

F5 & HashiCorp

SMOKE THE COMPETITION



CONGRATULATIONS

LEADERBOARD

Name	Partner	Total Points
Dave Unger	InterVision	800
Justin Stevens	Bridge Data	800
Colby Canutt	Optiv	800

Checkpoint 2 - Review

Question: Question – By using Terraform to apply an updated WAF policy, we were able to increase OWASP Compliance from a 2/10 to a X/10? What is X?

Answer: 5X

Question: What is an easy CLI command to look at the Consul Logs?

Answer: Consul monitor

Call To Action

SE All Stars
Partner SE Incentive
FY21



The SE All Stars incentive rewards Partner SE's for enablement achievement and demonstration of skills!

What does this mean for Partner SEs?

- Earn \$200 per meeting shadowed
- Earn \$200 for each partner led demo (including virtual)
- Earn \$250 for hosting a customer-facing workshop (including virtual)
- Earn points for each skill confirmed into a qualified account to achieve higher program status and bonus kicker payouts!

Points Bonus

- Earn 1 point per Skill (shadow, demo, customer workshop) demonstrated and confirmed into a qualified account
- Points accumulate to drive Partner SEs higher on the list of SE MVPs that F5 account teams can reference, as follows:
 - 1-4 points = Rookie Status
 - 5-9 points = Starter Status
 - 10+ points = All Star Status
- F5 will also track and publish the product focus of deals partner SEs perform these skills into to further designate their specialty(ies)
- Partner SE's earn bonus kickers for achieving these Program Status as follows:
 - Reach Starter status and receive a \$200 "Starter bonus"
 - Reach All-Star status and receive a \$400 "F5 All Star bonus"
 - Reach All-Star status and be the highest point earner to become the SE MVP and win a gift valued at \$1000 (In case of tie, \$1000 will be split equally between recipients)

How do Partner SEs take advantage of this opportunity?

- Partner registers new SSLo, Adv WAF, NGINX, F5CS or Shape opportunity
- Once deal registration is approved, Partner sets-up customer meeting (inclusive of local F5 sales team)
- Partner SE attends meeting to "Shadow" F5 Field SE and provides recap of meeting to F5 Channel SE for approval
- Partner can also opt to lead the customer demo and/or host a Customer-Facing Workshop on SSLo, Adv WAF, NGINX, F5CS or Shape (min. 8 attendees) to earn more
- Each skill confirmed earns points towards higher program achievement and bonus kickers
- Program funds are limited, so act fast to earn!

Click for details

\$250 - Host Customer Workshop

1. OWASP Top w/[AWAF](#), Zero Trust w/[Shape](#), Encrypted Threats w/[SSLO](#), Mod Apps w/[NGINX](#)
2. F5 provides Hands-on Lab and Content
3. Invite your customers (min 8 customers)

\$200 - Host Customer Meeting with F5

1. Target attendees to follow-up meetings
2. Register an opportunity
3. Invite your F5 friends

\$200 – Demo Solution

1. Can be during initial meeting or follow-up meeting
2. Run live or recorded demo

\$500 – AppSec Discovery Scans

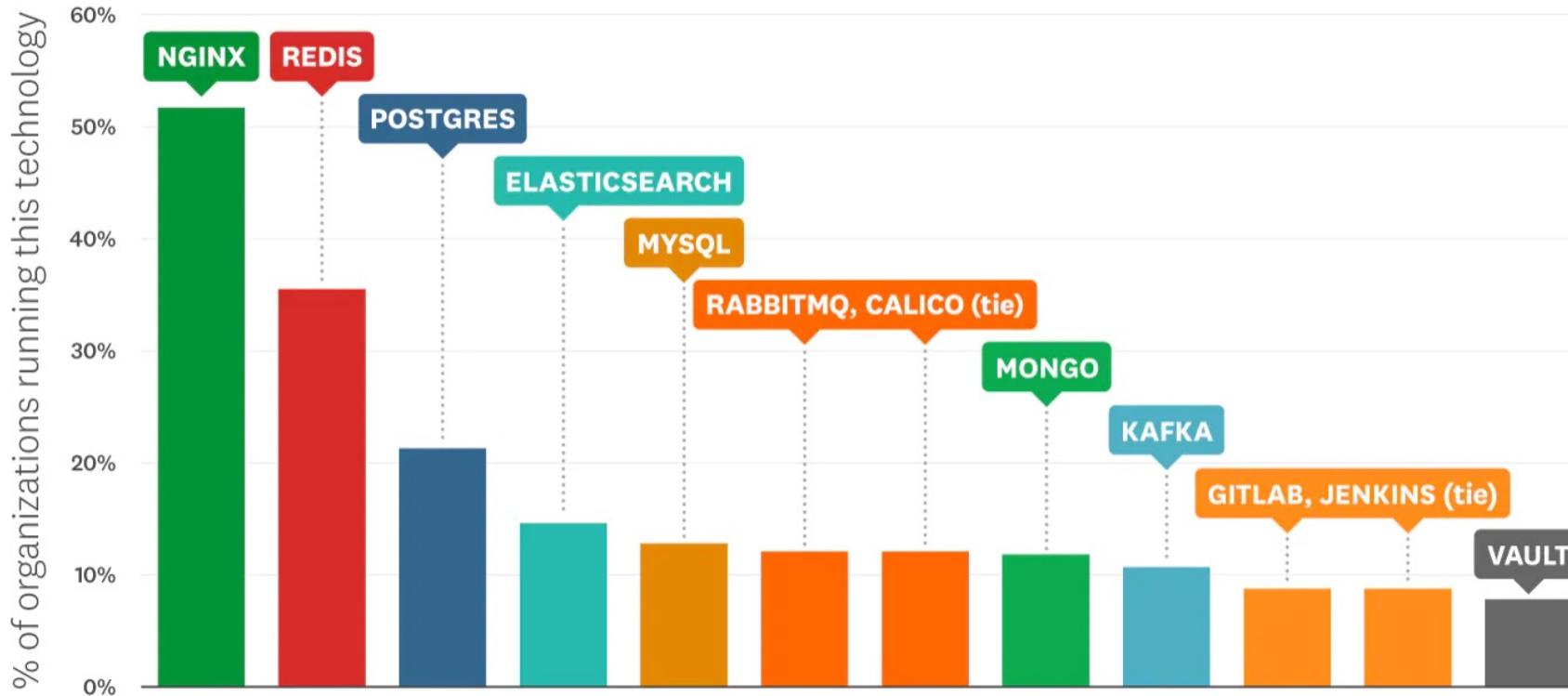
1. \$250 – NGINX Discover Engine resulting in High or Med opportunity
2. \$250 – Shape PDT resulting in High or Med opportunity

A photograph of a large stack of shipping containers under a blue sky with white clouds. The containers are stacked in several layers, creating a complex geometric shape. Many of the containers have the "MSC" logo on them. The colors of the containers vary, including yellow, red, blue, green, and purple.

What technology makes digital transformation possible?

Containers and Microservices

NGINX Adoption in Containers is Strong

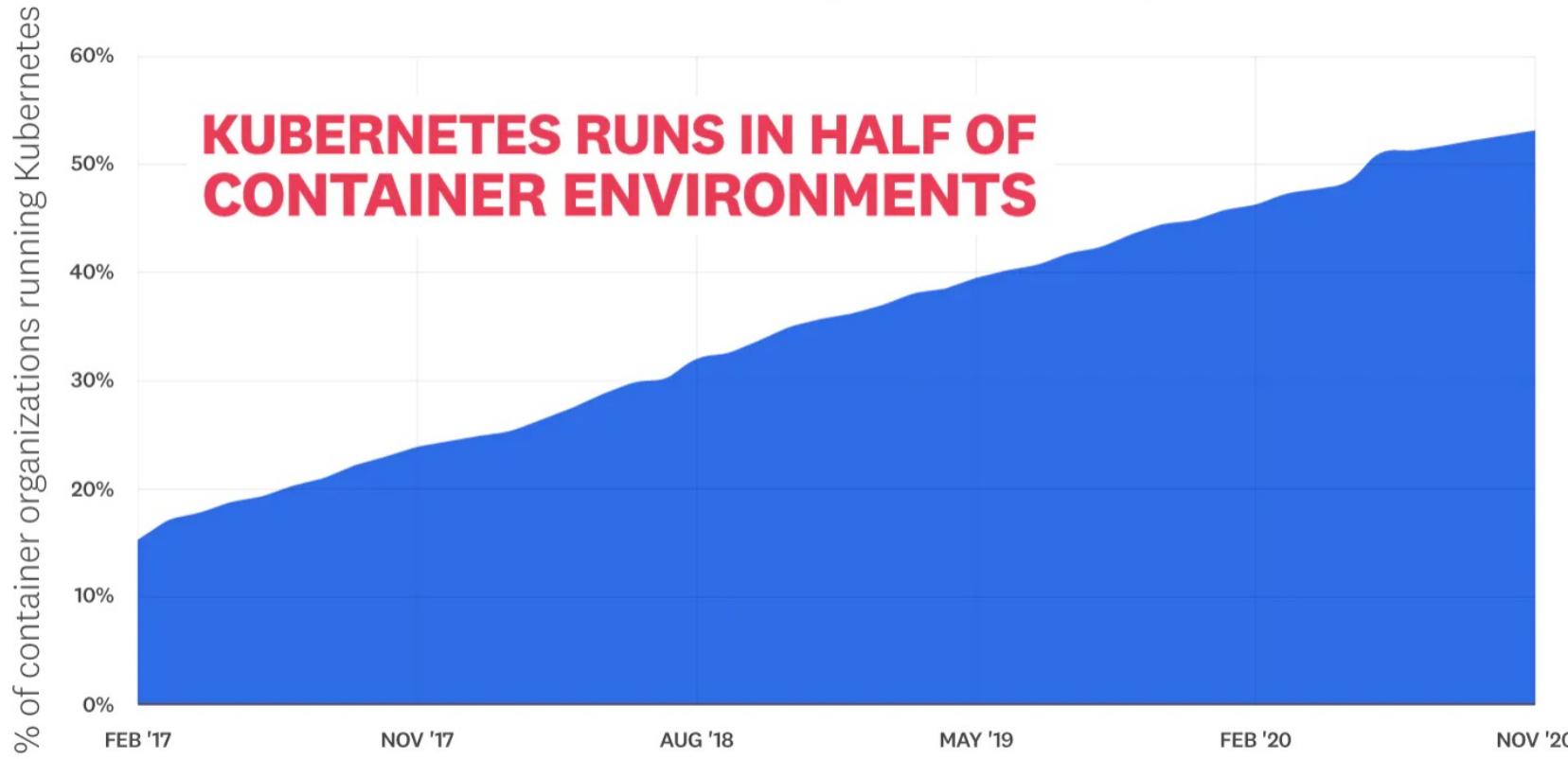


NGINX is the top off-the-shelf image running in containers

Source: Datadog

To Scale Containers, You Need Kubernetes

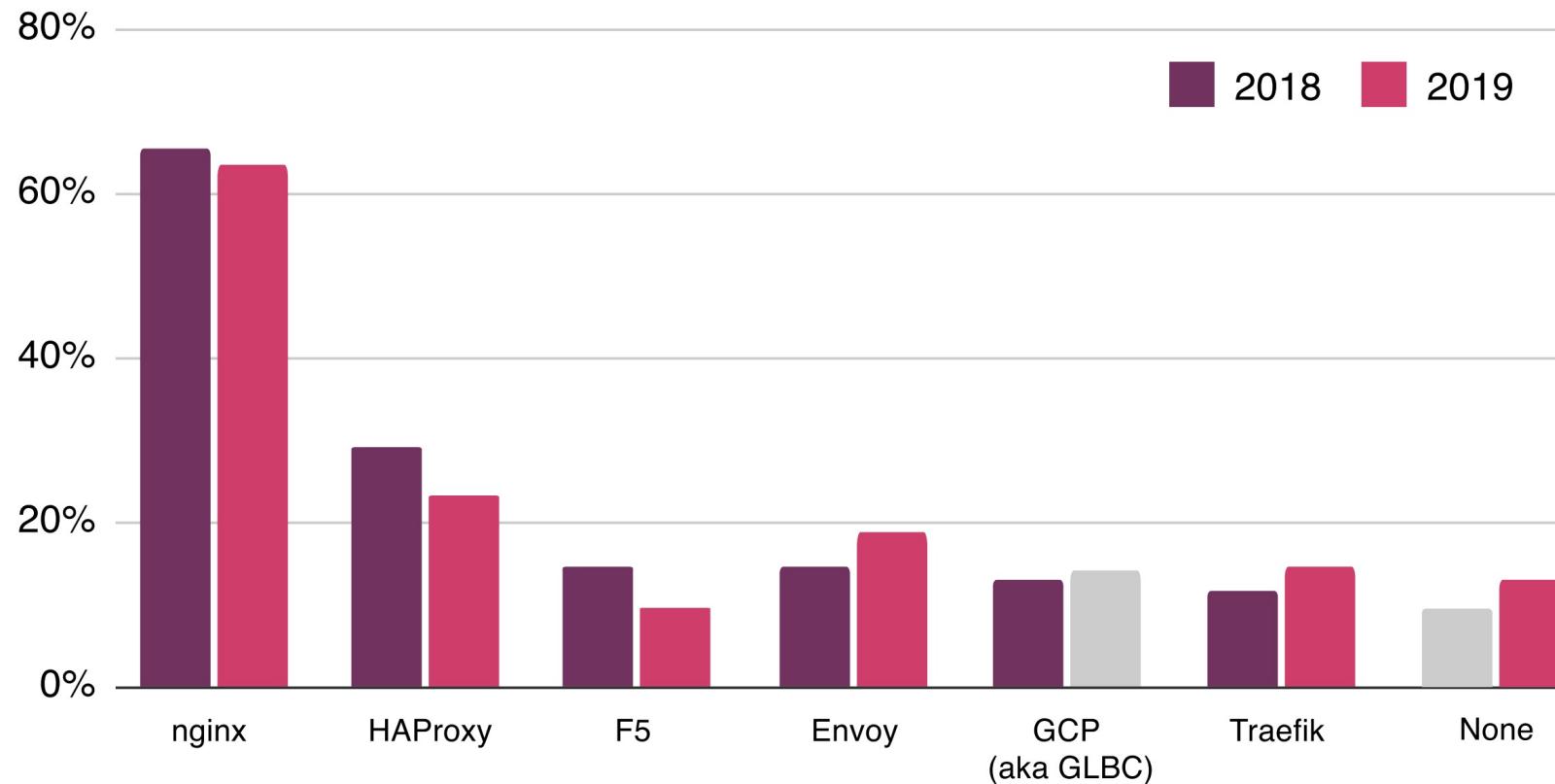
Kubernetes
8 letters
K8s



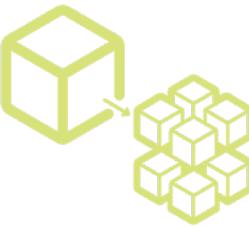
Kubernetes adoption has more than doubled since 2017

Source: Datadog

To Scale Kubernetes, You Need an Ingress Controller



NGINX has 62%
of the Ingress
Controller
market
(F5 + NGINX =
72%)

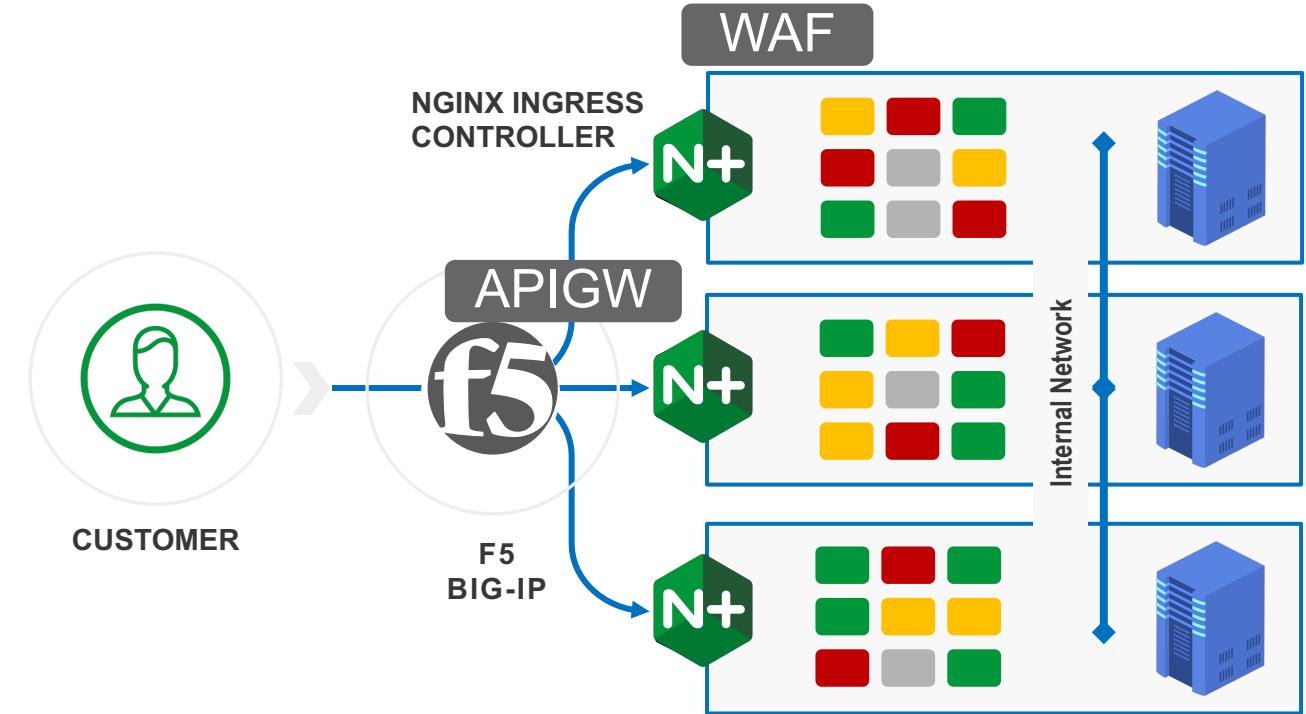


Get F5 To the Kubernetes Cluster

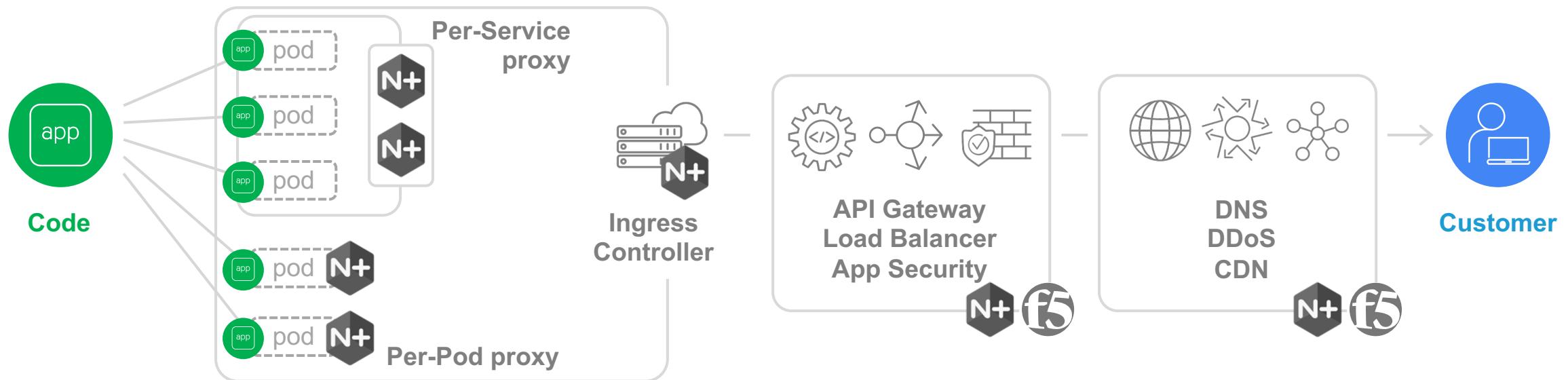
NGINX CAN FIND NEW WORKLOADS FOR YOU

BENEFITS:

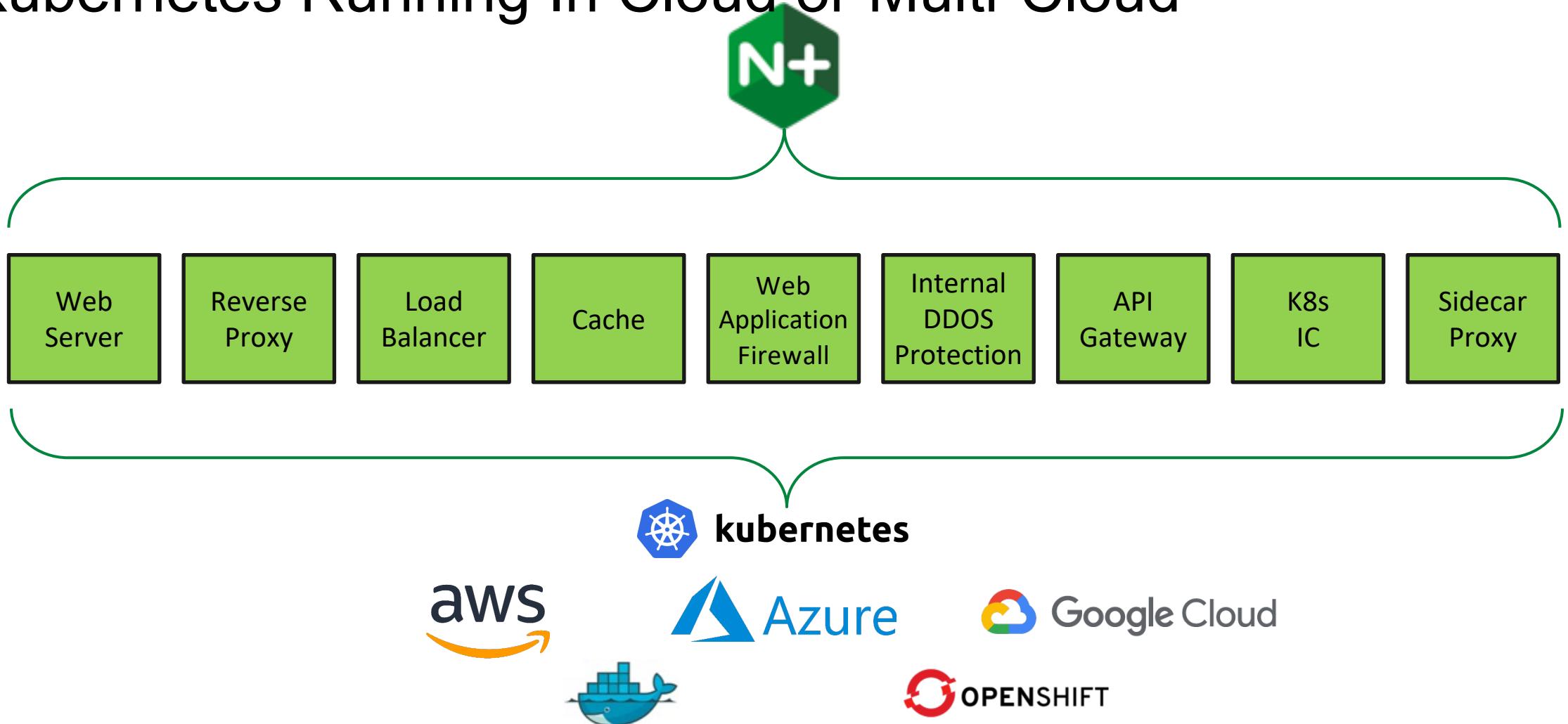
- Any K8 platform: bare metal, OpenShift, Public Cloud
- Accelerate deployments across pods
- Blue/Green and Canary Deployments Simplified
- N+ KIC can be containerized and deployed as pipeline artifact
- Opens Opportunity to Sell WAF/GW, etc.
- NSM for Mesh



Kubernetes Adds Several Locations to Deploy F5 + NGINX Application Services



NGINX Plus Allows You to Sell Additional Value in Kubernetes Running In Cloud or Multi-Cloud





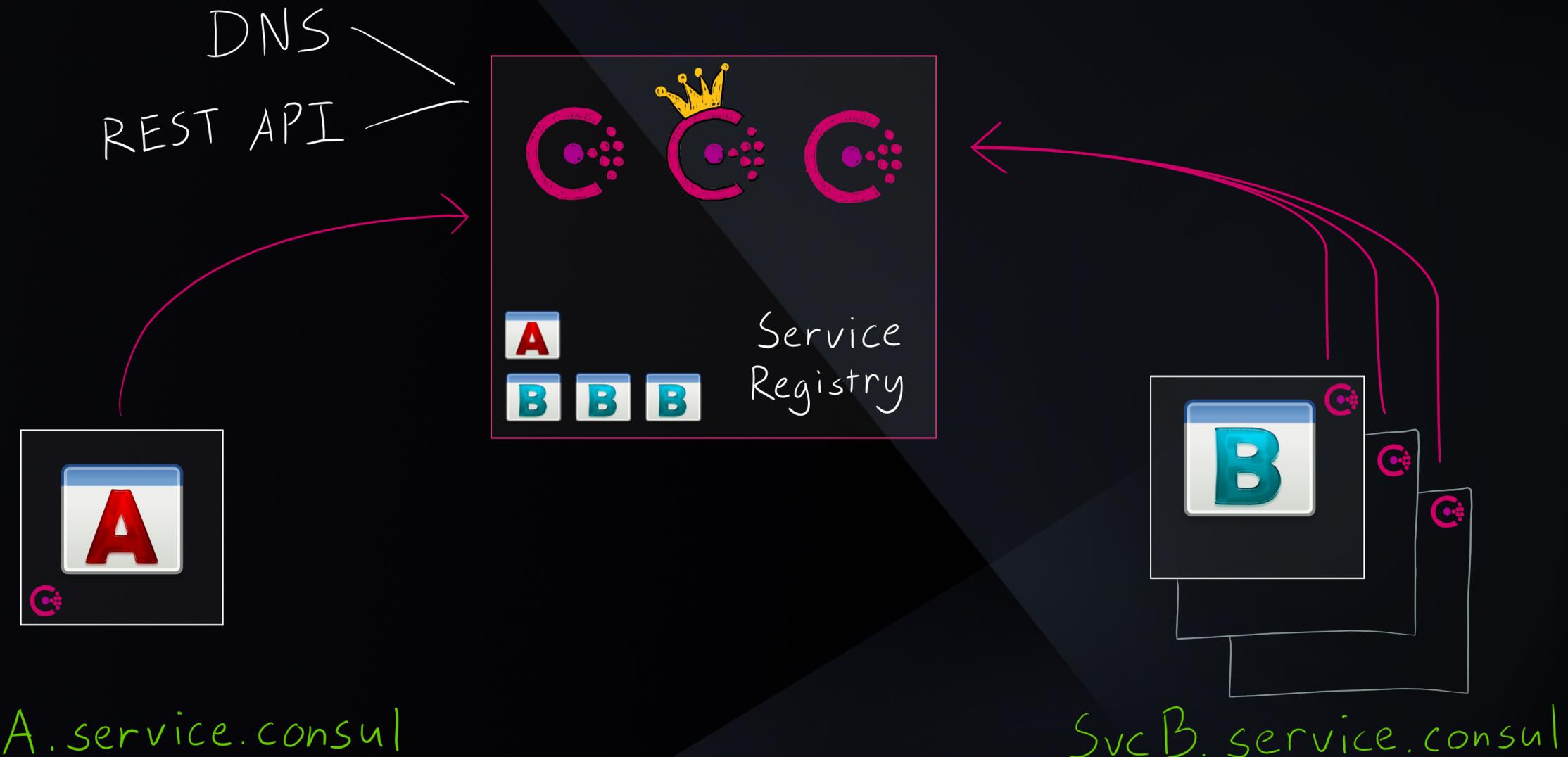
Consul Enterprise primary use-cases

Global Service Registry & Service Discovery

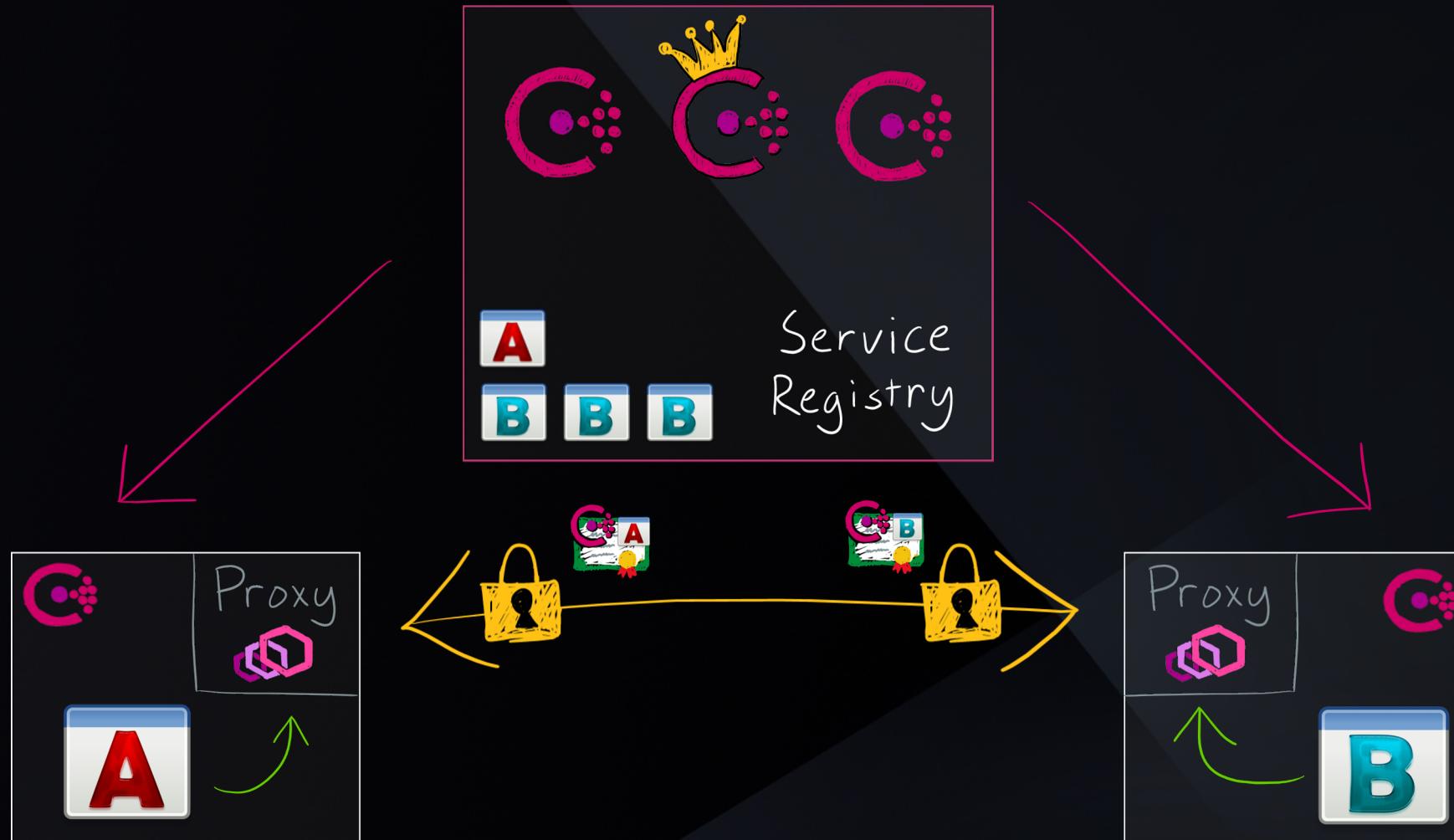
Service - Service communication (Mesh)

Network Infrastructure Automation

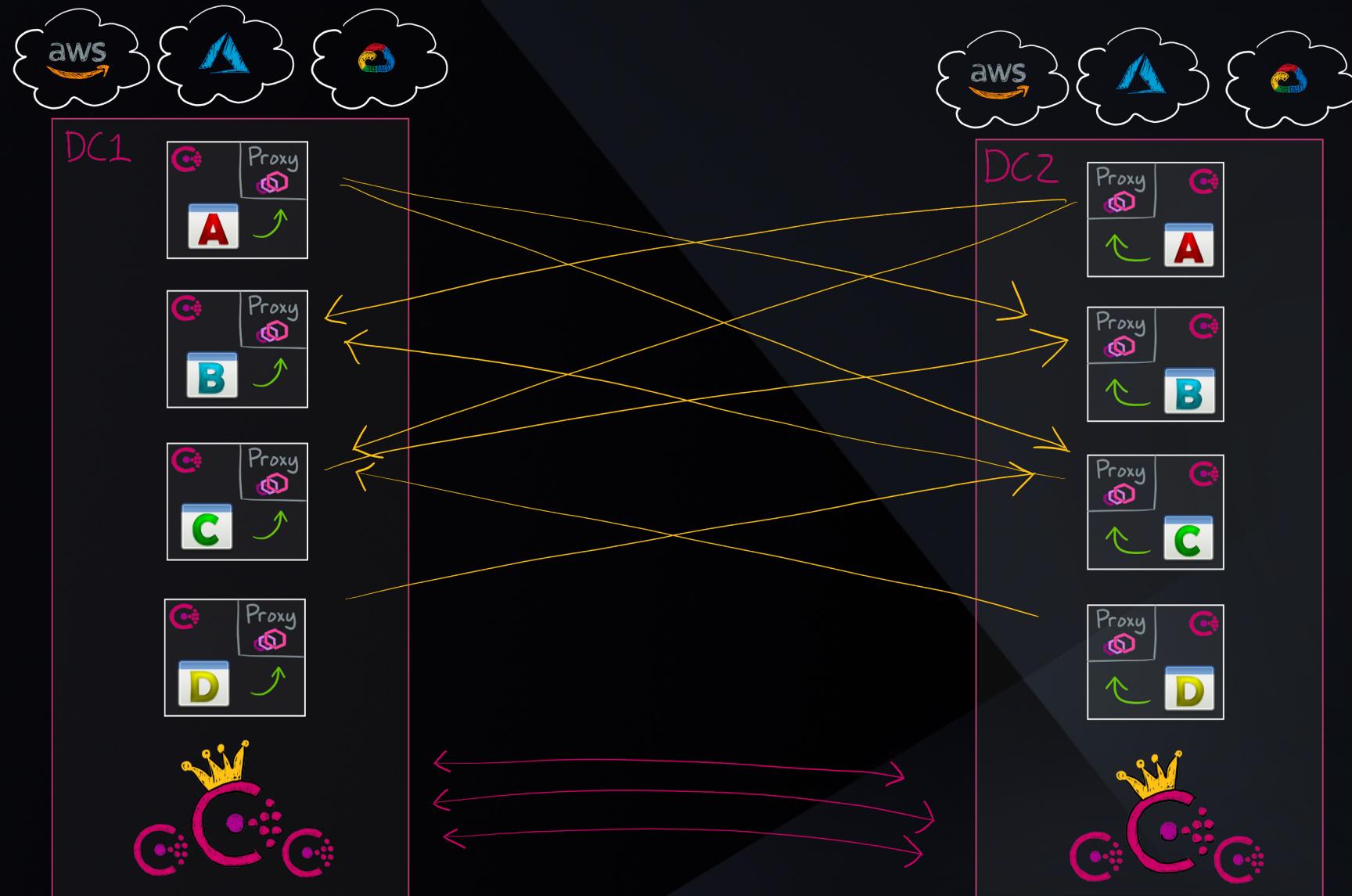
Consul Enterprise Service Discovery & Registry



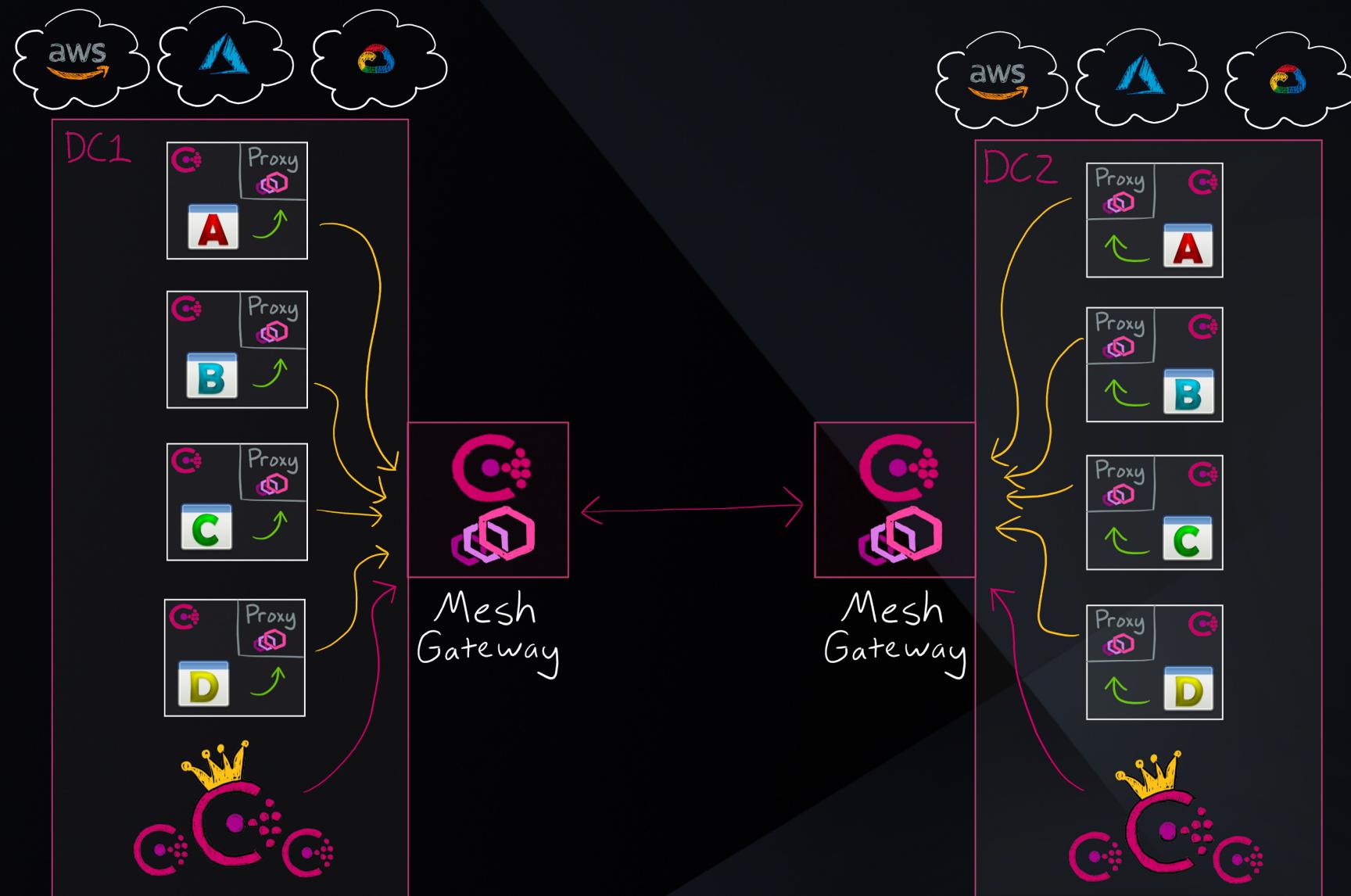
Consul Enterprise Service Mesh



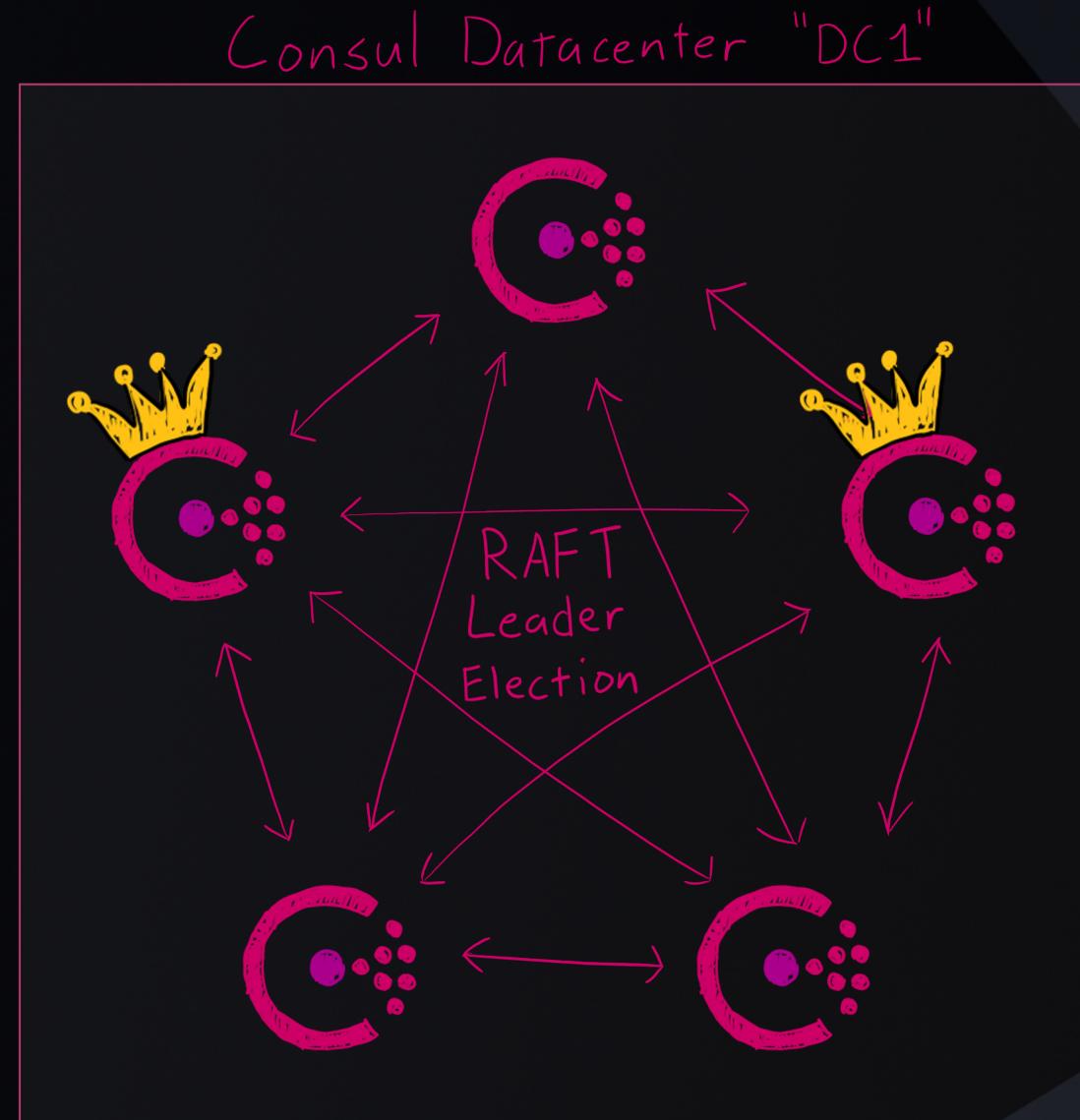
Connecting Disparate Networks



Connecting Disparate Networks



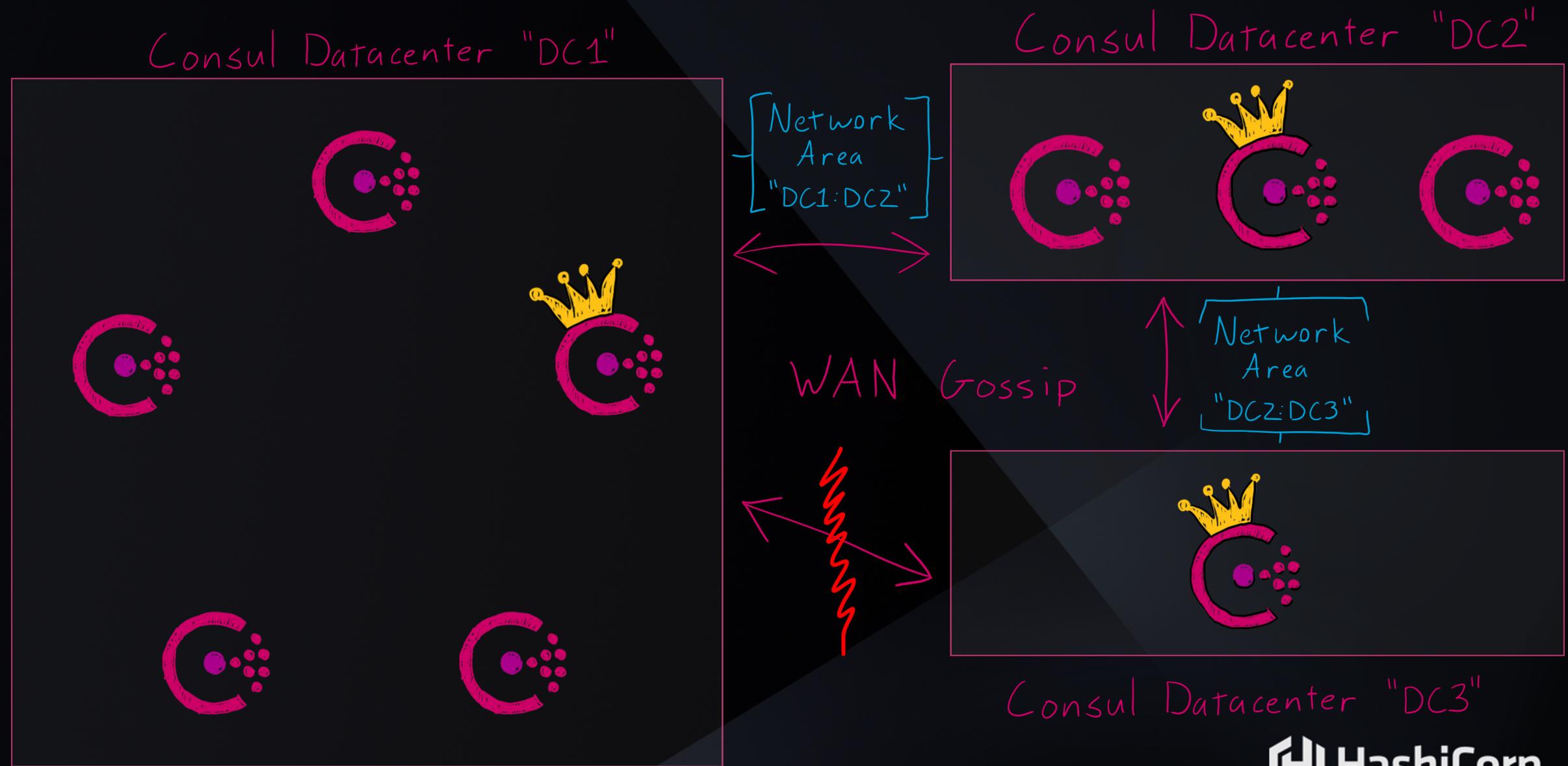
Consul Enterprise Server Architecture



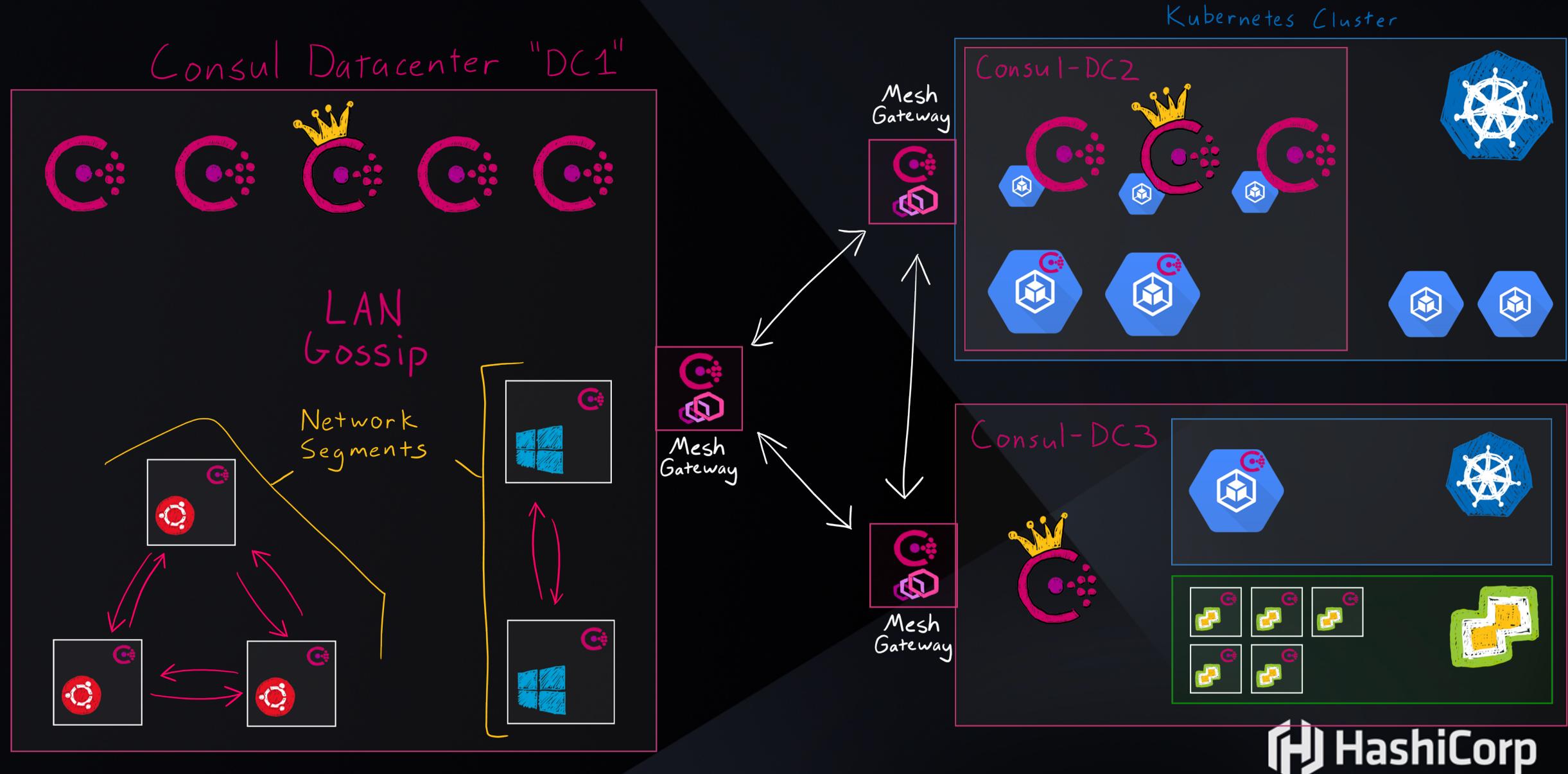
- A Consul cluster is called a “data center”.
- A Consul DC is made up of client nodes and server nodes.
- 3 to 5 server nodes per data center.
- A leader is elected amongst the servers.
- Consensus requires having a majority of servers.

<http://thesecretlivesofdata.com/raft/>

Consul Enterprise Cluster Federation



Consul Enterprise Client + Server Architecture



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SMOKE THE COMPETITION



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

F5 AND HASHICORP TECH FAIRS

- Bay Area
- Sacramento
- Portland



Join the
fun

How to SMOKE THE COMPETITION

Activity/Task	Points Earned
Attend Checkpoint Calls	200 / Call
Complete a Task (Two per checkpoint)	100 / Task
Register PIO Opportunity by 10/18	500 / Opportunity
Close PIO Opportunity by 10/18	1,000 / Opportunity

