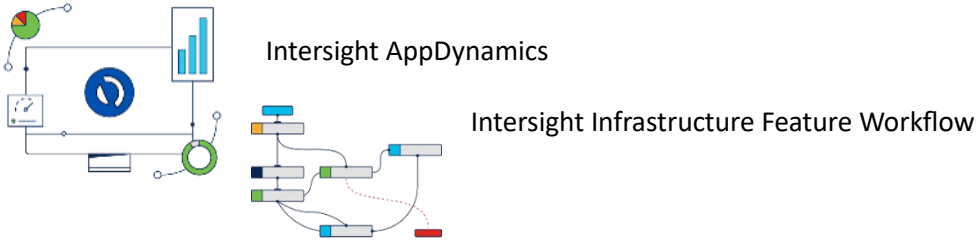


Cloud and Compute Overview (Refresh): Intersight Script and Storyboard

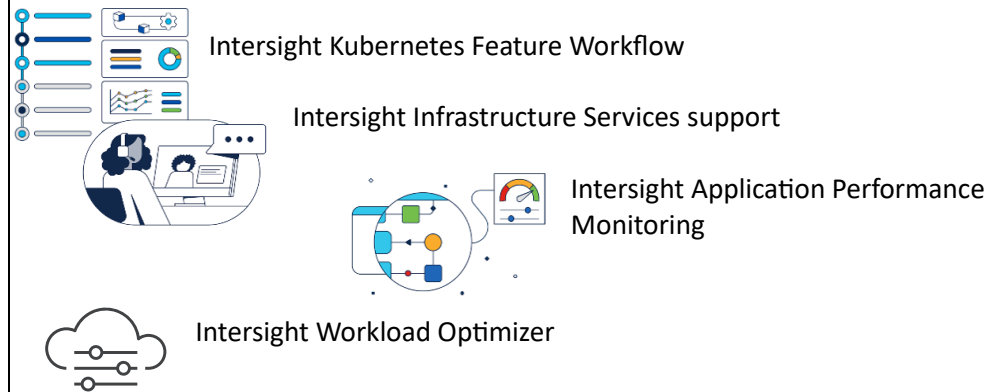
Learning Objectives:

1. Articulate Cloud and Compute offers to partners and customers
2. Distinguish between the licensing tiers
3. Manage objections concerning new bundles and pricing
4. Identify opportunities for upsell

Script	Storyboard
Welcome to Cloud and Compute Overview: Intersight This video summarizes Cisco's Intersight solution and outlines the licensing tiers available to customers and partners.	Intro Display title on screen: Cloud and Compute Overview: Intersight
Cisco Intersight provides a comprehensive and cloud-based management platform for Cisco infrastructure allowing customers the flexibility to manage all their systems, either in a data center or an individual server at a remote office location. Key benefits and advantages: • Centralized Management • Cloud-Based Platform • Proactive Monitoring and Analytics • Intelligent Automation • Integration with Cisco Ecosystem • Security and Compliance	Highlight key benefits and advantages –display the list and just read the paragraph after it. (you don't need to read everything in the list) Some Intersight icons—use if you'd like/makes sense  The storyboard cell contains two diagrams. On the left is the 'Intersight AppDynamics' diagram, which shows a central server icon connected to a circular flow of data, with a bar chart icon above it. On the right is the 'Intersight Infrastructure Feature Workflow' diagram, which shows a series of interconnected server and storage icons with arrows indicating a workflow.

- Extensibility and APIs (Application Programming Interfaces)

Key benefits and advantages include centralized management, proactive monitoring, intelligent automation, and seamless integration, empowering IT teams to efficiently manage and optimize their infrastructure operations.



Intersight has three different deployment models for customers to choose from to best meet their needs: SaaS (Software as a Service), virtual appliance (VA), and private virtual appliance (PVA).

With the SaaS model, the customer logs into the Intersight cloud, claims his devices, and does everything online, benefitting from all updates and improvements instantaneously.

For customers concerned with data security and protection, who don't want to transmit data off premises, Cisco offers the Intersight connected virtual appliance as well as the Intersight private virtual appliance.

The connected virtual appliance hosts all the customer's data within their own data center, however, this comes

Deployment Models

Highlight three different deployment models: SaaS, Virtual Appliance, and Private Virtual Appliance

with the inconvenience of not getting updates. They need a connection to Cisco for regular updates and upgrades which will have to be completed manually.

Whereas the private virtual appliance offers the highest level of security running in an air gapped mode without any connection to Cisco.

In addition to the three different deployment models, Cisco offers two subscription tiers for Intersight – Essentials & Advantage.

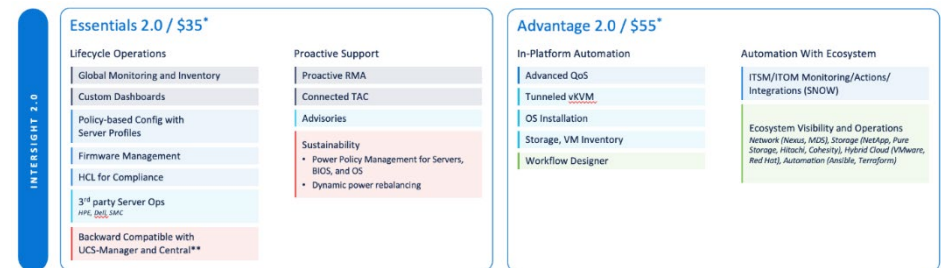
Eighty percent of our customers chose Essentials. It offers all that you see in the chart and more! However, the Advantage license offers a bit more to make it worth the added cost such as:

- Tunneled vKVM
- OS Installation
- Storage, VM Inventory, and Ecosystem Visibility

Independently of the license tier, the most powerful features are the following:

- Remote connected TAC
- Hardware Compatibility Lists
- Security Advisories

License Tiers



Define tunneled vKVM in a third: Tunneled vKVM is an infrastructure that enables multiple virtual machines (VM) on a single physical machine allowing for better resource utilization and flexibility in managing virtualized environments.

For full automatization, the customer may also opt-in for the UCS director, a powerful orchestrator for the whole datacenter, including third party software and hardware.	
Want to know more? The course provides further details about Intersight. In addition, links for more information can also be found in the Additional Resources section at the end of the course. Thanks for watching!	On screen: Thanks for watching! Outro

Welcome to Cloud and Compute Overview: Intersight.

This video summarizes Cisco's Intersight solution, and outlines the licensing tears available to customers and partners.

Cisco Intersight provides a comprehensive, and cloud-based management platform for Cisco infrastructure; allowing customers the flexibility to manage all their systems, either in a data center, or an individual server at a remote office location.

Key benefits and advantages include centralized management; proactive monitoring; intelligent automation; and seamless integration, empowering IT teams to efficiently Manage and Optimize their infrastructure operations.

Intersight has three different deployment models for customers to choose from, to best meet their needs: Software as a Service or Sass, virtual appliance, Vee Ay, and private virtual appliance, Pee vee ay.

With the Sass model, the customer logs into the Intersight cloud, claims his devices, and does everything online, benefitting from all updates and improvements instantaneously.

For customers concerned with data security and protection, who don't want to transmit data off premises, Cisco offers the Intersight Connected Virtual Appliance as well as the Intersight Private Virtual Appliance.

The connected virtual appliance hosts all the customer's data within their own datacenter. However, this comes with the inconvenience of not getting updates. They need a connection to Cisco for regular updates and upgrades, which will have to be completed manually.

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Independently of the license tier, the most powerful features are the following:

Remote connected task; Hardware Compatibility Lists, and security Advisories.

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Thanks for watching!