

Lesson 7 — Final Simulation

Session 7 of 8 | Duration: 60 min | Artifact: Unassisted 5-min recording + L7 score

Purpose

Unassisted final performance, same conditions as L1. This is the “after” measure that produces each learner’s grade.

Phases

Time	Phase	Trainer does
0:00–0:05	Frame	State this is the final run. Same conditions as Lesson 1. No help. Language bank hidden.
0:05–0:15	Read the customer profile	New customer (below). Silent reading, 10 minutes. No questions on language.
0:15–0:55	Silent prep + briefings	5 min prep, then each learner records 5 min. No interruptions, no help. Language bank not on screen.
0:55–1:00	Close	Thank learners. Save recordings for scoring. Mention the L8 format: scores revealed, capstone on a real customer.

Scripted teacher language

“Same rules as Lesson 1. 10 minutes to read, then 5 minutes to brief.”

“Language bank is not on screen today. No language help. No structure reminders. You know the shape by now.”

“Stay on camera as the customer panel for each other. No interruptions.”

Customer profile — shared by all learners

Customer: Tessera University System — multi-campus public university, US South

Profile. Six campuses, ~62,000 students, ~9,000 faculty and staff. Two main datacenters (flagship campus + a regional campus 200 miles away). The university already runs Veeam — has done for 4 years — and the engagement scope is: “are we using it to its full potential, given the threat landscape we’re now seeing in higher ed?”

Trigger. Three regional universities have been hit by ransomware in the last 18 months. The system’s board has asked the CIO for a public statement of readiness by the end of the next quarter. The CIO and CISO will both be on the briefing call.

Estate. 90% VMware on-prem across the two datacenters. 10% Azure (M365, some research workloads). Roughly 1.8 PB protected. Tier-1 systems: Banner (student information), the financial system (Workday), Exchange Online, the research data lake, and Active Directory. Active Directory is a single forest with two-way trust to a research subdomain.

Current Veeam usage. Backup is configured for nightly jobs to two on-prem repositories — one per datacenter. Replication is configured between datacenters for tier-1 VMs only. Immutability is enabled on one of the two repositories (the secondary). No object storage / cloud tier is in use. SureBackup is not configured. No recovery orchestration runbooks. Last full DR test was 9 months ago and covered Banner and Exchange only.

Gaps the SA can name. Immutability on only one of two repositories; no offsite/cloud tier; no AD recovery rehearsal; no orchestrated recovery for the research data lake; no SureBackup automation. The customer doesn't know yet which of these is the most exposing — that's what the briefing is for.

The briefing: Deliver a 5-minute readiness briefing to the CIO and CISO.

After the session

Score each learner's L7 recording using the scorecard. Calculate the L1→L7 delta and the grade band. Do not share results with learners until L8.

Between-session work

Each learner brings their real upcoming customer to L8 — one they'll actually brief in the next 30 days.

Artifact

Unassisted 5-min recording per learner + L7 score sheet. Save as
Veeam_[Region]_[LearnerID]_RansomwareBriefing_L7_YYYY-MM-DD.