

# Atos Unify Academy

Unify OpenScape Enterprise for Technical Sales - Module 1/2

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**Course code** OSETSE1SDC

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**Target Group** Technical Sales, Solution Architect, Consulting

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Course language	Delivery type	Duration
English	WBT	190 min.

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## Course description

This course provides you with details around the Unify OpenScape Enterprise landscape and assist you in figuring out the right solution for the customer.

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## Learning Target

Working through this course is a prerequisite for enabling the participant to successfully complete the 'Unify OpenScape Enterprise Technical Sales Expert' exam.

Upon completion of this course, the participant is able to:

- Understand how SIP interacts with the Unify OpenScape Enterprise components
  - Describe system/solution components
  - Understand the Unify OpenScape Voice architecture - which is basically the essential part of this training
  - understand redundancy concepts of this solution
  - Discuss with the customer different security aspects
  - Elaborate the 'right' solution for the customer
  - Explain the concept of CEBP
  - List the touch points for Unify OpenScape customization
  - finally understand the complexity of the solution itself
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## Prerequisites

Partner Sales Certification Training (AUPSSP2SDV)

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## Contents

This course conveys the components and interrelationships of the Unify OpenScape Enterprise solution around the Unify OpenScape Voice. The focus is on the architecture of Unify OpenScape Voice and its core components -such as Unify OpenScape SBC and Unify OpenScape Branch - as well as the interaction between these in order to identify the right solution for the customer. Furthermore, we will have a look to Redundancy concepts of the solution.

The course contains information about the following topics:

- Unify OpenScape Voice as SIP-PBX
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- Unify OpenScape Voice System Architecture
  - Unify OpenScape Branch Architecture
  - Unify OpenScape SBC Architecture
  - Unify OpenScape Media Server as part of the solution
  - Clients & Devices
  - Management Applications
  - Where can we find additional information and documentation about the solution?
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## Curricula

This course is part of following curricula

- [Technical Sales Expert Unify OpenScape Enterprise](#)
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## Tests and Certificates

This course prepares following certification:

- [Technical Sales Expert Unify OpenScape Enterprise](#)
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## Comments

Web Based Training:

- This training consists of 2 parts.<br>Part 1 "OSETSE1SDC" (duration190 minutes) and<br>part 2 "OSETSE2SDC" (duration174 minutes)<br>Total duration of the course is 364 minutes.<br>When booking part 1 "OSETSE1SDC" you will automatically receive part 2.
- 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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## Offers

What this course doesn't provide?<br> Please note that this course doesn't hold Unify OpenScape UC components, else then the one we require from a voice and administration perspective - like Media Server and Customer Management Portal.

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## Further information:

Please contact us for further information or bookings:

Email                academy.exc@atos.net

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