General objective of a Level 3 is to teach sellers (both IBM and Business Partner sales and technical sales) how to demonstrate one or more of the values of IBM Cloud Satellite. Ideally doing so in a hands-on approach as much as possible. IBM Cloud Satellite, like many of the key IBM Cloud offerings, provide some unique challenges in providing a completely hands on demonstration environment. Specific to Satellite, the 2 main challenges are cost containment and time to provisioning things live. While it would be nice to give every seller the ability to provision their own Satellite location in cloud providers like AWS, Google, and/or Azure, it is not financially responsible to do so. In addition, provisioning times for Satellite Locations and Satellite-enabled cloud services (e.g. OpenShift, Redis, etc.) take more time than is reasonable for a live client demonstration. As such, the IBM Technology Zone (ITZ) environment used for this Level 3 utilizes pre-provisioned resources (Satellite Location, Satellite configurations, and OpenShift Clusters) that are shared by all users of the Level 3. Instructions are provided on how to leverage videos of the provisioning processes or how to use the IBM Cloud Portal and a baking show approach to demonstrating how resources were provisioned without actually provisioning new resources. Additionally, access to the pre-provisioned resources is restricted (via IBM Cloud Identity and Access Management (IAM)) to only those capabilities required to perform the tasks identified in the demonstration guide. Access is restricted to limit costs and prevent corruption of the environment that is shared by all users of the ITZ environment.

The ITZ environment can be utilized for actual client demonstrations as described in the Level 3 demonstration guide. However, this environment is not appropriate for client proof-of-concepts or the like. Other ITZ environments or IBM Cloud trial accounts are available for those types of activities.

1. Overview
   1. Training Objectives
   2. Sales & Technical Sales
      1. Demonstrate how a IBM Cloud Satellite location is provisioned using videos and/or “baking show approach” with the IBM Cloud Portal
      2. Using the IBM Cloud portal provide an overview
   3. Technical Sales (optional for Sales)
      1. Demonstrate how to create GitOps-based configuration to deploy a sample web application
      2. Demonstrate how changes to the code repository (GitHub) are automatically deployed to IBM Cloud Satellite managed OpenShift clusters
      3. *Hands-on demonstration of IBM Cloud Satellite command line capabilities*
   4. Environment limitations
      1. No ability to provision new IBM Cloud Satellite locations, services, or configurations
      2. Using pre-provisioned location and configurations, deploy a sample web application using IBM Cloud Satellite Config and its new GitOps-based capability
   5. Pre-requisites
      1. IBM Cloud ID
      2. GitHub or IBM GitHub ID (optional for sales, required for technical sales)
      3. Provision IBM Technology Zone environment
      4. Fork sample git repository & initial setup
         1. Create dev branch
         2. Update deployment yamls to use ITZ created namespace
         3. Create prod branch
   6. Using the guide
2. Getting started with IBM Cloud Satellite
   1. Demonstrate how a Satellite Location is created using videos or baking show approach using IBM Cloud Portal
   2. Demonstrate how a Satellite Link is created using videos or baking show approach using IBM Cloud Portal
   3. Demonstrate the Satellite command line capabilities
3. Explore IBM Cloud Satellite enabled services
   1. Using ITZ environment and IBM Cloud Portal, show IBM Cloud-based services and how they can easily be deployed to a Location
4. Getting started with IBM Cloud Satellite Config
   1. Videos and talking points for creating a Sat Config definition
   2. Hands on - creating a git-ops based config and subscriptions (dev and production)
   3. Hands on - change dev branch code – see change in dev subscription
   4. Hands on - perform Git pull request from dev to prod – see change in prod cluster