

# Case Study

Intel® Partner University  
Cloud Fundamentals Competency



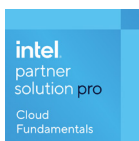
## Building Expertise with Intel® Cloud Fundamentals

**Intel® Partner University's Cloud Fundamentals Competency helps a software expert at Logicalis advise clients on cloud solutions**

### At a Glance:

Perry Szarka, a Data Center Solution Architect at Logicalis, used the Intel® Cloud Fundamentals Competency to:

- Gain knowledge of Intel cloud technologies and benefits
- Help clients choose the best solutions for their business objectives



### Executive Summary

As a software problem-solver at Logicalis, Perry Szarka found he needed to grow his knowledge of cloud technology to better serve his customers' needs. He chose Intel® Cloud Fundamentals Competency through Intel® Partner University to learn about Intel's cloud space offerings. The competency has helped him in his job of guiding clients toward new opportunities.

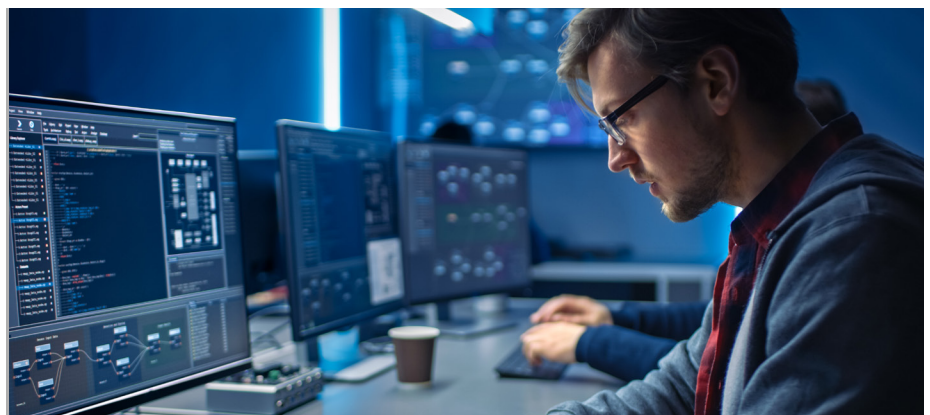
### Challenge: Increase Knowledge of Cloud Options

*"The idea is to work with the client to understand what it is they envision for how the cloud is going to help their business or organization"*

—Perry Szarka, Data Center Solution Architect, Logicalis

Perry Szarka, Data Center Solution Architect with the digital services provider Logicalis, started out in the field installing and diagnosing hardware issues. "I'm an old hardware guy, an old operating system guy," he says.

In his current role, he helps clients in the eastern US choose technologies that are the best fit for their business goals. "I listen to what it is they're trying to achieve, what problems they might be trying to solve, and what competitive advantage they might be trying to get," he says. "Then we choose solutions that are appropriate to meet those objectives." Some clients prefer specific brands of hardware or software, while others are more open to suggestion, he adds.



The Intel Cloud Fundamentals Competency provides insights to help Logicalis solution architects better serve their customers.

## About Logicalis

Based in the United Kingdom, Logicalis is an information and communications technology infrastructure and service provider. They provide digital services for 10,000 customers around the world in the financial services, banking, healthcare, government and manufacturing sectors.

With over 6,500 employees in 27 countries, Logicalis focuses on designing, supporting, and executing customers' digital transformation. Their globally connected network of specialist hubs, sector-leading experts and strategic partnerships provides unique consulting capabilities as well as managed services for implementing and running cloud solutions.



**Logicalis has a hybrid cloud strategy that guides clients to utilize cloud solutions that best meet their needs.**

Szarka asks questions like whether the client has a DevOps team or software development team on staff, and if they're involved in working with their own software. "Even if that's not the case, are they doing anything in terms of automation and orchestration? Are there opportunities for DevOps or cloud technologies?"

Cloud is definitely top of mind at Logicalis, Szarka says. "The idea is to work with the client to understand what it is they envision for how the cloud is going to help their business or organization, what they expect to get out of it, what their workloads are and what they're trying to achieve."

Logicalis has its own hybrid cloud strategy that guides clients to utilize cloud solutions that best fit their needs. This includes the Logicalis Production Ready Cloud, (PRC), which provides security, governance and cost optimization using a Microsoft-certified methodology to move workloads to Azure. "We provide PRC as a managed solution, providing the care, love and feeding of it on an ongoing basis," Szarka says.

With all his experience, Szarka knew there was a still lot more to learn when it came to cloud offerings. "Quite frankly, I was largely ignorant of the technology that's built into the processors and memory," he says.

## Solution: Cloud Fundamentals Competency

Since Logicalis is a member of the Intel Partner Alliance, the Intel Cloud Fundamentals Competency was an obvious place to start. Szarka had already had a positive experience with training courses through the Intel Partner University. "I've probably done a dozen by now," he says. "I think they're all fabulous. They give more of a general insight compared to courses on specific products. Intel training is more encompassing."

The Intel Cloud Fundamentals Competency is one of more than a dozen pathways of industry-leading curriculum offered through Intel Partner University. Competencies are designed to help professionals position and sell Intel technologies. Every time a professional completes a competency, they earn a digital badge that they can add to email signatures and other communications.

The Cloud Fundamentals Competency is a series of 17 courses designed to instill knowledge of the cloud industry and technologies, including Intel's role in the

cloud ecosystem. These courses help professionals gain the skills they need to achieve a competitive advantage by guiding customers to modern cloud solutions based on Intel technologies. Topics range from cloud computing's business value to key technologies for cloud security.

## Nuts and Bolts on a Flexible Schedule

"What I like about the Intel training is that it's available to me on my schedule," Szarka says. Since the material is divided into modules, he can take breaks in between without missing anything. "You can eat the elephant one bite at a time, so to speak," he says.

"It's easy to access, and it gets right into the technical details," he adds. "It has helped me come to terms with some of the terminology and how the pieces fit together." Some modules have content such as PowerPoint decks to download, which makes it possible to review material later.

The training gave him a new perspective on cloud, he adds, with all the pieces coming together almost like a puzzle. "And of course Intel injecting what they have to offer in processor, memory and software technology. A lot of people don't think of Intel as a software company, but they are."

"The course really was able to take me over the fence to a level of understanding I didn't have before," he says. "And it was good to have a place to go where I could feel comfortable that the information is from a reliable source."

## Results: Confidence and Competence

*"If I see how the different technologies that Intel is involved in would help customers achieve their business goals, it's something I can talk about and hopefully get them interested."*

—Perry Szarka, Data Center Solution Architect, Logicalis

Szarka says the Cloud Fundamentals Competency increased his understanding and appreciation of Intel's cloud space offerings, making him better able to advise his customers. This especially applies to clients who might not be aware of everything Intel does in the cloud space, Szarka says. "If I see how the different technologies that Intel is involved in would help customers achieve their business goals, it's something I can talk about and hopefully get them interested."

## Case Study | Building Expertise with Intel® Cloud Fundamentals

Garnering more knowledge and becoming more comfortable with cloud technology and terminology has helped Szarka better sell and steer his clients toward new opportunities. “In that way, Intel has helped me tremendously,” he says.

Although he wouldn’t label himself a guru quite yet, Szarka says he has recommended the Cloud Fundamentals Competency to colleagues, including those in his 13-member data center group. “By now everyone knows they can go to the partner portal and access the training, and not just the cloud competency training,” he says.

He also shares the completion badge on social media like LinkedIn. “I do get thumbs-up on that,” he says.

## For More Information

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[Intel Partner Alliance](#)

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