

REQUIREMENTS FOR DELL EMC POWERSTORE 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: [ISM or relevant Associate level qualification](#)
4. Master services competency in data center virtualization (Highly recommended)
5. VMware Advanced or VMware Principal Partner (Highly recommended)

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)	Specialist - Implementation Engineer, PowerStore Solutions Version 1.0
Previous Requirement (N-1)	NA

*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-PSIPMENGPTTRILT	PowerStore Implementation Engineer – Partners (Classroom)	40 Hrs + ISM (40 Hrs)	https://education.dell EMC.com/content/emc/en-us/csw.html?id=933229828
MR-7MM-PSIPMENGPTTRVILT	PowerStore Implementation Engineer – Partners (Stream)	21 Hrs + ISM (40 Hrs)	https://education.dell EMC.com/content/emc/en-us/csw.html?id=933229829

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

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

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
PowerStore Sizer	Sizing	https://powerstoresizer.emc.com	Receives user input for performance and capacity variables to create PowerStore configurations to ensure we are selling customers the right configuration.
Power Calculator	Sizing	Powercalculator.emc.com	Provides power and cooling of Trident, based on the exact sale configuration instead of the maximum power and cooling provided by product guide
Network Validation Tool	validation	https://psapps.emc.com/central/solutions	Validate if customer network meets installation requirements
PowerStore Designer	Configuration	https://psapps.emc.com/central/solutions	Configuration tool to: examine existing configurations (extracted from config capture); create new PowerStore configurations

Deployment Services Partner Delivery Responsibilities for PowerStore

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 for PowerStore (if no BIN file changes are required), SRDF, and Timefinder. Note: PowerMax OS and VMAX AFA OS upgrades are a Dell Technologies Delivered Service only if BIN file changes are required.	Dell Technologies Only See complimentary offers section
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	✓
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.	✓
Devices Moves & Recertification	Relocate a previously installed device to a new location and recertify device for Dell Technologies Support	Dell Technologies Only See complimentary offers section
Health Checks	Best practice product analysis of customer's environment to maximize performance, utilization and uptime.	Dell Technologies Only See complimentary offers section
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 See complimentary offers section

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

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.

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