

# Cisco Data Center AM Boot Camp

DCAM



**Delivery Type:** Classroom

**Duration:** 1 day

## Overview

Cisco Data Center Business Advantage is an architectural framework that delivers tangible business value for dynamic networked organizations. To meet the changing business needs of customers the Cisco Data Center provides architectural flexibility and openness. In this way, it increases business value through technology innovation, systems excellence, and solution differentiation.

Our exclusive AM Boot Camp training provides an introduction to Cisco's Data Centre Networks technologies, solutions, and resources. This Baseline training is designed as preparation for exam DCNSS-646-985 and PSDCUCAM-650-987 the exam required for DCSSA - Data Center Sales Specialist for Architecture

In this course, Cisco channel partner account managers and sales professionals get a sales-focused introduction to the business value of a Data Center.

## Target Audience

Cisco Account Managers and Cisco hardware, software, and channel partner salespeople who need to prepare for the Data Centre Sales Specialisation.

## Certification

### Recommended as preparation for exam

- ✓ 646-985 - Data Center Networking Solution Sales
- ✓ 650-987 - Cisco Data Center Unified Computing Sales Specialist

## Objectives

### After you complete this course you will be able to do and use:

Cisco Data Center Business Advantage-Cisco's architectural framework for the evolving data center, linking technology innovation to business innovation.

- ✓ Cisco Data Center Business Advantage
- ✓ Architecture Overview
- ✓ The Server Market
- ✓ The Cisco UCS Portfolio
- ✓ Selling Cisco UCS