



The SAN Champion Training Program

Earn prizes* while becoming a SAN Champion. Learn how IBM b-type Storage Networking enhances your IBM storage solutions, drives more revenue, and increases customer satisfaction.

Learn and earn from May – December 2021



What you will learn from the program:

Best practices for positioning SAN

Learn guidelines for when, where and how to include Gen 6 or Gen 7 SAN in you proposals vs alternative technologies.

Features that enhance your storage solution

Learn how b-type SAN captures analytics to automate capabilities that eliminate complexity, save money and make admin life easier.

Real world benefits of IBM NVMe

Learn how businesses can experience immediate performance improvements by using IBM NVMe FlashSystem solutions.

Choose the training path that is best for you

The more training you take, the more you learn, the more you earn.

Each module includes a video, presentation and a short test. Passing is 70% or greater. You can take the test multiple times.



SAN Super Seller

Complete Modules 1-3 to earn a Cool Pack!

1. How to sell SAN with IBM storage (15 min)



2. Introduction to Gen 7 SAN (25 min)



3. Selling SANnav (20 min)



SAN Champion

Complete Modules 1-6 to earn a Cool Pack and a Rolling Bag!

4. IBM SAN Fundamentals (50 min)



5. IBM NVMe For Dummies (25 min)



6. Using SAN Analytics to Enhance Your IBM Solutions (25 min)



SAN Administrator

Complete Modules 1-6 and the SAN Administrator training to earn a Cool Pack, Rolling Bag and SONOS ONE WiFi speaker!

1. Register for the official [Brocade SAN Administrator Program](#)

• Watch video to learn more

2. Pick an Education Playlist of interest:

- SANnav
- Gen 7 Power Pack
- SAN Foundations
- SAN Troubleshooting

3. Take the courses in the playlists

4. Pass the Core Competency Exam

5. Receive the Brocade SAN Administrator Certificate and the SONOS ONE speaker

*Please ensure that the prizes awarded are aligned with your company's Business Conduct Guidelines.

For more information on the SAN Champion Training Program, contact IBM-SAN-Champion.pdl@broadcom.com