

VCDX Defense

Soft Skills

- No Long introductions - they know who you are already
- Say what you are thinking
- Face your audience Pen touching the board - dont talk
- Polite
 - Agree to disagree
 - confidence
- Avoid the rabbit hole
 - answer the question only
 - move on unless asked for more info
- Handle change
 - If they change their mind - cite it , and show change of design
- Speed of delivery
- Do you need that vendor name?

Design Scenario

Core question technique

- Application type
 - Licensing
 - Support in Virtualisation
 - components
 - data flow
 - potential relationship diagram
- Site Topology
 - links
 - bandwidth
 - latency
- Greenfield / Brownfield
- Operational structure considerations
 - skill set
 - Hours of service
 - Potential to change
- Key business deliverables
 - Performance
 - Latency
 - Application response time?
 - Security
 - compliance needs?
 - DR
 - RPO
 - RTO

Conceptual design extraction

- Conceptual diagram
- Requirements
- Risks
- Constraints

Design decisions

- Map back to requirements
- Logical design diagrams