

# Vendor Skills Matrix



Catalyst 2K/3K/4K/6K/9K	Unified Computing System (UCS)
Nexus 2K/3K/5K/7K/9K	FlexPod (UCS & NetApp)
Customer Edge Routing - ISR/ASR	vBlock (UCS & EMC)
DNAC / SD-Access	FlashStack (UCS & Pure Storage)
Viptella SD-WAN	Secure Access Service Edge (Secure Access Service Edge)
Wireless LAN Controller - AirOS	Stealthwatch
Wireless LAN Controller - IOS XE	Secure Endpoint (Formerly AMP for End Point)
Service Provider Networking IOS XR (Layer 2 MPLS (ATOM / VPLS)) & Layer 3 MPLS	ASA / Cisco Secure Firewalling
Application Centric Infrastructure (ACI)	Cisco Secure Firewall Threat Defense
MDS / Fibre Channel Zoning	Email Security Appliance (ESA)
VXLAN	Web Security Appliance (WSA)
BGP & Provider Edge Peering (Tier 1 ASN Routing)	Identity Services Engine (ISE)
Fibre Channel and Fibre Channel over Ethernet	Umbrella
HX Server Platform & Hyperflex	DUO MFA



Fortinet Security Fabric	Cloud-Native Firewall
FortiGate	FortiWeb
FortiMail	Application Delivery & Server Load Balancing
FortiManager	Endpoint Detection & Response (EDR)
FortiAnalyzer	Network Detection & Response (NDR)
FortiClient EMS	Deception Technology
FortiSecure Access Service Edge	Sandbox Analysis
FortiSwitch Secure Networking	Secure Operational Technology
Secure SD-WAN	Zero Trust Network Access (ZTNA)
FortiAP - Wireless LAN	FortiCASB
FortiNAC - Network Access Control	Identity Access Management (IAM)
Virtual Network Firewall	Privileged Access Management (PAM)

Enterprise Networking	Edge Connect SD-Branch
CX Series Campus Core Switching	SD-WAN Virtual Gateway
10000 Series Comware Switch Fabric	ClearPass Security Portfolio
5000 Series Comware Switch Fabric	7000 Series Wireless LAN Controller
CX 2K/3K/4K/5K Access Switching	9000 Series Wireless LAN Controllers
Aruba Central	Mobility Controller Virtual Appliance
Edge Connect SD-WAN	Greenlake Solutions for Networking / Storage and Compute

 **Hewlett Packard**  
Enterprise

Servers and blade chassis	3PAR Storage Arrays
Nimble Storage Arrays	

**NUTANIX**

Prism (Nutanix Central)	NC2 Cloud Instances
AOS Storage Management	Sizer - Auditing Tools
AHV Hypervisor	Move - Migration Toolset
Cloud Disaster Recovery	Back Up - Integration across various providers
Flow Network Security	

 **Microsoft**

Azure - Architecture Design (Landing Zones)	Defender for Endpoint
Azure - Compute (IaaS, Hybrid and Edge, Backup/Restore and Disaster Recovery)	Defender for Office 365
Azure - Containers Architecture (Azure Containers, Azure Kubernetes)	Identity and Access Management
Azure - Security (Zero Trust Foundation, Identity and Authorisation, Unified Security Management and Advanced Threat Protection)	Microsoft Purview Data Loss Prevention
Azure - SIEM and SOAR (Microsoft Sentinel, Log Analytics, Azure Functions Power Automate and App Logic)	Complex Networking Services in Azure
Azure - Cost Optimisation and Management	M365 - Intune Suite
Azure - DevSecOps	M365 - Security (Data Loss Protection and Compliance)
CSP Licencing Provider	Modern Workplace (Azure Virtual Desktops and M365 Desktops)

 **Meraki**

Meraki Systems Manager	MG & MR - Wireless AP's
MS - Switching	MX - Security and SD-WAN
Secure Access Service Edge	Umbrella Integration

Panorama	Endpoint Protection
Edge Firewalling	EDR
Zero Trust Network Access	Cloud Security
CASB	DNS Security
SD-WAN	Secure Access Service Edge
SD-Branch	

## vmware®

vSphere Virtualisation	Site Recovery Manager
Horizon	NSX-T
Horizon Cloud	SD-WAN (Velocloud)
Cloud Disaster Recovery	Hyper Converged Infrastrucure (vSAN)

## DELL Technologies

EMC VNX, VNXe, Unity Storage Arrays	EMC Avamar and Data Domain
EMC VPLEX	Servers
EMC Recoverpoint	Blade Chassis

## rubrik

Enterprise Data Protection	M365 Data Protection
Cloud Data Protection	Threat Monitoring
SaaS Data Protection	Threat Containment

## veeam

Back Up and Recovery Suite	M365 Backup & Recovery
Recovery Orchestration	Veeam One

## IBM

IBM SAN Volume Controller	IBM Storewize V-series
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## Other

Hycu - Backup and Disaster Recovery	Checkpoint - Firewalling
Zerto - Disaster Recovery	Arista and Brocade - Networking, FC and Zoning
Veritas - Netbackup	OKTA - Modern Authentication
Juniper - Networking & Firewalling	Kebernetes
Sophos - Firewalling and End Point Protection	Linux