Microsoft Partner Network

Accelerate. Improve. Expand.

Practice Accelerator for Datacenter Management

The Top 5 Things to Know About Practice Accelerator (PA)

What is it?
A training program designed to help you create a successful deployment practice

Who is this for?
MPN partner roles: practice leads, technical planners, implementers, and consultants

What do you get?
Training and resources to support the entire customer engagement

Why attend?
To learn best practices for consistently successful customer deployments

DELIVER INTEGRATED SOLUTIONS using Microsoft System Center2012

How much?
Use your Partner Advisory Hours benefit

Partner Success Story

Challenge: Research to accelerate sales development cycles at TechData was time consuming and resulted in offerings that were expensive to deliver.
Results: PA reduced the cost of developing, selling and delivering deployment services by offering standard tools and Microsoft branding. Read more.

50%	40%	30%
Increase in number of projects	**Reduction of project delivery time**	**Less practice development costs**

"Our customers had challenges we couldn't help them with. After PA, we are no longer faced with this situation, saving us time and improving customer satisfaction."
Soon Man Kwon, Senior Technical Consultant, TechData

Add Value to Your Business with PA

Accelerate deployment	• Well-prepared teams • Shorter approval time • Faster deliveries
Improve efficiency	• Consistent deployment methodology • Customer-ready materials • Repeatable and scaled services
Expand practice	• Repeat business due to client confidence • Improved project win-rate • Better margins through higher efficiency

Add Value with PA for Datacenter Management

Lower costs	• Leverage consistent development and delivery techniques • Improve current solutions • Optimize sales cycles
Increase satisfaction	• Offer knowledge and support • Provide consistent messaging • Expand utilization capabilities
Deploy strategically	• Organize resources proficiently • Apply architecture and design guidance • Manage risk efficiently

Register Now

Practice Accelerator for Datacenter Management

Before you Register

Course Outline:

SESSION ONE

- Vision and scope of Practice Accelerator for Datacenter Management
- Identifying solution requirement, including the configuration and workflow integration required to support the solution

SESSION TWO

- Preparing the datacenter facilities
- Deploying the datacenter management solution sets
- Integrating the solution into the customer IT landscape
- On-boarding and monitoring applications
- Developing automation to demonstrate capabilities

SESSION THREE

- Deploying the datacenter management solution components and integrating with the production IT landscape
- Post-installation support, knowledge transfer, and summarizing the engagement
- Q&A and handouts

Pre-Requisites

All partners who take this course should have a working knowledge of Windows Server 2008 R2 functionality, roles, features, and tuning, including directory and networking services, and virtualization. In addition, you will need to have specialized knowledge, described below, based on the Datacenter Management track you intend to follow.

Infrastructure Management:

- Architecture, deployment, and configuration of Microsoft System Center 2012, Virtual Machine Manager and Microsoft System Center 2012 App Controller
- Non-Microsoft technologies, solutions, and platforms, including storage systems, network systems and components, third-party virtualization technologies
- Intermediate knowledge of Microsoft System Center 2012 Operations Manager

Deep Application Management:

- Architecture, deployment and configuration of System Center Operations Manager 2012, including knowledge of Management Pack design, third-party monitoring, and deep application management functionality
- Understanding of software architecture patterns with optional working knowledge of C# and Java

Service Delivery:

- Architecture, deployment, and configuration of Microsoft System Center 2012 Service Manager including Management Pack and interface customization, process design and implementation, workflow design and composition, and self-service portal customization
- Architecture, deployment and configuration of Microsoft System Center 2012 Orchestrator, including advanced workflow design, third-party workflow integration
- Architecture, deployment and configuration of Microsoft System Center 2012 Configuration Manager and Virtual Machine Manager
- Configuration of App Controller

What You Get

Reusable materials:

Sales	FAQ
	Customer Presentation
	Sales Datasheet
	Datacenter Management Sales Solution Guide
	Datacenter Solutions Overview Deck
Delivery	Customer Kickoff Presentation
	Vision and Scope
	Pre-Engagement Questionnaire
	Decision Leading Workshop Presentation
	Decision Leading Workshop Assessments and Reports
	Risk Management
	Architecture and Design Guidance Documents
	Project Plan
	Engagement Guide
	Closeout Meeting Presentation

Delivery Format

- Microsoft Live Meeting
- This offering is a combination of on-demand and virtual instructor-led trainings over a 10-day period (proceed to registration for additional details)

Resources

- Check your Partner Advisory Hours
- Technical Pre-Sales Assistance
- Advisory Services
- Get Current Services
- Contact us

Register Now