Accelerate. Improve. Expand.



Practice Accelerator for Datacenter Consolidation and Migration

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?

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



How much?

Use five <u>partner</u> <u>advisory hours</u>

BECOME ELIGIBLE

to be a Virtual Machine Migration Toolkit partner upon PA completion

Partner Success Story

Challenge: Wortell wanted to develop a service offering with shorter development processes while maintaining quality. **Results:** Leveraging PA, Wortell quickly developed their offering while increasing quality and efficiency across multiple engagements. <u>Read more.</u>

20%

Reduced preparation time per project

15%

Growth of net profitability

10%

Increase in repeat business

"If we use Practice Accelerator we can easily save half of the time to develop a proposition".

Danny Burlage, TCO, Wortell

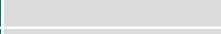
Expand Your Business with Practice Accelerator



• Shorter approval time



- Faster deliveries
 - Lower costs
- Consistent deployment methodologyCustomer-ready materials
- Repeatable and scaled services





Expand practice

Improve

efficiency

- Repeat business due to client confidence
- Improved project win-rate
- Better margins through higher efficiency

Add Value with Consolidation and Migration



 Present customized proposals and project plans







- Identify and assess customer needs
- Improve migration capabilities
- Maximize existing competencies



- Consolidate existing datacenters
- Accelerate workload deployments
- Ensure safe migration to new environments



Before You Register

Course Outline:

SESSION ONE (Day 1 of 10) – 2-3 hour live session

Audience – BDM, Practice Managers, Practice Owners

- Vision and scope of Practice Accelerator for Datacenter Consolidation and Migration
- Identifying solution requirements, including both the configuration and workflow integration required to support the solution
- Preparing datacenter facilities for migration toolkit installation
- Planning for migration of VMware workloads
- Planning for pilot
- Completing the test plan, which will include a definition of the environment and scenarios

SESSION TWO (Day 3 of 10) - 1.5 hour live session

Audience – Solution Architects, Implementers, Technical Specialists

- Building a prototype environment for running validation tests
- Testing scenarios that were defined in test plan
- Documenting the implementation process
- Deploying the Virtual Machine Migration Toolkit as a production pilot
- Migrating representative pilot workloads
- Final validation of workload deployment into Microsoft Hyper-V

SESSION THREE - 4 hour on-demand session

Audience – Services Professionals and Engineers, Engagement Managers, Technical Consultants, Delivery Teams

- Deploying the Virtual Machine Migration Toolkit in a production environment
- Migrating remaining VMware workloads
- Performing post-installation support and knowledge transfer and closing the engagement
- FAQ and handouts

SESSION FOUR (Day 10 of 10) - 1.5 hour live session

Audience – Services Professionals/Engineers, Engagement/Practice Managers, Technical Consultants, Delivery Team, Practice Owners

- Deploying the Virtual Machine Migration Toolkit in a production environment
- Migrating remaining VMware workloads
- Performing post-installation support and knowledge transfer and closing the engagement
- FAQ and handouts

Delivery Format

- Microsoft Office Live Meeting
- This offering is a combination of on-demand and virtual instructorled trainings over a 10-day period (proceed to <u>registration</u> for additional details)

Resources

- Check your partner advisory hours
- Technical Pre-Sales Assistance
- Advisory Services
- Get Current Services
- Contact us

What You Get

Reusable materials:

Consultant Delivery Guide Customer Checklist Engagement Guide Kickoff and Tools Technical Overview Presentation Partner Outsourcing Guidance (document) Partner Outsourcing Guidance (slide deck) Decision Leading Workshop Presentation Decision Leading Workshop Report Risk Register Template Project Plan
Engagement Guide Kickoff and Tools Technical Overview Presentation Partner Outsourcing Guidance (document) Partner Outsourcing Guidance (slide deck) Decision Leading Workshop
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Presentation
Decision Leading Workshop Report
Risk Register Template
Project Plan
Results Analysis and Migration Proposal
Assessment Guide
Discovery Toolkit Build Guide
Migration Toolkit Build Guide
Operations Guide
Troubleshooting Guide
VMMT Release Notes
Test Plan and Cases
Closing and Final Results Presentation

Ideal Candidates

PA provides intermediate to advanced-level training for partners interested in consolidating physical datacenter assets or migrating virtualized assets onto a new solution. Ideal candidates are experienced professionals such as practice managers, solution sellers, technical specialists, service engineers, and technical consultants.

Pre-Requisites

Experience with the following concepts and technologies is recommended for course participants: Windows Server 2008 R2, Hyper-V, Microsoft System Center 2012, Windows PowerShell, VMware ESX, and vSphere.

