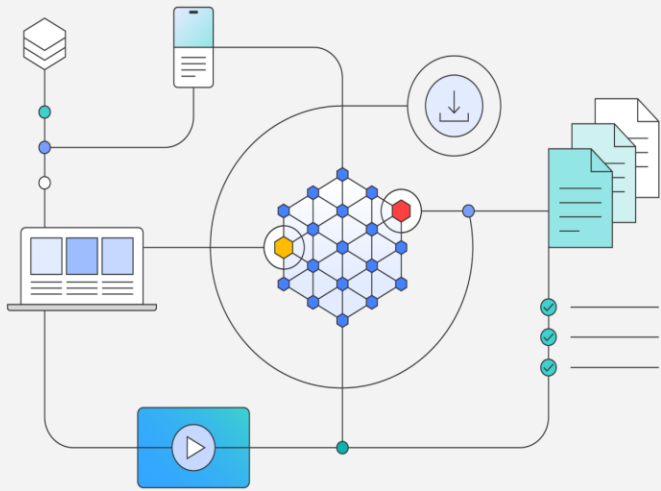**IBM**

APAC Instana Partner Technical Workshop (Indonesia)

We are thrilled to invite you to our Partner Exclusive 3-Day technical workshop on Instana. This technical sales advanced course employs different learning techniques to provide tech sellers the deep skills they need to go beyond a demo. This course will help you understand Enterprise Observability fundamentals, understanding of application monitoring, website monitoring, platform monitoring, infrastructure monitoring and intelligent incident remediation with IBM Instana.

Target Audience

➢ Technical - Pre-sales/ Implementation/ Delivery

Date	Time	Location
April 23-25	9:00 – 17:00 WIB	L16 Borobudur Room 1 & 2, IBM Indonesia - The Plaza Office Tower , Jl. MH Thamrin Kav 28-30, Jakarta 10350, Indonesia

REGISTER

To register for the session, you will require an "IBM id". If you do not have an IBM id, please create one here

Agenda Highlight

Day	Topic
1	o Instana Overview & Architecture o Instana Licensing and Deployment Options o Instana Agents, Sensors and Tracers o Labs – Server and Agent Installation, Core Capabilities
2	o Labs – Core Capabilities, Advanced Topics o Instana Actions Framework Overview o Customer Success Stories, Instana Competitive Advantage, Product Roadmap
3	o Labs – Cloud Native Monitoring, WebSphere and Db2 Monitoring, MQ and ACE Monitoring o Miscellaneous

Prerequisites

- Instana by IBM Sales Foundation
- Instana by IBM for Technical Sales Level 3

To access the prerequisites, please ensure you have a valid Partner Plus ID (an IBM ID associated with your company profile).
1. If you currently do not have an IBM id, please create one here by clicking "Join IBM Partner Plus"
2. To associate your IBM id to your company profile, please reach out to the Profile Admin (previously Authorized Profile Administrator) in your organization. In case you encounter any difficulties, please contact Partner Plus Support for further assistance