Atos Unify Academy

Solution Architect / Technical Sales Atos Unify OpenScape Business - Part 1/3

Course code **OBUSOL1SDC**

Target Group Solution Architects / Technical Sales

Course language	Delivery type	Duration
English	WBT	80 min.

Course description

This Web Based Training consists of 3 parts. Part 1 "OBUSOL1SDC", part 2 "OBUSOL2SDC" and part 3 "OBUSOL3SDC". Total duration of the course is about 270 minutes. When booking part 1 "OBUSOL1SDC" you will automatically receive part 2 and part 3.

This course and the associated exam offer the participant the opportunity to be certified on the OpenScape Business Expert Level. This includes profound product information from OpenScape Business, their deployment scenarios with a special focus on the architecture, the UC solution and the sales strategies.

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 "Solution Architect / Technical Sales Atos Unify OpenScape Business" training is designed for Solution Architects / Technical Sales, as certification preparation course which will prepare the student to take the Unify Certified Technical Sales Expert OpenScape Business (STI-122) Certification Exam for OpenScape Business.

After completing this course, participants will be able to:

- Design an OpenScape Business solution with one or more locations.
- Describe the architecture of OpenScape Business
- Listing options, clients and features of OpenScape Business Unified Communications
- Explain the networking capabilities offered by OpenScape Business for multi-site customers
- Compare the implementation of the application with the implementation of the software
- List the licenses required for an OpenScape Business solution
- Describe the migration options available to existing customers with OpenScape Business V2 systems
- Describe the migration options available to existing customers with HiPath 3000 systems
- Discuss the support structure for more information about OpenScape Busines

Prerequisites

Sales Skills OpenScape Business comparable to Unify Sales Specialist for OpenScape Business.

Contents

This Web Based Training is based on the knowledge of the Unify Sales Specialist for OpenScape Business, acquired through the Unify Sales Specialist for the OpenScape Business Program, and provides more details about the architecture of OpenScape Business. The focus is on the advantages that this architecture offers the customer. After this course, sales representatives will be able to design an OpenScape Business Unified Communications solution that meets the needs of customers with one or more sites. This course contains information about the following components of OpenScape Business:

- Market trends and challenges
- Overview of the hardware and software architecture
- Unified Communications Solution and UC Features
- UC Smart and UC Suite
- Mobility - myPortal to go
- Licensing
- Overview of networking
- Security in OpenScape Business
- Maintenance

Curricula

This course is part of following curricula

- [Technical Sales Expert Unify OpenScape Business](#)

Tests and Certificates

This course prepares following certification:

- [Technical Sales Expert Unify OpenScape Business](#)

Comments

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Web Based Training:
- This Web Based Training consists of 3 parts.
Part 1 "OBUSOL1SDC" (duration about 80 minutes),
part 2 "OBUSOL2SDC" (duration about 100 minutes) and
part 3 "OBUSOL3SDC" (duration about 90 minutes).
Total duration of the course is about 270 minutes.
- When booking part 1 "OBUSOL1SDC" you will automatically receive part 2 and 3.
- 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: Chrome, Firefox, Safari
- Javascript has to be activated

Certification
- Passing the corresponding "Certified Technical Sales Expert OpenScape Business" Exam (STI-122) is required to receive certification.

Further information:

Please contact us for further information or bookings:

Email   academy.exc@atos.net

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