



PROFESSIONAL SERVICES SKILLS MATRIX

Server Core Infrastructure and Management

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Microsoft	Windows Server (all versions)	✓	✓	✓	✓	✓	✓
	SQL (Infrastructure)	✗	✗	✓	✓	✓	✗
	SQL (DBA)	✗	✗	✓	✓	✗	✗
	Active Directory	✓	✓	✓	✓	✓	✓
	Active Directory Certificate Services	✓	✓	✓	✓	✓	✗
	Active Directory Federated Services	✓	✓	✓	✓	✓	✗
	Systems Centre Service Manager	✗	✗	✓	✓	✓	✗
	Systems Centre Configuration Manager	✗	✗	✓	✓	✓	✗
	Systems Centre Operations Manager	✗	✗	✓	✓	✓	✗

Routing and Switching

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Cisco	Catalyst Switches (2k, 3k, 4k, 6k)	✓	✓	✓	✓	✓	✓
	ISR / ASR Routers	✓	✓	✓	✓	✓	✓
	Meraki	✓	✓	✓	✓	✓	✓
Dell	Power Connect / N Series / S Series	✓	✓	✓	✓	✓	✓
IBM	BladeCenter Switches	✓	✓	✓	✓	✓	✓
HPE	Networking Switches	✓	✓	✓	✓	✓	✓
Zyxel	SME Routers	✓	✓	✓	✓	✓	✓
	Networking Switches	✓	✓	✓	✓	✓	✓
Draytek	SME Routers	✓	✓	✓	✓	✓	✓
Netgear	Networking Switches	✓	✓	✓	✓	✓	✓

Security

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Microsoft	Forefront Unified Access Gateway	x	x	x	✓	✓	x
	Forefront Threat Management Gateway	x	x	x	✓	✓	x
	Identity Manager	✓	✓	✓	✓	x	x
	Client Security	x	x	✓	✓	✓	x
	Systems Centre Endpoint Protection	✓	✓	✓	✓	x	x
Cisco	Cisco IOS Firewall / ZBF	✓	✓	✓	✓	✓	✓
	ASA Appliances	✓	✓	✓	✓	✓	✓
	Identity Services Engine (ISE)	✓	✓	✓	✓	✓	✓
	Meraki	✓	✓	✓	✓	✓	✓
Citrix	Access Gateway / NetScaler	✓	✓	✓	✓	✓	x
Symantec	Endpoint Protection	✓	✓	✓	✓	✓	x
	Endpoint Encryption	✓	✓	✓	✓	✓	x

Unified Communications

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Microsoft	Exchange (All Versions)	✓	✓	✓	✓	✓	✓
	Skype for Business / Lync IM and Presence	✓	✓	✓	✓	✓	✓
	Skype for Business / Lync Enterprise Voice	✓	✓	✓	✓	✓	✓
	Skype for Business / Lync PBX Integration	✓	✓	✓	✓	✓	✓
	SharePoint	x	x	✓	✓	✓	x
	Office 365	✓	✓	✓	✓	✓	✓
Sangoma	FreePBX / PBXact	✓	✓	✓	✓	✓	✓
	Vega Gateways	✓	✓	✓	✓	✓	✓
	SBC	✓	✓	✓	✓	✓	✓
SpliceCom	SelectVoice & 5000 series	✓	✓	✓	✓	✓	x
RIM	Blackberry Enterprise Server	✓	✓	✓	✓	✓	x

Wireless

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Cisco	Wireless Lan Controller	✓	✓	✓	✓	✓	✓
	Aironet Access Points	✓	✓	✓	✓	✓	✓
	Meraki	✓	✓	✓	✓	✓	✓
	Identity Services Engine (ISE)	✓	✓	✓	✓	✓	✓
Riverbed	Xirrus Wireless Infrastructure	✓	✓	✓	✓	✓	✓
Ubiquiti	UniFi Wireless Infrastructure	✓	✓	✓	✓	✓	✓
Site Survey	Internal Site Survey	✓	✓	✗	✓	✗	✗
	External Site Survey	✓	✓	✗	✓	✗	✗

Desktop Computing

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Citrix	XenApp	✓	✓	✓	✓	✓	✗
	XenDesktop	✓	✓	✓	✓	✓	✗
	Provisioning Server	✓	✓	✓	✓	✓	✗
	Edgesight	✓	✓	✓	✓	✗	✗
	AppDNA	✓	✗	✓	✗	✗	✗
Microsoft	Windows 7/8/10	✓	✓	✓	✓	✓	✓
	Bit Locker	✓	✓	✓	✓	✓	✓
	AppLocker	✓	✓	✓	✓	✓	✗
	Remote Desktop Services	✓	✓	✓	✓	✓	✓
	MDOP	✓	✓	✓	✓	✓	✗
	App-V	✓	✗	✓	✗	✓	✗
VMware	View	✓	✓	✓	✓	✓	✗
	ThinApp	✓	✗	✓	✗	✗	✗

Application Development Server Virtualisation

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Citrix	XenServer	✓	✓	✓	✓	✓	✗
	Hyper-V	✓	✓	✓	✓	✓	✓
Microsoft	Systems Centre Virtual Machine	✓	✓	✓	✓	✓	✗
Dell	vWorkspace	✓	✗	✓	✗	✗	✗
	vSphere	✓	✓	✓	✓	✓	✓
	vCentre	✓	✓	✓	✓	✓	✓
VMware	Site Recovery Manager	✓	✓	✓	✓	✓	✓
	vCloud Director	✓	✓	✓	✓	✗	✗
	vShield	✗	✗	✗	✗	✗	✗
	Lab Manager	✓	✓	✓	✓	✗	✗
	Operations Manager	✓	✓	✓	✓	✗	✗
	Capacity Planner	✓	✗	✓	✗	✗	✗

Backup and Recovery

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Microsoft	Systems Centre 2012 DPM	✓	✓	✓	✗	✓	✗
Symantec	BackupExec	✓	✓	✓	✓	✓	✓
	NetBackup	✓	✓	✓	✓	✗	✗
	Enterprise Vault	✓	✓	✓	✓	✓	✗
	System Recovery	✓	✓	✓	✓	✓	✗
Veeam	Backup and Replication	✓	✓	✓	✓	✓	✗
VMware	Consolidated Backup	✓	✓	✓	✓	✗	✗

Server and Storage Infrastructure

Vendor	Product	Pre-Sales	Design	Deployment	Health Check	Support	Managed Service
Dell	PowerEdge Servers	✓	✓	✓	✓	✓	✓
	PowerEdge Blade Servers	✓	✓	✓	✓	✓	✓
	EqualLogic	✓	✓	✓	✓	✓	✓
	Compellent	✓	✓	✓	✓	✓	✗
	Power Vault	✓	✓	✓	✓	✓	✓
HP	ML and DL Servers	✓	✓	✓	✓	✓	✓
	BL Servers and Cx000 Chassis	✓	✓	✓	✓	✓	✓
	Systems Insight Manager	✓	✗	✓	✗	✗	✗
	P2000 Storage	✓	✓	✓	✓	✓	✗
	MSA Storage	✓	✓	✓	✓	✓	✓
IBM	System x	✓	✓	✓	✓	✓	✓
	Storwize Storage	✓	✓	✓	✓	✓	✓