



Network
+
Security
+
Cloud

Blue Coat Systems Inc.
www.bluecoat.com

Corporate Headquarters
Sunnyvale, CA
+1.408.220.2200

EMEA Headquarters
Hampshire, UK
+44.1252.554600

APAC Headquarters
Singapore
+65.6826.7000

BCCPSE - NSC

Blue Coat University

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The BCCPSE – NSC course is an instructor-led certification class intended for Blue Coat partner pre-sales engineers and system engineers (SEs) engaged in selling our Blue Coat Network + Security + Cloud solution. After completing this course, students will have obtained the following skills and knowledge:

- Customer qualification, solution design and sizing across the Blue Coat portfolio of products
- Blue Coat Security & Policy Enforcement products and technologies
- Addressing customer objections and competitive threats

Duration / Format

2 Days (16 Hours) Instructor led
Training ILT

Audience / Target Group

The course is designed to certify the capability of pre-sales and systems engineers to manage pre-sales engagements including installation and deployment .

Prerequisites

Successful completion of the Blue Coat Technical Fundamentals, CAP level 1 training.
Experience with Blue Coat Products and knowledge of Internet Security concepts.

Course Description and Contents

The BCCPSE – NSC covers the following areas:

- Blue Coat's Network + Security + Network solution
- Products from Security & Policy Enforcement
- Products from Advanced Threat Protection
- WebFilter / Intelligence Services
- Web Security Services
- Pre-Sales: Sizing & Solution Design
- Common use case studies
- Introduction to Security Analytics
- Introduction to Encrypted Traffic Management , (ETM)
- Blue Coat Architecture overview
- Overview of ASG and MTD
- Preparation of Bill of Materials (BoM)
- Presentation of Solution

This classroom training will provide an SE with the opportunity to practice the skills required to succeed in qualification, design and sizing a Blue Coat solution. The 2-day agenda requires student participation and is followed by a class assignment and presentation SE to sell our Network + Security + Cloud solution messaging. Successful completion will result in award of BCCPSE-NSC certificate.

Registration

To register for this class visit <https://partners.bluecoat.com/support/training/schedule-courses> and select a class near you or contact your local CAM or System Engineer within Blue Coat. Alternatively, you can Contact the Blue Coat University.

Contact

Please contact your regional Blue Coat representative for additional details or send an email to the [Blue Coat University](#).

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