

DataStax Boot Camp Project, August 2016 Boot Camp

Umbrella Corp, Hive technology RFP

Introduction

DataStax Solution Engineers and Solutions Architects have a three-year tradition of taking on the challenge of a boot camp project to facilitate accelerated learning of the DataStax product portfolio, become familiar with the DataStax sales process and gain exposure to internal and external resources that support technical sales at DataStax.

Boot Camp Projects have and continue to be efforts focused on creative learning and are intended to be challenging *and* fun.

Current Project

The current Boot Camp Project centers on the needs of the Umbrella Corporation, a fictional organization depicted in a long and still growing number of video games and feature films under the *Resident Evil* banner. Research into the Umbrella organization has no boundaries by design other than those that should provide guidelines for any business effort; have fun with the information while keeping the subject matter documented and leveraged for the project in good taste.

The Boot Camp Project as a whole will require focus and represents a reasonable amount of effort by the boot camp attendee. Every exercise and deliverable represents real-world activities of current DataStax SE/SAs; lessons learned and coaching delivered as part of the Boot Camp Project will serve to make each SE/SA, Services Team, Sales Team and DataStax more effective, efficient and ultimately, successful.

Details

Resources for the Boot Camp Project should be maintained in a GitHub repo. Deliverables shared outside of DataStax (for the project) should be MS PowerPoint and Adobe PDF files.

The steps below highlight a suggested approach to the SE Project in terms of order, all deliverables are mandatory.

1. Review RFP
2. Research Umbrella (team project – watch *Resident Evil!!*)
3. Formulate questions
 - a. 3-5 one sentence questions
 - b. Can cover business or technical information

- c. Word questions carefully and professionally, they are shared with review committee
 - d. All questions and answers are shared with all competitive respondents
 - e. Submit questions by project deadline (**Thursday, August 25th**)
4. Draft complete Win Wire for review
5. Draft POT plan with technical proof points in support of RFP
6. Execute POT, update POT plan document
 - a. POT deliverables to include working code samples/data models and stress yamls
7. Document POT findings
8. Create / Deliver findings and DSE positioning presentation
9. Create Deliver findings and DSE positioning document

Deliverables

- **Win Wire**
- **POT Plan**
- **POT Findings**
- **Code samples**
- **Data models**
- **POT Findings/Positioning Presentation (PPT)**
- **POT Findings/Positioning Document (PDF)**

Coaching

Select a coach or coaches that are NOT in your immediate management chain.

Boot Camp Project Coach – Rob Murphy, Vanguard

Boot Camp Project Coach – Iain Finlayson, SE Lead

Boot Camp Project Coach – Jeff Jewett, SE Lead

Fellow boot camp team members

The entire Technical Field team (all SEs and SAs have been through boot camp!)

Email formal (RFP) question to rmurphy@datastax.com

Internal Resources

DataStax Documentation

Slack rooms

Code Repositories

<http://projectumbrella.net/articles/Umbrella-Corporation>

