VMTURBO TECHNICAL CERTIFICATION TRAINING

In preparation for training, students should do the following prior to the start of class on day one:
- Review VMTurbo customer case studies: http://www.vmturbo.com/vmturbo-customers/
- Watch the VMTurbo Story video: http://www.vmturbo.com/vmtVideo
- Students visit VMTurbo support website: http://support.vmturbo.com/
- Install the VMT appliance and prepare a demo environment using the demo guide
- Come prepared to talk about a customer who you think would benefit from VMT

Day One: (3.5 hours)

1. Give a technical version of the VMT story: what we do, what we don't do, how we do it.
2. Show how to run a technical demo.
3. Students give 5 min. summary of VMTurbo story in their own words. Provide feedback.
4. Lab:
   i. Walk thru the VMT GUI, Planner, Optimizer
   ii. Best practice for POC install configuration and review
   iii. Customize each student's demo environment.
5. One student (volunteer) presents demo. Provide feedback.
6. Homework: prepare to deliver the VMTurbo story themselves on day two using their customer's case story.

Day Two: (3.5 hours)

1. Each student delivers the demo using their environment. Provide feedback.
2. Customer deployment scenarios:
   i. VDI
   ii. Cloud
   iii. Small/large clusters
   iv. Platform compatibility
3. Lab:
   i. Administration
   ii. Policies
   iii. Tuning
   iv. Reporting.
4. Troubleshooting
5. Post-sale support
   i. Retrieve and interpret log files
   ii. Create, update and monitor support tickets in the VMT support system
6. Competition and overcoming customer objections.
7. Certification testing: One on one with the instructor following course completion.
   i. Each student delivers the VMT story and technical demo. Must be able to do so without assistance.