



Winning the WAAS POC

Length
2 days

Format
Workshop

Track
Design

Version
4.1.3

WAASPOC

Course Description

In this course, you will learn about the different phases of a successful Cisco Wide Area Application Services (WAAS) Proof-of-Concept (POC) deployment, and the importance of planning in the overall success of the WAAS POC process. You will gain a deeper understanding of how to:

- Analyze your customer's business drivers to better define your goals for the WAAS POC
- Articulate the benefits of WAAS in discussions with solution stakeholders
- Define customer objectives in a manner that establishes clear success criteria for the WAAS POC
- Identify and avoid risks that can impact the success of the WAAS POC

Who Should Attend

This course is designed for Cisco SEs and Cisco Partner SEs who are involved in the planning, design and implementation of WAAS POCs.

Recommended Prerequisites

This course is recommended as additional training for Cisco SEs and Partner SEs who have attended the CWAAS hands-on technical training class.

Related Training

Cisco Wide Area Application Services Technical Training (CWAAS)

Learning Objectives

After you complete this course, you will be able to:

- Describe the phases of a successful WAAS POC, and the importance and relevance of each phase
- Explain the process and the importance of getting beyond the standard network-centric line of questioning involved in typical POC requirements gathering
- Identify the questions should be asked of each stakeholder and their rationale—provide a framework for why each question is important and how it can be used to steer the conversation, align support and locate or reallocate budget for WAAS implementation
- Identify success criteria that must be qualified and aligned with the test plan in order to win the WAAS POC
- Conduct effective testing and reporting phase during the POC



Learning Solutions



Winning the WAAS POC

Course Outline

Lesson 1: Cisco WAAS POC Phases

Requirements Gathering
Planning and Design
Implementation
Testing and Reporting
General Guidelines

Lesson 2: Requirements Gathering

Positions and Priorities
Requirements Gathering
Defining Success Criteria

Lesson 3: WAAS Architecture

Positioning
Enterprise Scalability
Interception Flexibility

Lesson 4: Planning and Design

Success Criteria
Test Plan Alignment
WAAS Planning and Design Best Practices

Lab 1: Planning and Design

Lesson 5: Designing for Isolation and Bypass

Inline Considerations
WCCP Considerations
Bypass Functionality
Directed Mode
Best Practices for Designing for Bypass and Isolation

Lesson 6: Baselining Tools

NetQoS and NAM
Other Tools
CIFS Benchmark
Microsoft Application Client Simulation
Tools
Best Practices for POC Baselining Tools

Lesson 7: Implementation

General Guidelines
Risks and Assumptions
Methods for Mitigating Risk
Troubleshooting GUI
WCCPv2 Interception
WCCPv2 Interception with Catalyst 6500 switches
Management Services
Reporting Facilities
WAAS POC Implementation Best Practices

Lab 2: Implementation

Lesson 8: Testing and Reporting

Cisco WAAS POC Testing Guidelines
Testing and Reporting Metrics
Monitoring Connections and Optimizations
Reporting

Lab 3: Testing and Reporting



Learning
Solutions