

Cisco HyperFlex Authorization

This document provides Cisco partners with an overview of the new Cisco HyperFlex Authorization.



Highlights

Cisco is launching a new **HyperFlex Authorization**, enabling partners to deliver Cisco HyperFlex solutions to customers. (April 24, 2019)

IT Infrastructure Demands Driving Hyperconverged Infrastructure

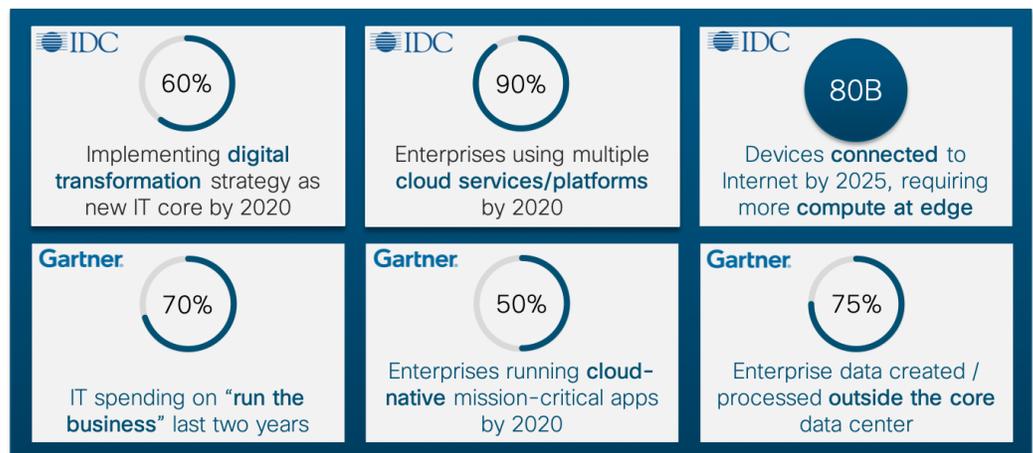
IT organizations are facing increasing pressure to deliver compelling experiences aligned with rapidly changing market dynamics and requirements. For example:

- Delivering anytime, anywhere data and application availability and reliability
- Providing cost-effective and agile development environments to deliver new products and services
- Provisioning resources instantly to enable changing needs and requirements

Hyperconverged infrastructure (HCI) helps address these and other industry trends (see Figure 1) by combining virtualized computing, virtualized networking, and software-defined storage into a single, integrated system, providing:

- Simpler operation and workload migration
- Increased reliability, efficiency, scalability, and flexibility to accommodate varying compute, storage, and capacity needs
- Enhanced ability to process massive amounts of data

Figure 1: IT Infrastructure Trends



Cisco HyperFlex – Cisco Solution for Hyperconverged Infrastructure

HyperFlex is the Cisco solution for Hyperconverged Infrastructure. It includes a high-performance, low-latency hyperconverged platform designed with an end-to-end software-defined infrastructure, including solutions for [core](#), [edge](#), and [multicloud](#) environments (see Figure 2). The platform includes:

- **Software-defined computing** with [Cisco HyperFlex HX-Series](#) nodes based on the [Cisco Unified Computing System](#) (UCS) platform
- **Software-defined storage** combined into a single distributed, multi-tier, object-based data store, using the [Cisco HyperFlex HX Data Platform](#)
- **Software-defined networking** (SDN) using [Cisco Unified Fabric](#), which integrates with the [Cisco Application Centric Infrastructure](#) (Cisco ACI™)
- **Cloud-based management** with [Cisco Intersight](#) management as a service, [Cisco CloudCenter](#) for hybrid / multicloud environments, and multicloud HyperFlex container support via the [Cisco Container Platform](#)

The hyperconverged infrastructure market represents a tremendous opportunity for Cisco and our partners (see Figure 3).

Announcing the HyperFlex Authorization

As the market continues to grow, Cisco will increasingly rely on partners to sell and deliver HyperFlex solutions to customers. While existing [Data Center specializations](#) enable partners to gain expertise in areas relevant to hyperconverged infrastructure, they do not specifically enable them to deliver HyperFlex solutions to target this growing market. To address this gap, Cisco is launching the new **HyperFlex Authorization** on **April 24, 2019**, helping partners build their hyperconverged infrastructure practice and deliver HyperFlex solutions to customers. The authorization is available to all qualified partners worldwide that meet the program’s role-based requirements (see Figure 4) and successfully apply for the authorization.

Figure 2: Cisco HyperFlex Solutions

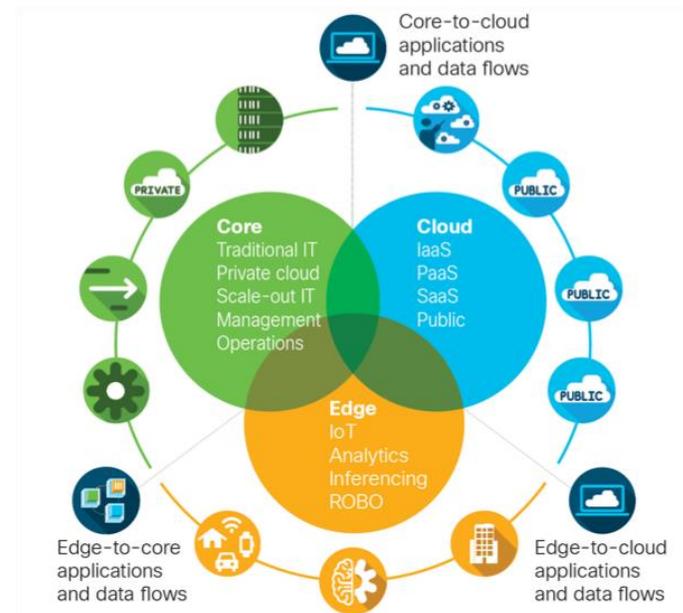


Figure 3: Market for Hyperconverged Infrastructure



Figure 4: HyperFlex Authorization Requirements

Required	
•	Employ two systems engineers (SE) with experience delivering Cisco HyperFlex solutions
•	SEs pass the HyperFlex Systems Engineer Exam (Online 60-mins \$80 USD)
Recommended	
•	SEs complete Implementing Cisco HyperFlex Training - DCIHX (Classroom 3-days \$3,500 USD)
•	Account managers (AM) complete Cisco HyperFlex Sales training AND/OR attended regional continuous training offerings
•	Attain the Cisco Express specialization (Data Center track)

As an added benefit to early-onboarding partners, Cisco will be offering free trainings to the **first 200 partners** at [pre-designated locations](#) in all regions. In addition, Cisco will continue to offer classes in other locations at the regular price through the Cisco Learning Locator. For more information on times and locations of the Cisco sponsored trainings, visit our [Partner Training Sales Hub](#).

Program Benefits

The Cisco HyperFlex Authorization enables a “win-win”, benefitting both Cisco and our partners (see Figure 5).

Figure 5: Benefits of the HyperFlex Authorization

Partner Benefits
<ul style="list-style-type: none"> • Build capability to deliver Cisco HyperFlex solutions and promote your brand as a trusted, Cisco Authorized Partner for HyperFlex solutions, through recognition in Partner Locator, marketing campaigns, and other tools. • Receive up to 77% up-front discount on Cisco HyperFlex solutions and simplify deal registration, helping increase profitability.
Cisco Benefits
<ul style="list-style-type: none"> • Enable partners with the right skills and expertise to position and sell Cisco HyperFlex solutions to customers. • Increase customer confidence in / brand preference for Cisco with hyperconverged infrastructure solutions. • Increase sales of Cisco HyperFlex solutions, helping Cisco take advantage of an expanding market and achieve revenue growth goals.

Next Steps

Partners interested in applying for the Cisco HyperFlex Authorization should complete the following steps.

1. View and complete the [detailed requirements](#) associated with the authorization.
2. Complete and submit an application in the [Program Management and Application](#) (PMA) tool.



Frequently Asked Questions

This section includes answers to common questions associated with the HyperFlex Authorization.

Question	Response
1. My company is brand new to hyperconverged infrastructure. Can we still obtain the HyperFlex Authorization and begin building a practice?	The HyperFlex authorization is available to partners worldwide that complete the associated requirements and successfully apply for the authorization. As long as you fulfill the program requirements, you can begin building a new hyperconverged infrastructure practice with the HyperFlex Authorization.
2. How do I apply for the authorization?	After all program requirements have been completed, you can submit an application in the Program Management and Application (PMA) tool.

Question	Response
3. Are there any demo or lab equipment requirements associated with the HyperFlex Authorization?	No, the HyperFlex Authorization does not include any lab or demo equipment requirements. View the complete list of detailed requirements to identify other requirements associated with the authorization, including training and exams.
4. What solutions does the authorization training cover?	<p>The HyperFlex Authorization training covers:</p> <ul style="list-style-type: none"> • Hyperconverged Infrastructure overview • Cisco Unified Computing System (UCS) foundation • Cisco HyperFlex software & hardware • Installing and expanding standard VMWare ESXi with Cisco HyperFlex • System management in vSphere environment
5. Are there any restrictions on the products and solutions that can be sold through the authorization?	No, Cisco HyperFlex products can be sold by any Registered Partner, and are not restricted to HyperFlex Authorized partners.
6. Is the 77% discount available for all HyperFlex solutions?	<p>By attaining the HyperFlex Authorization, partners can receive up to a 77% up-front discount on Cisco HyperFlex solutions. This includes:</p> <ul style="list-style-type: none"> • 77% total discount for configure-to-order (CTO) solutions that include Cisco HyperFlex product IDs/SKUs use to configure and build a HyperFlex bill of materials (BoM) • 74% for HyperFlex Smart Play bundles • 75% for SeedIT first time buyer solutions that enable net-new HyperFlex customers to purchase a Smart Play bundle to use as a proof-of-concept <p>Note: To receive these discounts, partners must register the deal through the OIP, TIP, or MIP programs.</p> <p>*Discount for partners with direct purchase agreement with Cisco. 2-tier partners must negotiate with Cisco distribution partner for final price.</p>
7. Where can I complete the authorization training and exams?	<p>Required Exam- Cisco HyperFlex for Systems Engineers (Exam #700-905)</p> <p>Recommended Training- Implementing Cisco HyperFlex (DCIHX)</p>
8. Are there other incentive programs associated with the HyperFlex authorization?	The Cisco HyperFlex authorization leverages the existing Opportunity Incentive Program (OIP), Teaming Incentive Program (TIP), and Migration Incentive Program (MIP), along with a new HyperFlex accelerator.
9. Where can I get more details on Cisco's hyperconverged infrastructure strategy?	Visit the Cisco HyperFlex SalesConnect hub for more details on the Cisco HyperFlex and hyperconverged infrastructure strategy and associated solutions.

Question	Response
10. Where can I find sales collateral and other materials I can use to discuss Cisco HyperFlex solutions with customers?	Visit the Cisco HyperFlex SalesConnect hub for presentations, collateral, and other resources you can use to build your own presentations to discuss Cisco HyperFlex solutions with your customers.
11. Who can I contact if I have questions about the HyperFlex Authorization?	Contact your regional Cisco Data Center team or email hx-partner-deals@cisco.com .



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