

REQUIREMENTS FOR DELL EMC CAMPUS NETWORKING DEPLOYMENT



Overview

This document outlines the requirements for Dell Technologies partners interested in earning a Services Delivery Competency under the deployment enablement path. Services delivery competencies are a prerequisite to delivering partner-branded deployment services on Dell EMC products and solutions.

Pre-Requisites for the Deployment Competency

1. Review the [Services Delivery Enablement Benefits & Requirements Guide](#)
2. An approved Dell Technologies Deployment Partner Program Application and signed Dell Technologies Deployment Partner Agreement
3. Product Specific Pre-Requisites - [Associate – Networking Version 1.0](#)

If you have not yet onboarded as a Dell Technologies Services Delivery Partner, please follow the steps in the [Getting Started Guide](#).

Competency Requirements*

In addition to completing all pre-requisites, partners must meet Current Requirements (N). Previous Requirements (N-1) will be recognized until new requirements are released. Maintaining the Current Requirements (N) will help ensure you retain this Services Competency at the end-of-year compliance audit.

Current Requirement (N)	DES-5121 Specialist – Implementation Engineer. Campus Networking Exam Version 1.0
Previous Requirement (N-1)	Dell Certified Associate – Networking (Retired April 2019)

*The required # of certified individuals meeting current or previous requirements varies by region. Review the Services Delivery Enablement Requirements Guide or [Program Tracker](#) for your specific requirements.

Preparing for a Dell Technologies Proven Professional Certification Exam

When the competency requirements indicate the required completion of a Dell Technologies Proven Professional certification, it is important for individuals pursuing the certification to carefully review the Exam Description for the

certification requirements, recommended training and pre-requisites such as an Associate-level certification or other pre-requisites.

- If applicable, any Current Requirement (N) Exam Description(s) are linked in the **Competency Requirements** section above.
- **Specialist-level certifications require achievement of a pre-requisite certification.** Individuals must carefully review Exam Descriptions to identify any pre-requisite certifications. The [Dell Technologies Proven Professional Specialist Certifications and Qualifying Associates](#) guide may also be helpful in identifying qualifying Associate-level certifications.
- Review the [Certification Exam Partner Preparation Guide](#) and visit the [Dell Technologies Proven Professional](#) program site for more details.
- Refer to the **Recommended Training** section below for additional details on locating training.

Appendix for Channel Services Deployment

Recommended Training

The following section includes Competency-Aligned Training Packages and Courses recommended to meet competency requirements. Additional Learning and Skills Maintenance Courses are also included to provide opportunities to expand and maintain product knowledge.

- Review the [How to Locate Recommended Training Guide](#) for details and instructions on locating these packages and courses via the Partner Academy or the On-Demand Learning Center (ODLC).
- Review the [Service Delivery On-Demand Training Guide](#) for purchase, activation and access information for the Competency-Aligned Training Plans available on the ODLC.
- Visit the [Purchase Options](#) page for additional purchase option information. Otherwise, contact your Partner Account Manager or sales team for purchase option information.

Competency-Aligned Training Packages

Competency-Aligned Training Packages provide individuals access to a bundle of courses aligned to the competency requirements.

Package #	Package Name	Duration	Package Link
MR-7MM-DCSIECAMPNSNWSPTILTNA	DCS-IE Campus Networking Specialist Implementation Engineer - Partners (ILT)	40 Hrs (virtual classroom)	https://education.dell EMC.com/content/emc/en-us/csw.html?id=933230704

Formatted: Font: 9 pt, Not Bold, Pattern: Clear (White)

Formatted: Space Before: 0 pt, After: 0 pt

Formatted: Font: 9 pt

Competency-Aligned Training Courses

Competency-Aligned Training Courses provide individuals access to the course(s) aligned to the competency requirements.

Course #	Course Name	Duration	Course Link
N/AUS/CAN: DESILT-824-7879	Dell EMC Networking - Campus Configuration and Administration	40 Hrs (virtual classroom)	https://education.dell EMC.com/content/emc/en-us/home/store/search.html?x=Dell%20EMC%20Networking%20-%20Campus%20Configuration%20and%20Administration&field=by%20Keyword
LATAM: DESILT-824-8564			
Brazil: DESILT-824-7881			
EMEA: DESILT-706-12930			
APJ: DESILT-706-12934			

Additional delivery options and course codes available on website for classroom and private classroom offers.

Skills Maintenance Courses

Skills Maintenance Courses are recommended for current service delivery competency partners to maintain knowledge and ensure readiness for upcoming customer engagements.

Course #	Course Name	Duration	Course Link
N/A			

Additional Learning Courses

Additional Learning Courses are recommended for current service delivery competency partners as optional courses to expand or deepen product knowledge.

Course #	Course Name	Duration	Course Link
N/A			

Dell Technologies Services Delivery Tools

As a Deployment Services Partner, Dell Technologies Services Delivery tools are available where applicable.

Tool Name	Usage	Location	Description of Tool
Dell Technologies Support Site	Deployment	Support.dell.com	Repository for installation and configuration documentation and tools for deployment by product and/or service tag.

Deployment Services Partner Delivery Responsibilities for Campus Networking

Partners who hold services delivery competencies for deployment assume key responsibilities within the installation/implementation process. The table below outlines responsibilities for partners who hold this competency.

Capability	Description	Responsibility
Installation	Hardware installation services (Rack, stack, cable, label, and trash disposal)	✓
Implementation	Install and configure system software, develop project documentation and deliver a knowledge transfer	✓
SW Upgrades	Upgrade existing firmware and software (if no BIN file changes are required), SRDF, and Timefinder.	✓
HW Expansion	Installation and implementation of additional hardware for an existing configuration. Hardware changes require BIN file modifications, which may only be performed by Dell Technologies.	✓
Migrations (non-IDM)	Detailed analysis and planning for migrating data via SRDF or Open Replicator from an existing environment to the target environment leveraging tools best suited to the product set	Dell Technologies Only See complimentary offers section
Co-deliver	Partners can co-deliver on select products which allows partners to supplement their capabilities by taking advantage of pre-defined services, tested deployment tools, and efficient project management so that they can focus on activities their customers value most. Please visit the Partner Portal to learn more.	Available

Devices Moves & Recertification	Relocate a previously installed device to a new location and recertify device for Dell Technologies Support	Dell Technologies Only
Health Checks	Best practice product analysis of customer's environment to maximize performance, utilization and uptime.	Dell Technologies Only
Data Erasure	Service overwrites physical storage data with a pattern of characters and random data in one or more iterations to render the underlying data unreadable.	Dell Technologies Only

Complementary Dell Technologies Deployment Offers

Partners who hold services delivery competencies can maximize services revenue and benefits by including complimentary Dell Technologies deployment services in their offerings, providing customers with an end-to-end solution.

Offering Model Number	Offering Name
Regional – Please Check Ordering System	ProDeploy for Campus Networking
Regional – Please Check Ordering System	ProDeploy Plus for Campus Networking
Regional – Please Check Ordering System	CoDeliver
Regional – Please Check Ordering System	Standard flexible scope services for 4 hour remote or 8 hour onsite blocks Additional Deployment Time
Regional – Please Check Ordering System	Residency for Networking, Operational, 1 Month Residency for Networking, Transitional, 1 Month Residency Services

Resources

Dell Technologies Services on Partner Portal	Learn the latest about Dell Technologies Services including resell offerings, rebates, incentives, training and delivery opportunities to grow your profitability
Delivering Services on Partner Portal	Learn about available services competencies, the benefits of delivering services and how to become a services delivery enabled partner.
Channel Program Information	A high-level overview of this year's program, including requirements, benefits and what's new.
Steps to Service Delivery Enablement	Please review the " Getting Started with Services Delivery Enablement " document to learn more about the Dell Technologies Channel Services requirements and application process
Services Delivery Requirements for Deployment	Detailed data sheet outlining specific requirements by region for becoming authorized by Dell Technologies to deliver deployment services.
Services Delivery Operations Guide	Outlines the steps and resources available for delivering deployment services.
Service Offering Index	The Services Offering Index is a searchable catalog of Dell Technologies Storage Deployment Services and includes offer descriptions and collateral
Dell EMC Technical Support	Find product documentation, services product support bulletins, knowledge base articles (KBAs), technical advisories, as well as TechDirect , MyService360 and CloudIQ .
Delivery Tools & Resources	Access delivery tools and resources designed to reduce the time to deliver services for products that you have become authorized to deploy.

Visit the partner portal to [learn more](#) about Dell Technologies Services or [contact](#) the Dell Technologies Channel Services Helpdesk for more information.

The information contained in this presentation is proprietary and considered Dell Technologies Confidential information. THIS INFORMATION IS BEING PRESENTED FOR INFORMATIONAL PURPOSES ONLY AND ADDITIONAL TERMS AND CONDITIONS APPLY TO YOUR PARTICIPATION IN ANY OF THE PROGRAMS PRESENTED HEREIN. Dell Technologies reserves the right to modify the terms of the Program and/or eligibility requirements applicable to the Program at any time or to terminate the Program at any time at its sole discretion. THESE MATERIALS MAY CONTAIN TYPOGRAPHICAL ERRORS AND TECHNICAL INACCURACIES. THE CONTENT IS PROVIDED AS IS, WITHOUT EXPRESS OR IMPLIED WARRANTIES OR GUARANTEE OF ANY KIND. In this document, "Dell Technologies" refers to the sales teams within the business units previously referred to as "Dell" and "Dell EMC", and excludes the sales teams within the Dell Boomi, Pivotal, RSA, Secureworks, Virtustream, and VMware business units. Copyright © 2019 Dell Inc. and EMC Corp. Dell is a trademark of Dell Inc. and EMC is a trademark of EMC Corp. Dell Technologies is a trademark of Dell Inc. Dell and EMC disclaim any proprietary interest in the marks and names of others. Reference Number: H17936

DELLTechnologies
PARTNER PROGRAM