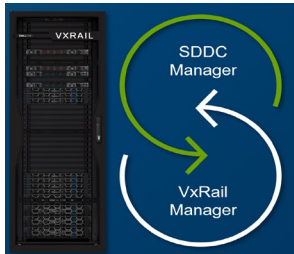


REQUIREMENTS FOR DELL EMC DTCP – VCF ON VXRAIL DEPLOYMENT



Overview

This document outlines the requirements for Dell Technologies partners interested in earning a Services Delivery Competency for [Dell technologies Cloud Platform -VCF on VxRail](#) 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. [Hold a VxRail Deployment Competency](#)
4. Complete the [Technology Vendor Form](#) to list your VMWare Partner status
5. VMWare Principal or Advanced Partner with following [Master Services Competency's](#)
 - a. VMWare Master Services Competency in Data Center Virtualization
 - b. VMWare Master Services Competency in Network Virtualization
 - c. VMWare Master Services Competency in Cloud Management and Automation 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)	VCF on VxRail Assessment Test Version 2
Previous Requirement (N-1)	VCF on VxRail Assessment Test Version 1

*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-VCFVXRAILONDEMAND	VCF on VxRail On-Demand	11hrs	https://education.dellemc.com/content/emc/en-us/csw.html?id=933229922

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
	VCF 3.9.1 on VxRail 4.7.410 Recorded Knowledge Transfer	2.5hr	https://education.dellemc.com/content/emc/en-us/csw.html?id=933230749
	VCF 4.0.1 on VxRail 7.0 Recorded Knowledge Transfer	3,0	https://education.dellemc.com/content/emc/en-us/csw.html?id=933230749

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
MR-8WN-ESGB5357	VCF on VxRail Best Practice Customer Demo		
MR-8WN-ESGB8415	VCF on VxRail Virtual Bootcamp		



Dell Technologies Cloud Platform Implementor 2020

Earners of this badge are recognized as having the skills to implement vSphere infrastructure along with VxRail appliance as part of the Dell Technologies Cloud Platform solution. Using best practices to provide a powerful, flexible, and secure foundation for business agility that can accelerate the transformation to cloud computing.

For more information on being recognized as a Solution Certified Cloud Platform Implementer resource review [how to share your certification badges](#) on the Partner Academy site

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
Deployment WorkBook	Planning	https://psapps.emc.com/central/solution/DeploymentWorkbook	The Deployment Workbook is a basic excel-based spreadsheet used to document the PS project installation parameters and to facilitate the hand-off of information between the different roles with the sales and professional services organization
VMware Cloud Foundation on VxRail Planning and Preparation Guide	Planning	https://www.dell.com/resources/en-us/asset/technical-guides-support-information/products/converged-infrastructure/vmware_cloud_foundation_on_vxrail_planning_and_preparation_guide.pdf	Outlines the planning and preparation that needs to be undertaken before commencing with the product deployment.
VMware Cloud Foundation on VxRail Architecture Guide	Planning	https://www.dell.com/resources/en-us/asset/technical-guides-support-information/products/converged-infrastructure/vmware_cloud_foundation_on_vxrail_architecture_guide.pdf	Introduces the architecture of the VMware Cloud Foundation on VxRail solution
Solve Deployment procedures	Deployment	https://solveonline.emc.com/solve/	VMware Cloud Foundations for VxRail (VCF) Procedures for Deployment and upgrades

Deployment Services Partner Delivery Responsibilities for DTCP – VCF on VxRail

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	VxRail Hardware installation services (Rack, stack, cable, label, and trash disposal)	✓
Implementation	Implement VxRail Network Infrastructure, Build VxRail Cluster and Deploy Cloud Builder, VCF Management Domain and VCF Workload Domains	✓
SW Upgrades	Lifecycle Management (LCM) enables you to perform automated updates on Cloud Foundation services (SDDC Manager and internal services), VMware software (NSX for vSphere, vCenter Server, ESXi, and vRSCLM), and Dell EMC VxRail in your environment	✓
HW Expansion	VxRail Node Expansion	✓
Migrations (non-IDM)	Migrations to VxRail using VMotion or alternative host-based migration tools	✓
Devices Moves & Recertification	Relocate a previously installed device to a new location and recertify device for Dell Technologies Support	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
VMware PSO	vRealize integration Service Offerings from VMware <ul style="list-style-type: none">• Service blueprints for IaaS• Infrastructure integration• Application suitability analysis Migration of operational roles and processes
	Hardware node expansions or component upgrades (APOS)
	Stretched Clusters (POS)
	Data Domain Virtual Edition (DDVE)
	Data Protection Suite for VMware (DPS4VM)
	RecoverPoint for Virtual Machines (RP4VM)

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.