Atos Unify Academy

Unify OpenScape Business V2 for Sales, Pre-Sales and Consulting

Course code OBUV2R0SDV

Target Group   Sales and Pre Sales staff, Channel Account Managers

Course language	Delivery type	Duration
English	WBT	53 min.

Course description

This web based training will highlight the architecture and the key benefits of the Unify OpenScape Business solution and will enable the participants to recognize a sales opportunity and to define a matching solution offer to win this business.

Learning Target

The participants are able to demonstrate their understanding of:
- Typical SMB customers needs
- The basic business benefits and market strategy
- Recognizing a sales opportunity and the structuring of a matching solution offer to win this business
- The opportunities for up selling

Prerequisites

It is recommended that participants have basic knowledge on:
- LAN/WAN, VoIP, SIP, Virtualization technologies and Unified Communications.

Recommended e-Learning modules:
- OBUUSSPSDV - Unify Sales Specialist for OpenScape Business Course

Contents

SMB Customers´ needs, business benefits, and market strategy

Solution architecture and characteristics

Solution technologies

Solution architecture

Solution components

Voice

Unified Communications and Messaging

Key system and user features & benefits

Clients and devices

Marketing structure and licensing

Migration from HiPath 3000

Sales arguments and selling strategies

Sales Support Resources

Sales Play Books and other material

Sales Tools

Reference Accounts

Comments

Web Based Training:
- For participation and booking a myTraining-Account is required

System requirements:
- PC with sound card and stereo headset / speaker is required
- Screen resolution at least 1280*1024
- Windows 7 or higher: Internet Explorer 9 or higher
- Possible alternative Browser: Firefox, Safari, Chrome
- Current version of Adobe Flash Player is required
- Javascript has to be activated

Further information:

Please contact us for further information or bookings:

Email   academy.exc@atos.net
Website   http://www.unify.com/academy