

# F5 & HashiCorp

SMOKE THE COMPETITION



# CONGRATULATIONS

## LEADERBOARD

Name	Partner	Total Points
Colby Canutt	Optiv	1600
Justin Stevens	Bridge Data	1600
Steve Whitaker	WWT	1400

# Checkpoint 4 - Review

**Question:** How much money can a SE earn for each qualified customer Shape POC?

Answer - \$1500.00

**Question:** What are the three HashiCorp products that are part of HashiCorp's Zero-Trust strategy?

Answer: Vault, Consul, Boundary.

# F5 & HashiCorp

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# We have assembled a unique portfolio of assets to deliver adaptive applications

1

Simplify traditional  
app delivery for  
multi-cloud



Legacy Monolithic Apps

2

Enable modern app  
delivery at scale



Modern Apps

3

Secure every  
app anywhere



App Abuse and Fraud

4

Unlock the value  
of app insights



Loyal Customers

5



Edge 2.0 Platform  
Distributed Cloud App Services

## Multi-cloud application delivery and security services

# F5 – Distributed Cloud Platform

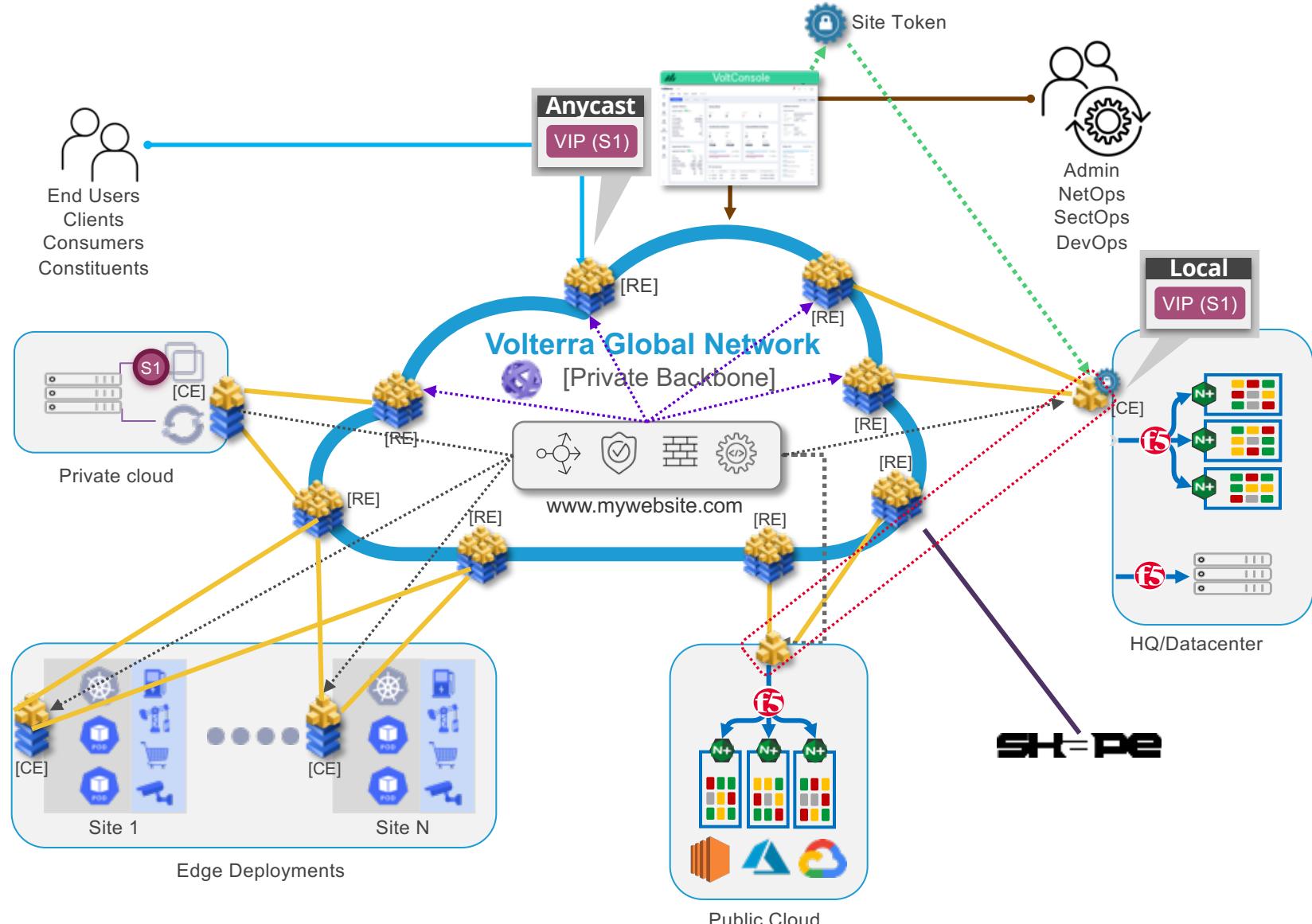
Edge 2.0 – Fast, Secure, Global

## Delivering Business Outcomes:

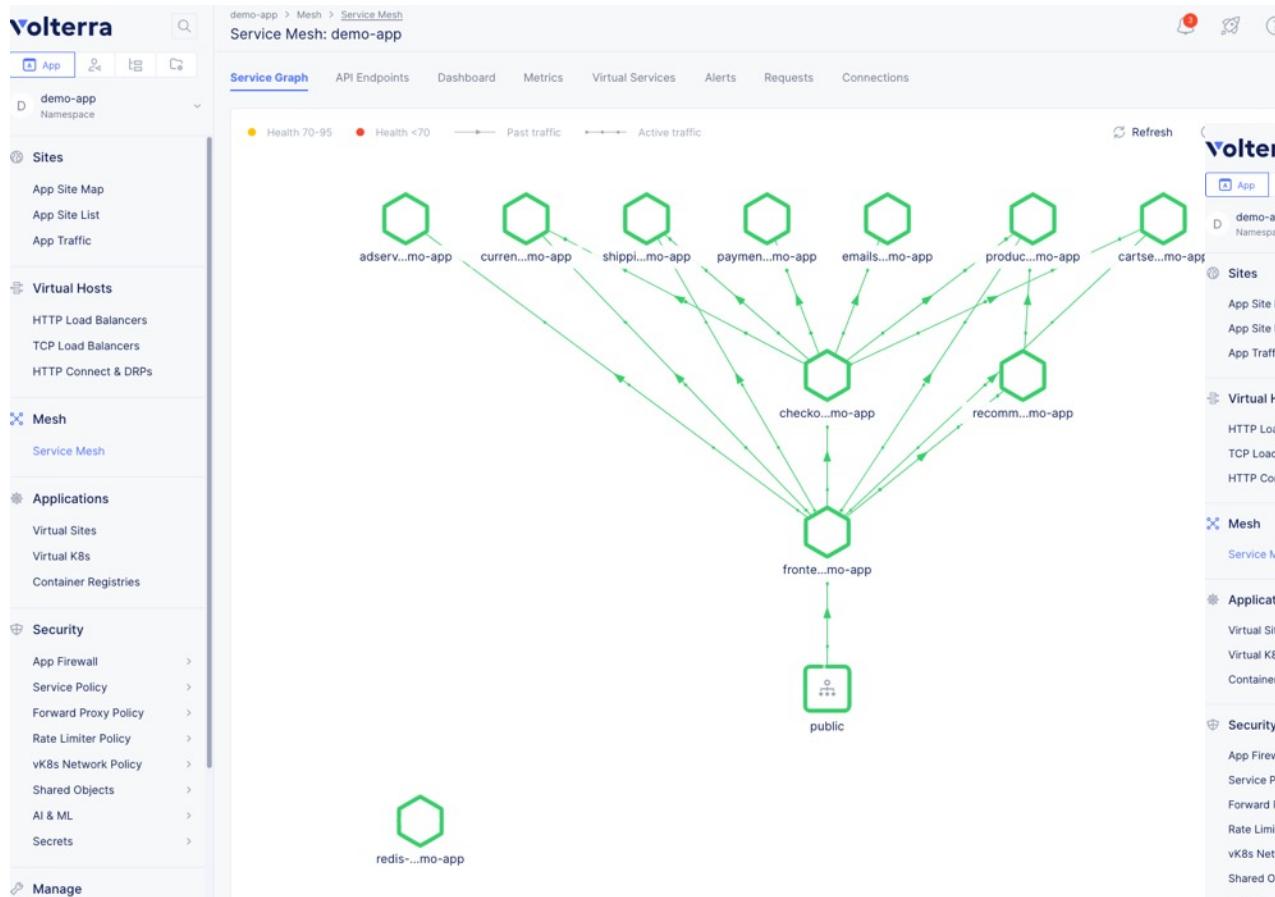
- Reduce Operational Complexity
- Reduce Deployment Time
- Enhance User Experience

## Common Use Cases:

- WAFaaS and LBaaS
- IP Overlap, M&A - Anycast
- Cloud Migration & App Portability
- Global Scale & Edge Services

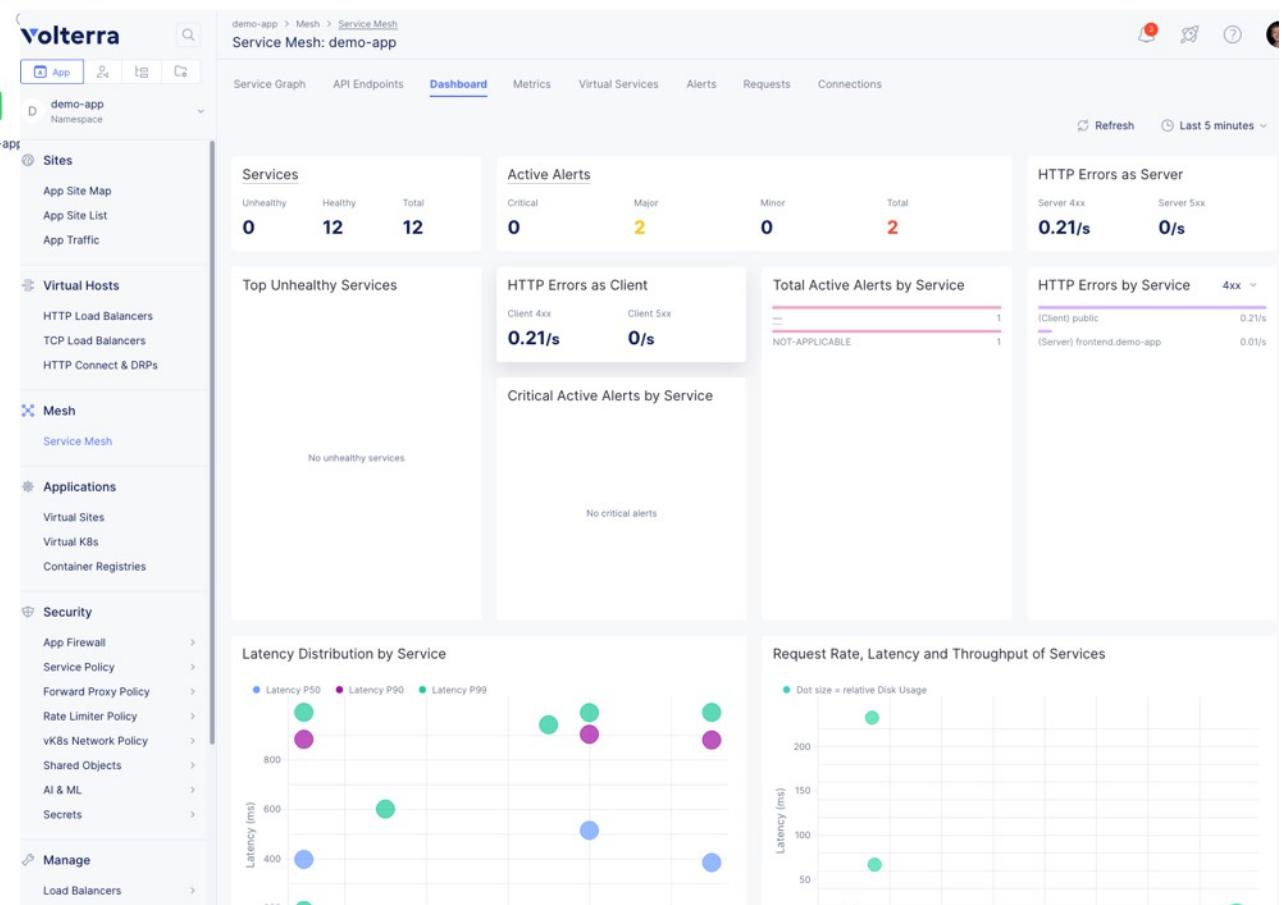


# Application Visibility



## Micro Services Graph

## Dashboard for Application Health



# Working together

<https://github.com/volterraedge/terraform-provider-volterra/tree/main/examples>

volterraedge / **terraform-provider-volterra** Public

< > Code Issues 22 Pull requests 2

registry.terraform.io/providers/volterraedge/volterra/latest

Apps Adaptive Apps Sal... Office of the CTO... AMER Events & W... World's Biggest D... SME Communities DevOps Tools

main ▾ **terraform-provider-volterra / examples /**

madhukar32 Intial terrafor-provider-volterr source code

..

fleet

ns

nw\_fw

view\_sites

webapp

volterraedge / app-delivery-network  
Volterra Terraform Module for App Delivery Network Use-Case  
5 months ago ~900 volterra provider

volterraedge / web-app-security  
Volterra Terraform Module for Web App Security Use-Case  
6 months ago ~800 volterra provider

volterraedge / secure-k8s-gateway  
Volterra Terraform Module for Secure k8s Gateway Use-Case  
6 months ago ~300 volterra provider

<https://registry.terraform.io/providers/volterraedge/volterra/latest>

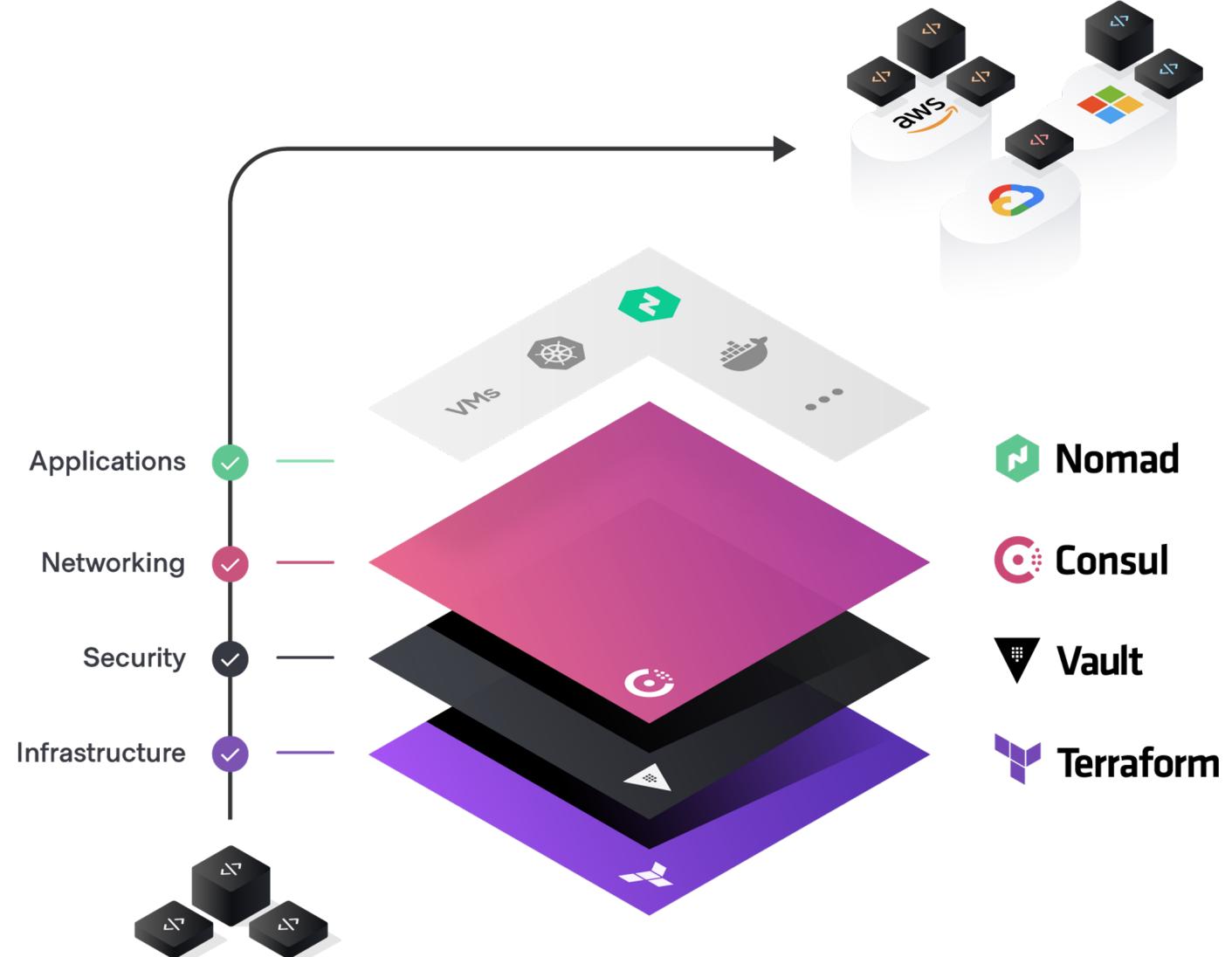
# F5 & HashiCorp

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# Delivering app workloads consistently





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# What we hear from customers



## Skills

“We don’t have the operational expertise”



## Velocity

“It takes too long for our teams to get started”

“Adopting a cloud operating model is foundational, but...”



# Flexible deployment options for multi-cloud automation



## Software

Customer Managed



## Cloud Service

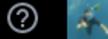
HashiCorp Managed



Running On-Premises  
or In the Cloud



Running As a Service  
In the Cloud



# Push-button deployment

Accelerate cloud adoption.

Vault / Create cluster

## Create a Vault cluster

Create a Vault cluster on a HashiCorp Virtual Network. Deploying Vault clusters is free during beta and does not count toward billing credits.

Cluster ID  
vault-cluster

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### HashiCorp Virtual Network

Your HashiCorp Virtual Network will be utilized by your cluster. This will associate the cloud provider and region from the HashiCorp Virtual Network for your cluster's deployment.

hvn | aws | Oregon (us-west-2)

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### Choose a tier

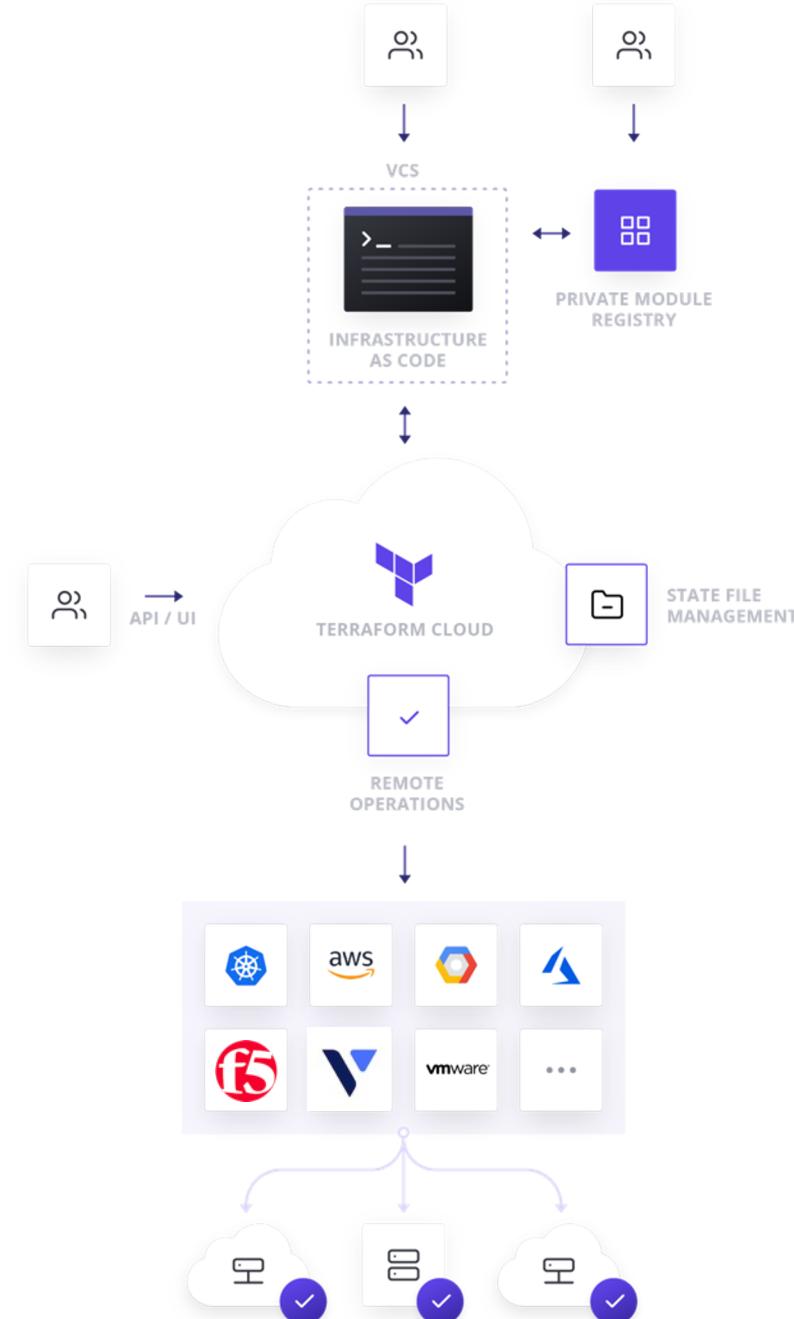
We recommend starting with Standard for most production clusters. You can change this option later.

<b>Standard</b> Get started with Vault Enterprise, including performance replication. ✓ Enterprise account support ✓ 3-node HA cluster ✓ Unlimited namespaces ✓ Storage snapshots	<b>Development</b> Perfect for small projects and proof-of-concept testing. ✓ Vault Enterprise ✓ Single cluster only ✓ Monitoring
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# One multi-cloud workflow

Enable multi-cloud flexibility.





# Fully-managed infrastructure

Increase productivity  
and reduce cost.

Overview HashiCorp Virtual Network Resources Consul Vault Terraform Settings Access control (IAM) Billing

vault-cluster-standard vault-cluster-standard Overview Snapshots Cluster

Get started with Vault

Ready to learn more about best practices? Start with our Learn and Docs sites.

[Common Vault Setup Tasks](#)

[Vault Operation Tasks](#)

[Multi-tenancy with Namespaces](#)

[Vault documentation](#)

Vault configuration

State	Running
Version	v1.7.0
Namespace	admin
Cluster URLs	Private
	Public
Configuration	Default
Generate admin token	+ Generate token
Audit logs	<a href="#">Access audit logs</a>

Security

Seal Vault [Seal this cluster](#)

# HCP Vault Learn and Certification



Use that \$50 credit to Learn Vault:

**Getting Started with HCP Vault:** <https://learn.hashicorp.com/collections/vault/cloud>

Then get Certified: <https://www.hashicorp.com/certification/vault-associate>



## HashiCorp Cloud Engineer Certifications

As a Cloud Engineer specializing in DevOps, IT, Security, or Development, you can use the HashiCorp certification program to earn formal, industry accepted credentials that validate your technical knowledge. Each certification program tests both conceptual knowledge and real-world experience using HashiCorp multi-cloud tools (Terraform, Vault, Consul, Nomad). Upon passing the exam, you can easily communicate your proficiency and employers can quickly verify your results.

Read about the [Terraform Associate](#), [Vault Associate](#), and [Consul Associate](#) exams

### Stay informed

Sign up to be notified with updates to the HashiCorp Product Certifications program and to receive news and information about HashiCorp products.

Keep me posted

Submit

I agree to HashiCorp's [Privacy Policy](#).\*

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## SMOKE THE COMPETITION CHECKPOINTS

- 7/22 - Kickoff Call**
- 8/12 - Mitigate OWASP Top 10**
- 9/02 - NGINX KIC**
- 9/23 - Bots & App Fraud**
- 10/14 - Putting it all together**



Complete  
the  
challenge

## How to SMOKE THE COMPETITION

<b>Activity/Task</b>	<b>Points Earned</b>
Attend Checkpoint Calls	200 / Call
Complete a Task (Two per checkpoint)	100 / Task
Register PIO Opportunity by 11/03	500 / Opportunity
Close PIO Opportunity by 11/03	1,000 / Opportunity



Join the  
leaderboard  
and get paid

\$\$\$

- 500 Points – Register an opportunity by 11/3
- \$200 – Shadow a meeting to discuss opportunity
- 1000 Points – Book the deal by 11/3
- \$500 – Host a customer workshop

# F5 & HASHICORP VIRTUAL TECHFAIR

**Save the Date**

**Nov 4th, 2021 – 11am- 1pm PST**

**Join the  
fun**