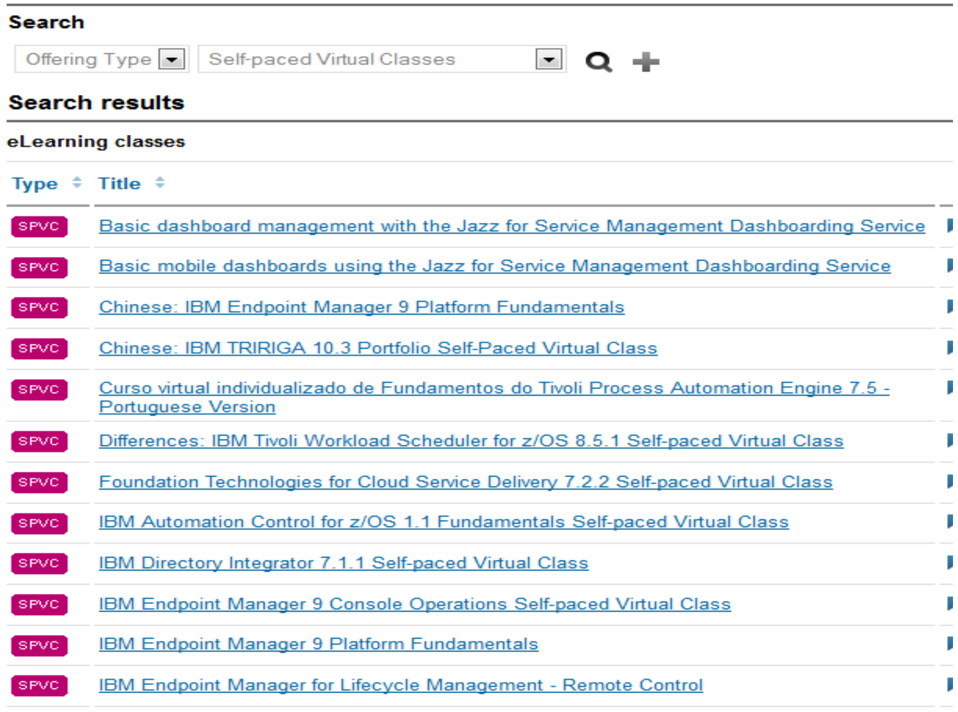
**Search**

Offering Type: Hosted On Demand Lab

**Search results**

**eLearning classes**

| Type | Title |
|---|---|
| lab | IBM Netcool Network Management 9.2 Implementation and Configuration |
| lab | IBM SmartCloud Analytics - Predictive Insights 1.2: Modeling and Analyzing Historical Data |
| lab | IBM SmartCloud Analytics Log Analysis Workgroup Edition 1.1.0.1: Insight Packs |
| lab | IBM SmartCloud for Application Performance Management: IBM Tivoli Composite Application Manager for MS Apps |
| lab | IBM Tivoli Storage Manager 6.3 New Features and Updates |
| lab | IBM Tivoli Storage Manager 7.1 Node Replication |
| lab | IBM Tivoli Storage Manager 7.1 OC combo |
| lab | IBM Tivoli Storage Manager 7.1 Operation Center |
| lab | IBM Tivoli Storage Manager HSM for Windows 6.4 Introduction |
| lab | Post Pulse 2013 B06: IBM Maximo 7.5 Ad hoc Reporting |
| lab | Pulse 2013 A01: Unified Management of the Lifecycle of IT Assets |
| lab | Pulse 2013 A02: Linking Assets and CIs |



**Search**

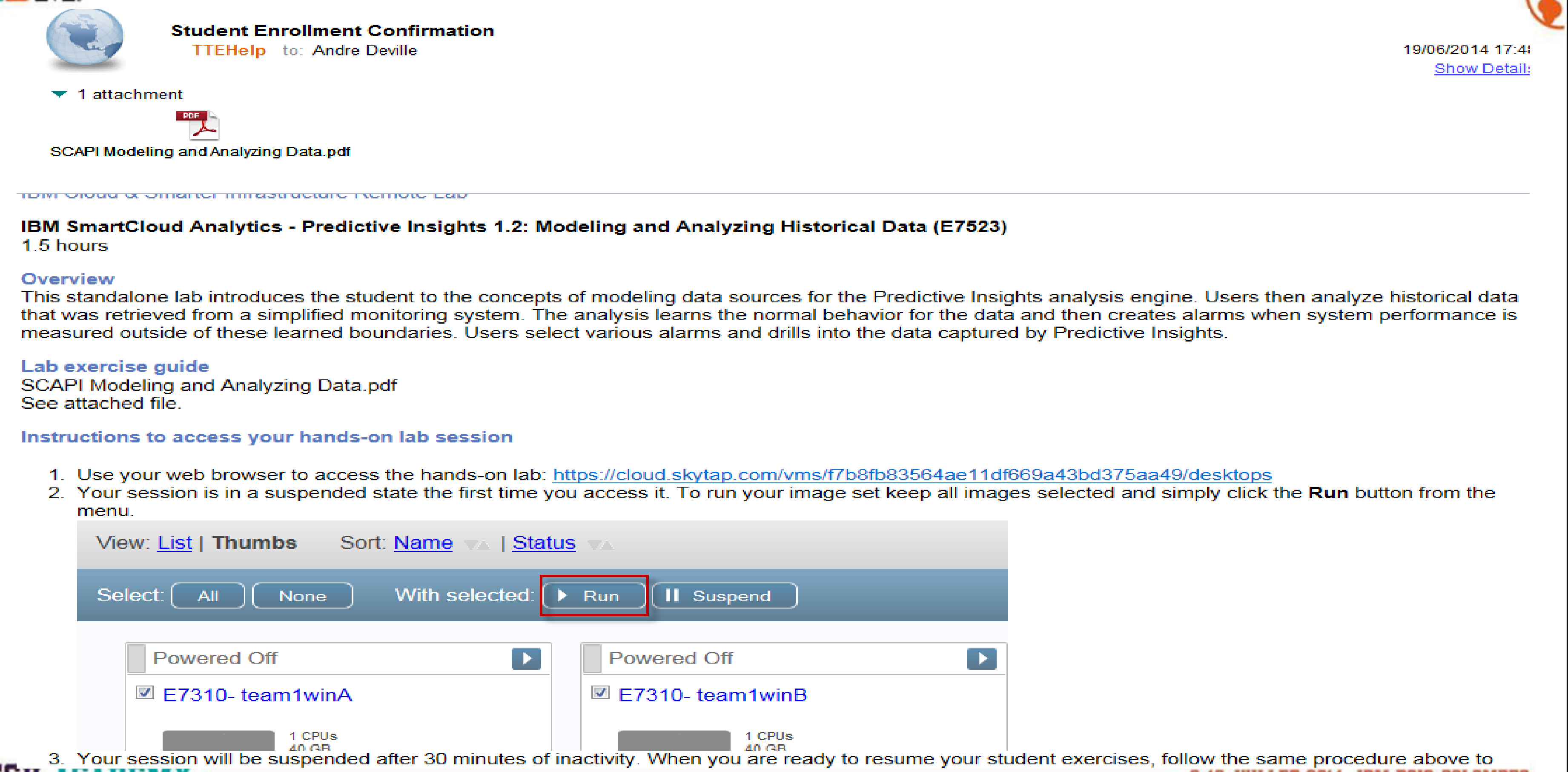
Offering Type: Self-paced Virtual Classes

**Search results**

**eLearning classes**

| Type | Title |
|---|---|
| SPVC | Basic dashboard management with the Jazz for Service Management Dashboarding Service |
| SPVC | Basic mobile dashboards using the Jazz for Service Management Dashboarding Service |
| SPVC | Chinese: IBM Endpoint Manager 9 Platform Fundamentals |
| SPVC | Chinese: IBM TRIRIGA 10.3 Portfolio Self-Paced Virtual Class |
| SPVC | Curso virtual individualizado de Fundamentos do Tivoli Process Automation Engine 7.5 - Portuguese Version |
| SPVC | Differences: IBM Tivoli Workload Scheduler for z/OS 8.5.1 Self-paced Virtual Class |
| SPVC | Foundation Technologies for Cloud Service Delivery 7.2.2 Self-paced Virtual Class |
| SPVC | IBM Automation Control for z/OS 1.1 Fundamentals Self-paced Virtual Class |
| SPVC | IBM Directory Integrator 7.1.1 Self-paced Virtual Class |
| SPVC | IBM Endpoint Manager 9 Console Operations Self-paced Virtual Class |
| SPVC | IBM Endpoint Manager 9 Platform Fundamentals |
| SPVC | IBM Endpoint Manager for Lifecycle Management - Remote Control |

# Avec accès à des labs



**Student Enrollment Confirmation**
TTEHelp to: Andre Deville

19/06/2014 17:4
Show Detail

1 attachment

SCAPI Modeling and Analyzing Data.pdf

IBM Cloud & Smarter Infrastructure Remote Lab

**IBM SmartCloud Analytics - Predictive Insights 1.2: Modeling and Analyzing Historical Data (E7523)**
1.5 hours

**Overview**
This standalone lab introduces the student to the concepts of modeling data sources for the Predictive Insights analysis engine. Users then analyze historical data that was retrieved from a simplified monitoring system. The analysis learns the normal behavior for the data and then creates alarms when system performance is measured outside of these learned boundaries. Users select various alarms and drills into the data captured by Predictive Insights.

**Lab exercise guide**
SCAPI Modeling and Analyzing Data.pdf
See attached file.

**Instructions to access your hands-on lab session**

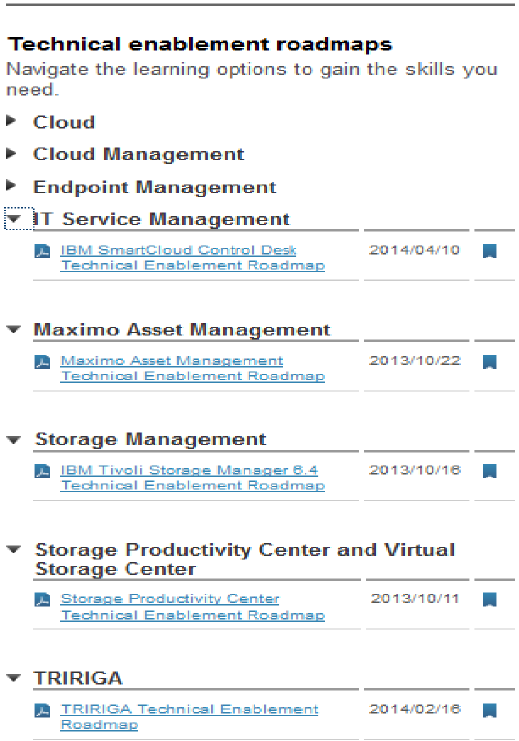
1. Use your web browser to access the hands-on lab: https://cloud.skytap.com/vms/f7b8fb83564ae11df669a43bd375aa49/desktops
2. Your session is in a suspended state the first time you access it. To run your image set keep all images selected and simply click the **Run** button from the menu.

View: List | Thumbs
Sort: Name | Status
Select: All None
With selected: Run Suspend
Powered Off
☑ E7310- team1winA
1 CPUs
40 GB
Powered Off
☑ E7310- team1winB
1 CPUs
40 GB

3. Your session will be suspended after 30 minutes of inactivity. When you are ready to resume your student exercises, follow the same procedure above to

# Technical Roadmaps

- Pour vous guider dans les formations pour apprendre par étapes



**Technical enablement roadmaps**

Navigate the learning options to gain the skills you need.

- Cloud
- Cloud Management
- Endpoint Management

**IT Service Management**

| | |
|---|---|
| IBM SmartCloud Control Desk Technical Enablement Roadmap | 2014/04/10 |

**Maximo Asset Management**

| | |
|---|---|
| Maximo Asset Management Technical Enablement Roadmap | 2013/10/22 |

**Storage Management**

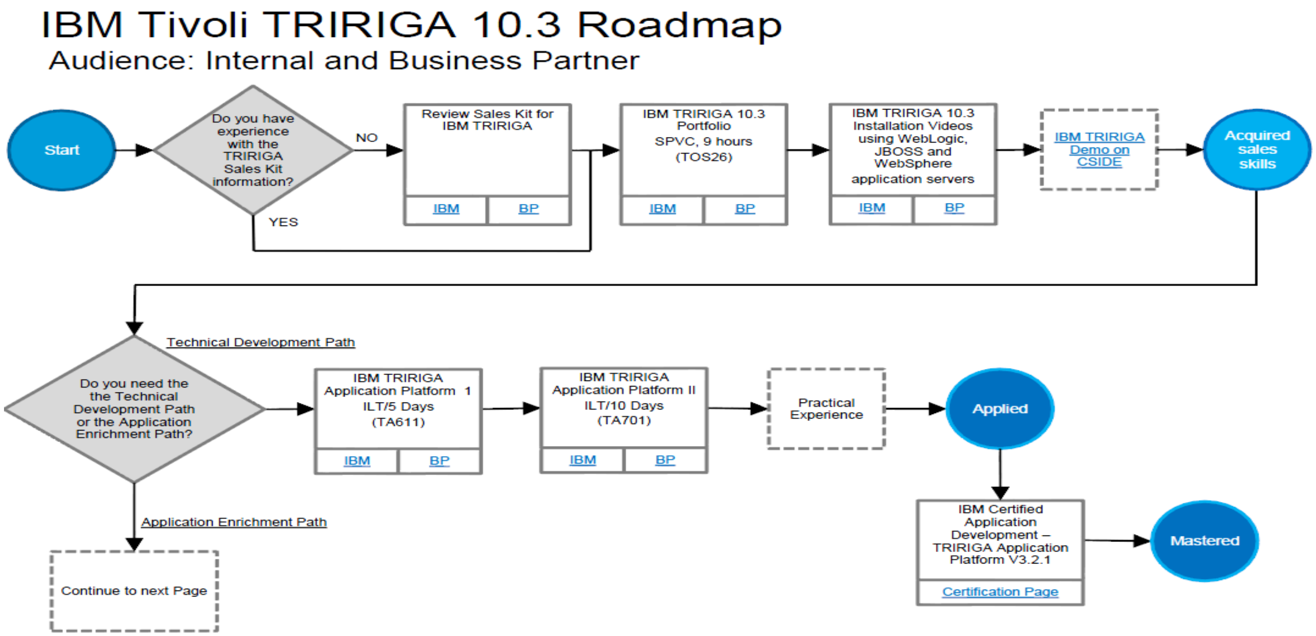
| | |
|---|---|
| IBM Tivoli Storage Manager 6.4 Technical Enablement Roadmap | 2013/10/16 |

**Storage Productivity Center and Virtual Storage Center**

| | |
|---|---|
| Storage Productivity Center Technical Enablement Roadmap | 2013/10/11 |

**TRIRIGA**

| | |
|---|---|
| TRIRIGA Technical Enablement Roadmap | 2014/02/16 |



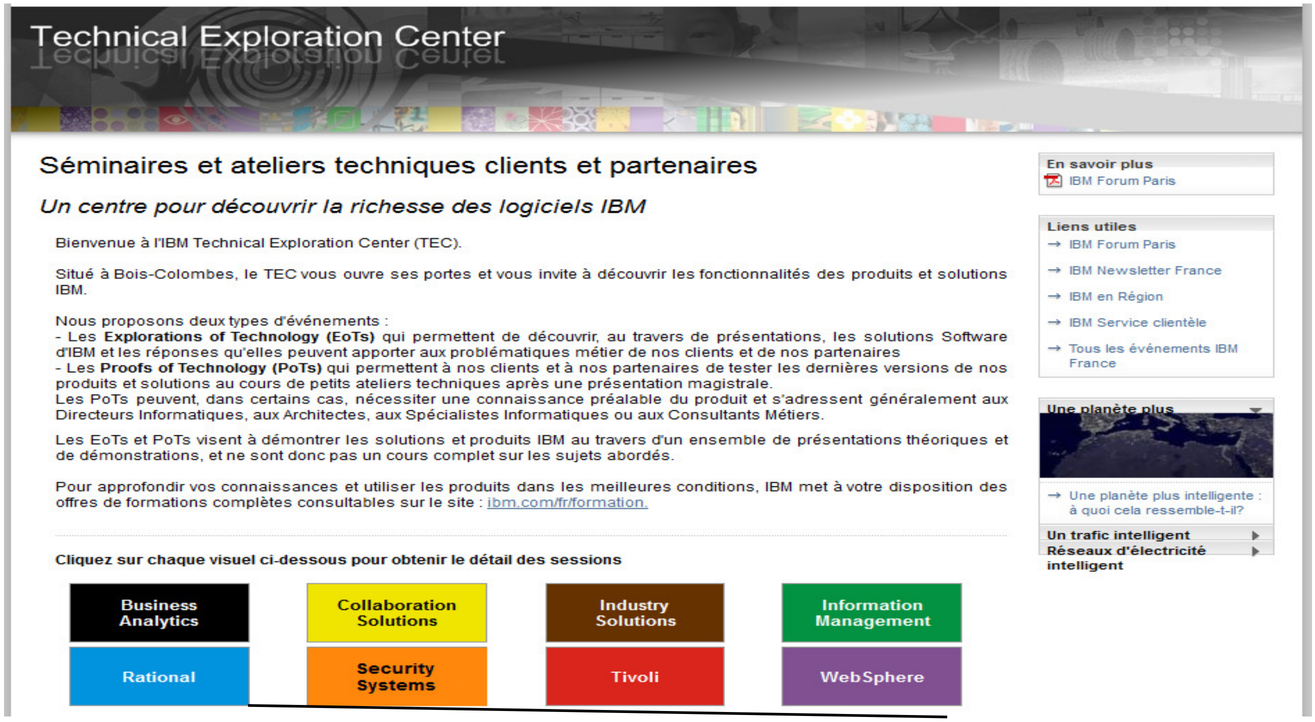
IBM Tivoli TRIRIGA 10.3 Roadmap

Audience: Internal and Business Partner

Start
Do you have experience with the TRIRIGA Sales Kit information?
NO
YES
Review Sales Kit for IBM TRIRIGA
IBM
BP
IBM TRIRIGA 10.3 Portfolio SPVC, 9 hours (TOS26)
IBM
BP
IBM TRIRIGA 10.3 Installation Videos using WebLogic, JBOSS and WebSphere application servers
IBM
BP
IBM TRIRIGA Demo on CSIDE
Acquired sales skills
Technical Development Path
Do you need the the Technical Development Path or the Application Enrichment Path?
IBM TRIRIGA Application Platform 1 ILT/5 Days (TA611)
IBM
BP
IBM TRIRIGA Application Platform II ILT/10 Days (TA701)
IBM
BP
Practical Experience
Applied
Application Enrichment Path
Continue to next Page
IBM Certified Application Development – TRIRIGA Application Platform V3.2.1
Certification Page
Mastered

# Proofs of Technology (PoT) à Bois Colombes

- http://www-05.ibm.com/fr/events/tec/?ca=forum



Technical Exploration Center

## Séminaires et ateliers techniques clients et partenaires

*Un centre pour découvrir la richesse des logiciels IBM*

Bienvenue à l'IBM Technical Exploration Center (TEC).

Situé à Bois-Colombes, le TEC vous ouvre ses portes et vous invite à découvrir les fonctionnalités des produits et solutions IBM.

Nous proposons deux types d'événements :
- Les **Explorations of Technology (EoTs)** qui permettent de découvrir, au travers de présentations, les solutions Software d'IBM et les réponses qu'elles peuvent apporter aux problématiques métier de nos clients et de nos partenaires
- Les **Proofs of Technology (PoTs)** qui permettent à nos clients et à nos partenaires de tester les dernières versions de nos produits et solutions au cours de petits ateliers techniques après une présentation magistrale.

Les PoTs peuvent, dans certains cas, nécessiter une connaissance préalable du produit et s'adressent généralement aux Directeurs Informatiques, aux Architectes, aux Spécialistes Informatiques ou aux Consultants Métiers.

Les EoTs et PoTs visent à démontrer les solutions et produits IBM au travers d'un ensemble de présentations théoriques et de démonstrations, et ne sont donc pas un cours complet sur les sujets abordés.

Pour approfondir vos connaissances et utiliser les produits dans les meilleures conditions, IBM met à votre disposition des offres de formations complètes consultables sur le site : ibm.com/fr/formation.

**Cliquez sur chaque visuel ci-dessous pour obtenir le détail des sessions**

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Information Management
Rational
Security Systems
Tivoli
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Liens utiles
→ IBM Forum Paris
→ IBM Newsletter France
→ IBM en Région
→ IBM Service clientèle
→ Tous les événements IBM France
Une planète plus
→ Une planète plus intelligente : à quoi cela ressemble-t-il?
Un trafic intelligent
Réseaux d'électricité intelligent

# Et toujours les RedBooks !

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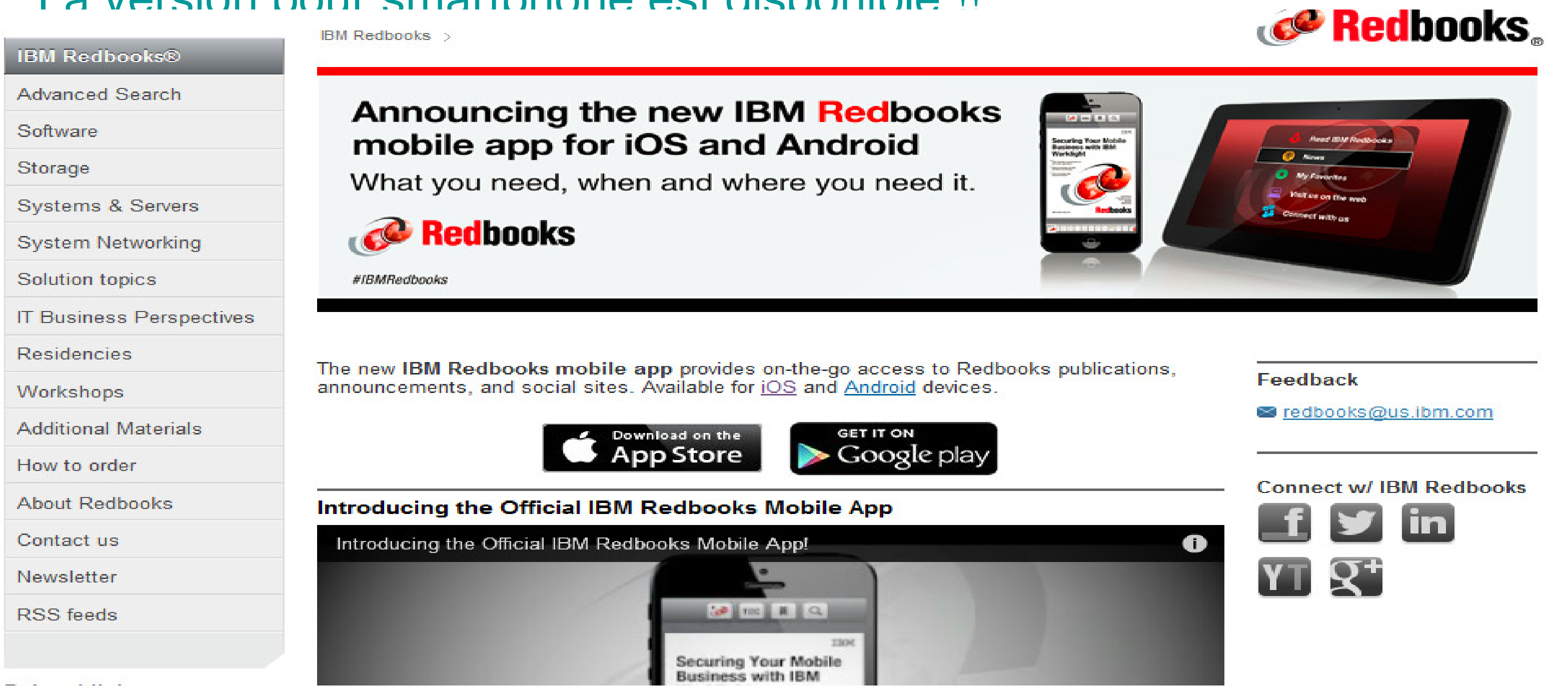
- La version pour smartphone est disponible !!



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ANY
QUESTIONS
?

# Open TEC

- Objectif : mettre des images VmWare à disposition des BPs pour mener des démonstrations et des PoTs
  - Sans perdre de temps pour chacun à créer sa propre installation
  - Conditions : exclusivement pour démonstration
    - Avec durée de vie limitée sans engagement de récupérer les données
- Images populaires : CLM et SSE 4.0.x
- Procédure d’accès
  1. Suive une formation
  2. Contactez Henri-François