

Enterprise Blockchain Bootcamp for Solutions Engineers

Modality: Self-Paced Learning

Duration: 7 Hours

SATV Value:

CLC:

NATU:

SUBSCRIPTION: Learn, Master

About this course:

Blockchain technologies are now more than just a trial run. They are starting to go from a Proof of Concept to a Production use case. As a pre sales engineer, solutions engineer or technically focused expert facing customers knowing how to speak blockchain is going to a required skill especially for large VARs, Vendors, Integrators, etc.

So if your a customer facing technical sales expert focused on driving revenue then this course will help enable you get started talking blockchain. The course would also be helpful to sales executives, Technical Account Managers and IT Managers

As a past solutions engineer, pre sales engineer and professional services engineer for companies such as HP 3PAR, HDS Federal (Vion), Brocade Communications and Dimension Data one thing I know well is how to sell solutions. Blockchain is going to part of the enterprise so knowing it could be critical if your part of a high volume VAR, Integrator or Vendor.

The average salary of a Blockchain engineer is **\$175,000** per year.

Course Objective:

- Blockchain Technology Basics
- Why Blockchain now?
- Where the demand is coming from.
- What are the Use Case for blockchain
- Enterprise Blockchains (R3 Corda, Hyperledger, Ethereum, Quorum and Ripple)
- Competitive Overview - Comparing the enterprise blockchains
- Specific Verticals and Industries that are
- Why and How of Blockchain Proof of Concepts (POC)
- Blockchains As A Service (BaaS) (IBM, AWS and Azure)
- Blockchain Development Overview
- Career Paths to Blockchain
- Demand Growth in Blockchain
- Blockchain Certifications
- Be able to discuss the impacts and capabilities of Blockchain with their clients, customers and coworkers
- Understand how to sell Blockchain related services

- Discuss Use Cases around Blockchains (R3 Corda, Ethereum, Hyperledger, Quorum and Ripple)
- Know specifics around Enterprise Blockchains (R3 Corda, Ethereum, Hyperledger, Quorum and Ripple)
- Know when and how to perform a Proof of Concept (POC), Respond to a Request for Proposal (RFP) and customer pre sales activities
- Utilize Blockchain as a Service (BAaS) such as IBM Cloud, AWS and Azure
- Learn how many enterprises are already implementing blockchain technology
- Understand some valid blockchain certifications available
- Understand the demand in growth of blockchain expertise
- Understand the business applications of blockchain technology
- Understand the financial engineering aspects of blockchain technology

Audience:

- Course is meant for technically IT focused engineers such as pre sales, solutions engineers, architects, etc
- Other roles such as post sales engineers, analysts and sales executives could benefit as well

Prerequisite:

- Basic Networking experience, Sales experience

Course Outline:

Introduction

- Introduction to the Course
- Audience Targeted in this Course
- Download Course Slides

Pre Sales & Solutions Engineering and the Blockchain

- Is the Blockchain All or Nothing?
- Enterprise Integration Concerns and Challenges
- Request for Proposals (RFP's)
- RFP Fintech
- Proof of Concepts (POC)
- Return on Investment and Total Cost of Ownership
- Value Creation
- Cost Models
- Cost Considerations

Blockchain Technicals

- Blockchain Basics
- Blockchain and Cryptocurrency Differences
- Blockchain Components

- Enterprise Blockchains
- Blockchain Mining and Consensus
- Ledgers and Blockchain
- Permissioned Vs Permissionless Blockchains
- Trust in the Blockchain
- Trustless Blockchains
- Advantages of Transparency
- Development in Blockchain
- dApps - decentralized Applications
- Blockchain Terminology
- Blockchain Architecture Basics - Scalability
- Blockchain Architecture Basics - Transactions Per Second (TPS)
- Blockchain Basics Review Questions

Enterprise Blockchain Overview

- Comparing Enterprise Blockchains
- Hyperledger
- Ethereum
- Quorum
- R3 Corda
- Ripple
- Blockstream -Sidechains

Blockchain Demos and Resources

- Hashing Demo
- Blockchain Demo - <https://blockchaindemo.io/>
- R3 Corda Demobench
- Hyperledger - IBM Blockchain as a Service (BAaS) Part 1
- Hyperledger - IBM Blockchain as a Service (BAaS) Part 2
- Ethereum Metamask
- Etherscan.io Blockchain Explorer Demo
- Ethereum Nodes Explorer

Use Case Studies

- Use Case Ripple
- Use Case Dubai

Course Closeout and Good Luck

- Blockchain Demand is growing. (Roles in Demand)
- Blockchain Certifications - Certified Blockchain Solutions Architect (CBSA)
- Course Closeout and Good Luck