

## The End Of Solution Selling

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master edge computing architectures unlock industry specific patterns apply proven best practices and progress from basics to end to end solutions key features unlock scalable edge solutions by mastering proven archetypes for real world  
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description enriched with insights from a hyperscaler s perspective edge computing patterns for solution architects will prepare you for seamless collaboration with communication service providers csps and device manufacturers and help you  
in making the pivotal choice between cloud out and edge in approaches this book presents industry specific use cases that shape tailored edge solutions addressing non functional requirements to unlock the potential of standard edge  
components as you progress you ll navigate the archetypes of edge solution architecture from the basics to network edge and end to end configurations you ll also discover the weight of data and the power of automation for scale and immerse  
yourself in the edge mantra of low latency and high bandwidth absorbing invaluable do s and don ts from real world experiences recommended practices honed through practical insights have also been added to guide you in mastering the  
dynamic realm of edge computing by the end of this book you ll have built a comprehensive understanding of edge concepts and terminology and be ready to traverse the evolving edge computing landscape what you will learn distinguish

edge concepts recognizing that definitions vary among different audiences explore industry specific architecture patterns that shape custom solutions analyze three proven edge computing archetypes for real world scalability apply best practices judiciously adapting patterns to meet specific requirements evaluate data for storage or discarding based on compliance and industry norms advance from the foundational basics to complex end to end edge configurations gain practical insights for achieving low latency high bandwidth edge solutions who this book is for ideal for vps of it infrastructure enterprise architects solution architects and sre professionals with a background in cloud computing this book is for individuals involved in crafting edge reference architectures and tailored solutions across diverse industries it provides valuable insights and practical patterns drawn from real world implementations in sectors such as retail telecommunications and manufacturing foundational knowledge of cloud computing is assumed to align with the advanced nature of the content covered

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