

Unify Academy

Unify OpenScape 4000 for Technical Sales - Module 1

Course code OS4TSA1SDC

Target Group Technical Sales

| Course language | Delivery type | Duration |
|-----------------|---------------|----------|
| English | WBT | 2 hr |

Course description

This course and the associated exam offer the participant the opportunity to be certified at the specialist level. It includes in-depth product information on Unify OpenScape 4000, its deployment scenarios with a special focus on architecture, deployment scenarios, IP convergence and licensing.
Note!
The course is being updated and at this time the student kit PDF file is the only deliverable for the course. You received the download link for the student kit when you booked the WBT. The Web Based Training and updated student kit will be made available upon release of the updated course.

Learning Target

The preparation course "Unify OpenScape 4000 for Technical Sales" - Module 1 is designed for direct and indirect sales representatives and technical sales staff. It is part 1 of 2 of certification preparation courses that prepare students for the "Atos Unify Technical Sales Expert Certification Exam for Unify OpenScape 4000 (STI-221)".

Upon completion of this course, participants will be able to:

- Describe the software architecture of Unify OpenScape 4000
- List all components of Unify OpenScape 4000
- Identify hardware environments (including virtual machines) that are supported for Unify OpenScape 4000
- Describe the target market for Unify OpenScape 4000
- List the options for connecting to the PSTN
- Understand the Unify OpenScape 4000 licensing requirements to meet customer requirements
- Discuss the system administration options for Moves & Changes
- List all available documents that can be used as reference and additional source of information for Unify OpenScape 4000 solutions.

Prerequisites

Achieved Unify Sales Specialist (STI-612) Certification is recommended.

Contents

This web-based training provides details on the architecture of Unify OpenScape 4000, with a focus on the benefits this architecture offers the customer.

The course will enable the sales representative to address many of the key concerns of enterprise customers, including business continuity, deployment flexibility and increased team efficiency through the Unify OpenScape 4000.

This course provides information on the following components of Unify OpenScape 4000:

- Atos Unify OpenScape 4000 Architecture and Deployments
- IP Distributed Architecture
- Gateways and interfaces
- System and subscriber features
- Terminal portfolio
- Management and applications
- Licensing concept
- Upgrade and migration

Curricula

This course is part of following curricula

- [Certified Technical Sales Expert Mitel OpenScape 4000](#)

Tests and Certificates

This course prepares following certification:

- [Certified Technical Sales Expert Mitel OpenScape 4000](#)

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
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

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Further information:

Please contact us for further information or bookings:

Email academy.exc@mitel.com

Website <http://www.unify.com/academy>