AWS Training and Certification

Building Effective Teams

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Cloud adoption has accelerated, and AWS is innovating faster than ever…

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To meet this increased pace we need skilled and effective teams…

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Companies Need Cloud Expertise

68% of Information Technology decision-makers reported a **gap** between their team's **skill levels** and the knowledge required to achieve **organizational objectives**

*Data from the 2017 Global Knowledge IT Skills and Salary Report

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We Can Help

AWS Training and Certification can help your organization **build cloud skills** to make your transition to the AWS Cloud **easier**, so you can **get the most out of your investment**

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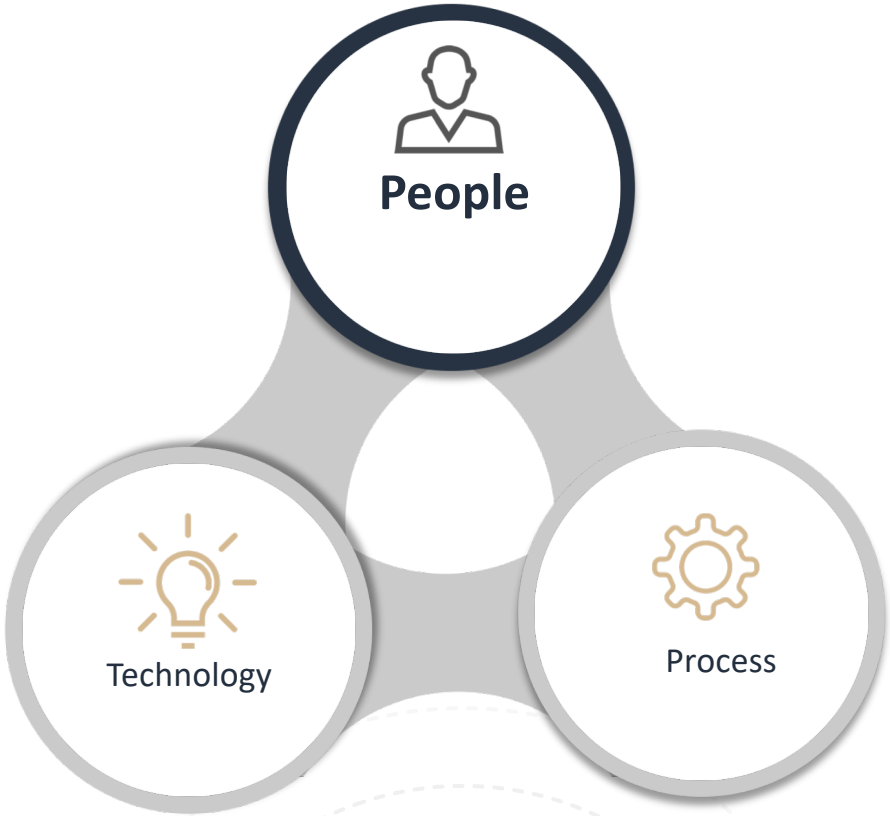
We accelerate the human side of cloud adoption



People and **skills** are critical to customer success and realized value:

- Right **knowledge** & **skills** for digital transformation and retiring technical debt
- Maximize services **adoption** and usage
- Attain **self sufficiency**
- **Attract** and **retain** top talent

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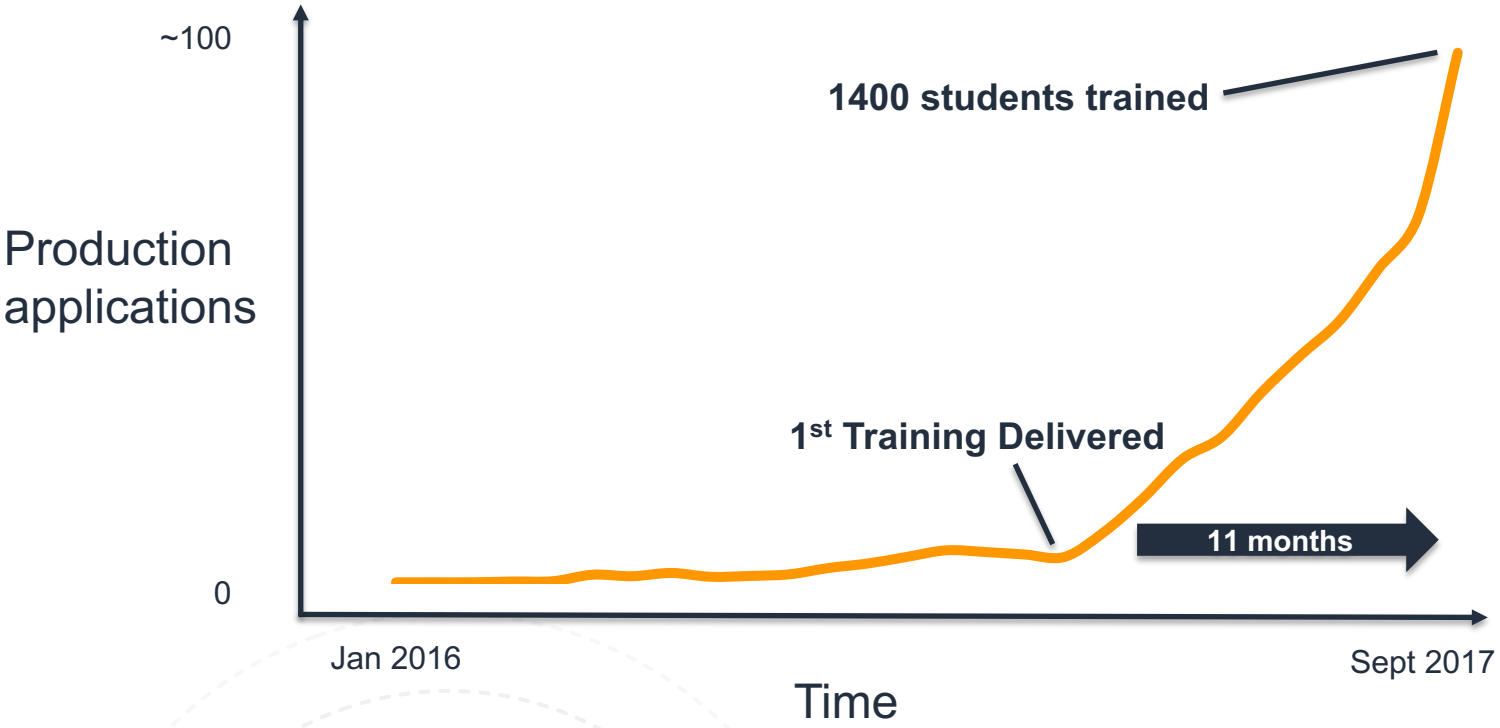
Success Story: Training for Faster Migration



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IDC Research Confirms Training Effectiveness

Comprehensively trained organizations are…

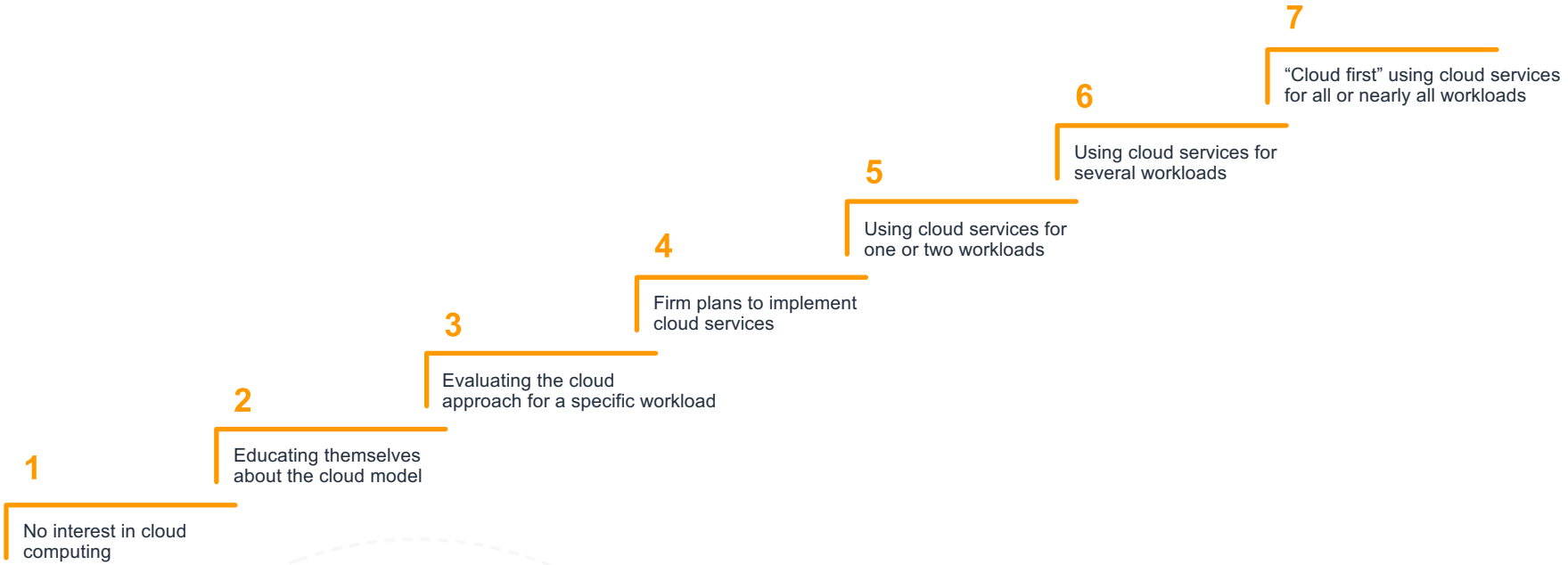
80% faster to adopt cloud

2.7x more likely to realize cloud can jump start innovation

4.4x more likely to overcome operational and performance concerns

Source: IDC White Paper - *Train to Accelerate Your Cloud Strategy*, 2017

IDC’s 7 Stages of Cloud Adoption



Source: IDC White Paper - *Train to Accelerate Your Cloud Strategy, 2017*

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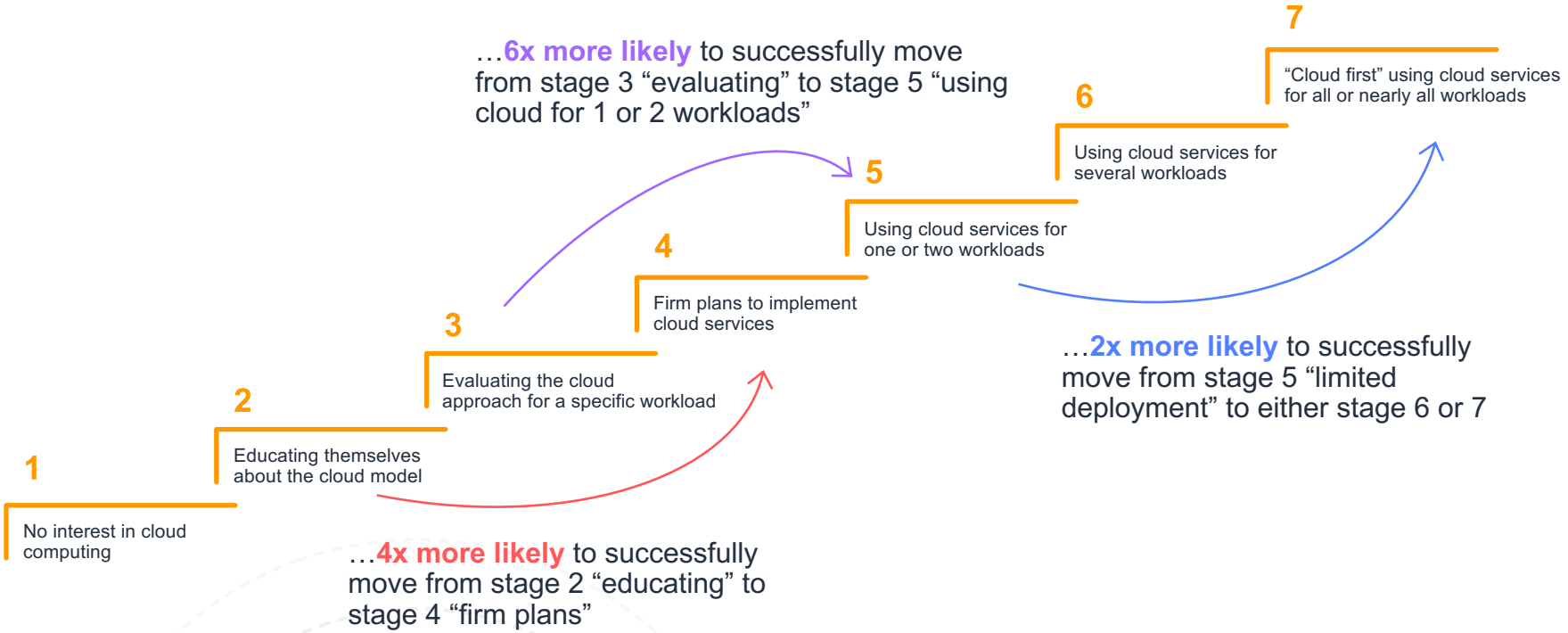
Comprehensive Training Accelerates Adoption

Comprehensively trained organizations are…



Source: IDC White Paper - *Train to Accelerate Your Cloud Strategy, 2017*

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Our Customers Speak Loudly

"We can measure how things are getting better with training. We have **less outages**, our **costs are going down**, and we are **getting leaner** with the way we use AWS."

– Alan Williams,
Enterprise Architect, Autodesk

"AWS Training **helped us tremendously**... my advice is, when you start on AWS, **go for essentials training for everyone**, so everyone understands the basic principles."

– Christian Boehm,
Head of Data Center Infrastructure, Siemens AG

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What Does AWS Offer?

Digital Training

Free, self-paced online courses built by AWS experts

Classroom Training

Classes taught by accredited AWS instructors

AWS Certification

Exams to validate expertise with an industry-recognized credential

Build Skills with AWS.training Digital Training

Comprehensive Curriculum

Over 100 free courses, including dozens of service introductions

Built by AWS Experts

Developed and updated by AWS engineers and subject matter experts

Learn On Your Terms

Take focused, bite-sized courses at your own pace, individually or in sequence

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We Offer a Range of Training Options

Digital

- AWS Cloud Practitioner Essentials — 6 Hours
- AWS Compute Services Overview — 5 Minutes
- Introduction to Elastic Compute Cloud (EC2) — 10 Minutes
- Introduction to Machine Learning — 10 Minutes
- Machine Learning Use Case: Call Center — 40 Minutes
- Introduction to Amazon SageMaker — 10 Minutes
- Introduction to Amazon Simple Storage Service (S3) — 10 Minutes
- Deep Dive into Amazon S3 Management — 70 Minutes
- Introduction to Amazon GuardDuty — 10 Minutes

Classroom

Architecting
- 1 Architecting on AWS — 3 Days
- 2 Advanced Architecting on AWS — 3 Days

Developing
- 1 Developing on AWS — 3 Days
- 2 DevOps on AWS — 3 Days

Operations
- 1 System Operations on AWS — 3 Days

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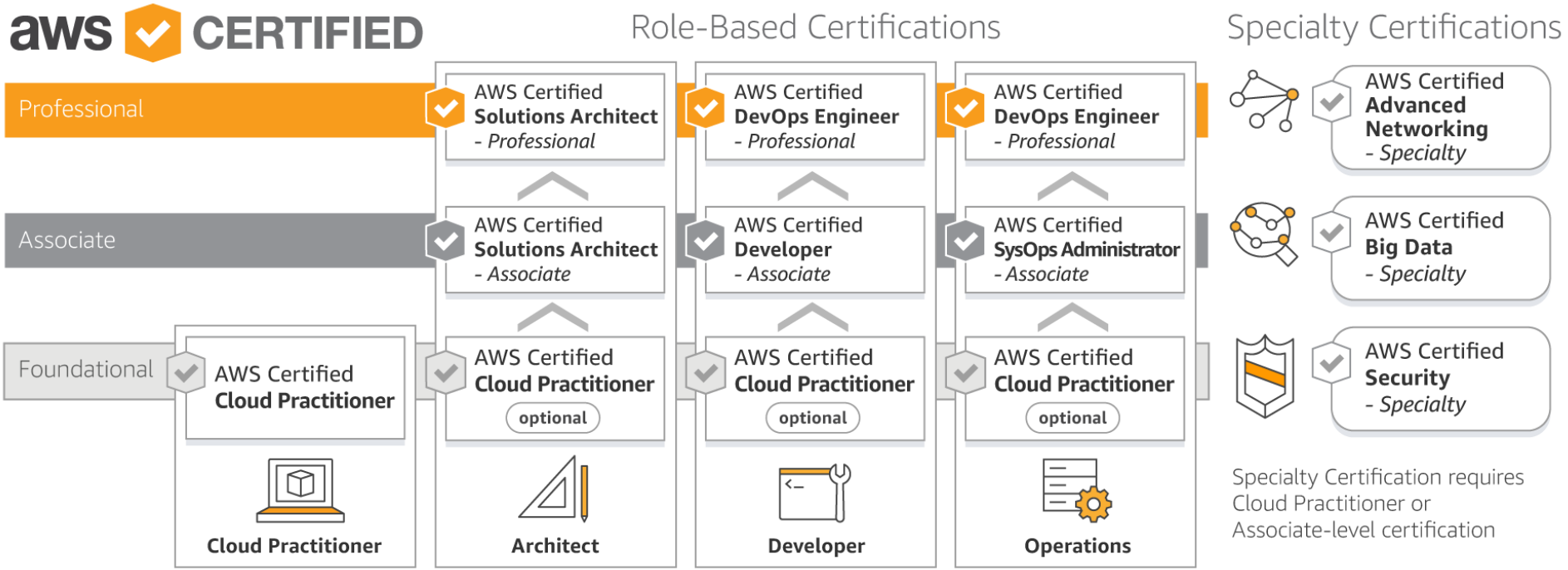
Take Classroom Training with an Instructor

Offering	Features	Recommended For
Onsite Private Training	• Private training with an AWS instructor for your employees • AWS instructor travels directly to you • Scheduled 6-8 weeks in advance • Class size: 10-20	• Organizations looking to train a team in a single convenient location
Virtual Private Training	• Private training with an AWS instructor for your employees • AWS instructor delivers training remotely to a group in any location • Scheduled 6-8 weeks in advance • Class size: 10-20	• Organizations looking to train a team spread out in several locations
Public Training Classes	• In-person training with an AWS or Training Partner instructor • Classes available throughout the globe • Individuals can sign up for classes most convenient for their schedule • Max class size: 20	• Organizations looking to train fewer than 10 individuals on a given subject • Individuals looking to deepen cloud skills

AWS Certifications Validate Knowledge



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Training as a Journey

Foundation **Migration** **Optimization**

Phase 1:	Phase 2:	Phase 3:	Phase 4:	Phase 5:
Cloud awareness and essentials training for a very broad range of employees	Relevant foundational training for technical employees and key lines of business	Cloud Practitioner and/or Associate certification for select staff with relevant experience	Intermediate and advanced training for technical staff as required	Professional or specialty certification for select technical staff with relevant experience

~Months 1-3 ~Months 3-6 ~Months 6-9 ~Months 9-12 ~Months 12+

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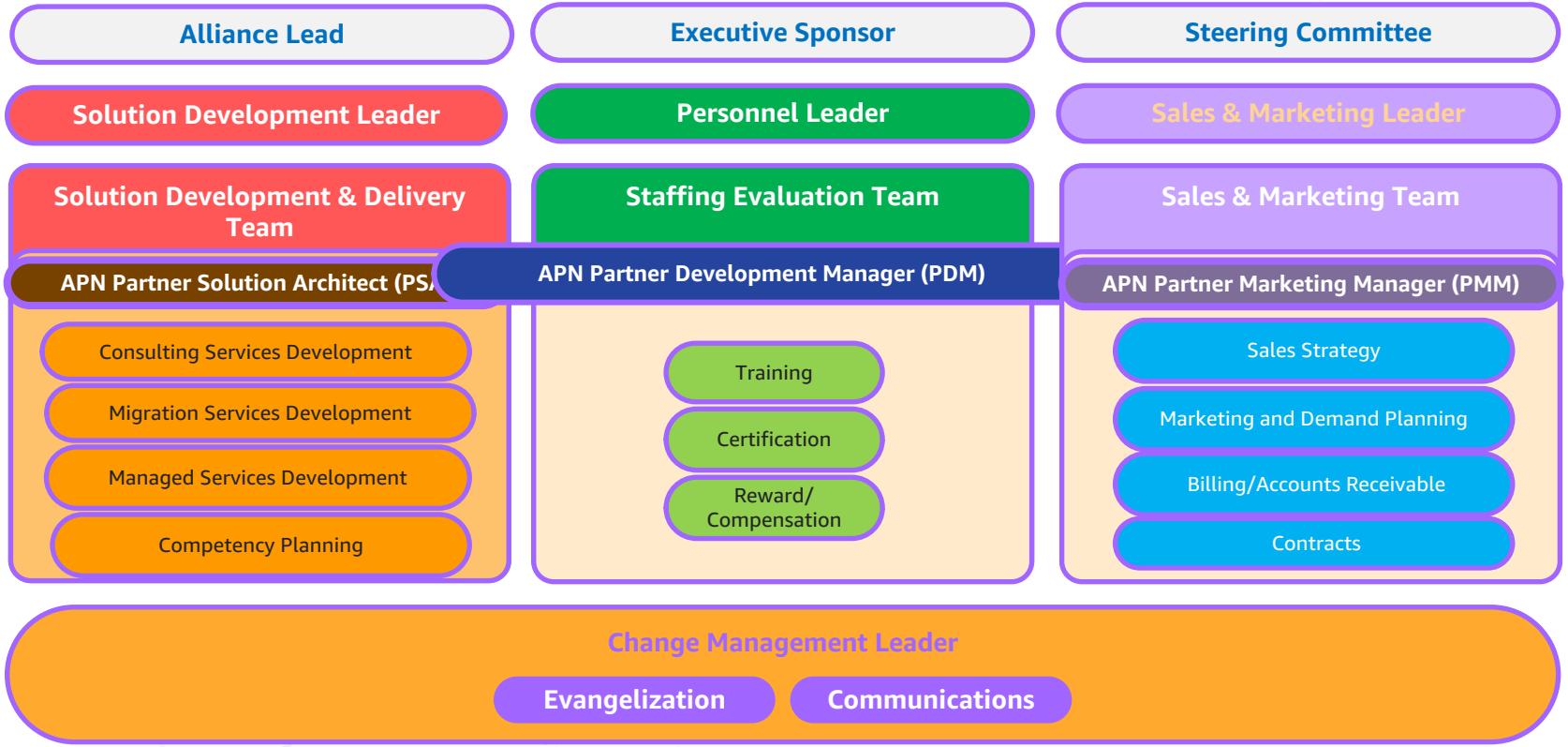
Example: Cloud Leadership Team Structure



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Internal Evangelists Can Help

"Most organizations that do this well have a **Cloud Center of Excellence** to help train the rest of the organization and give guidance on best practices and policies for the company."

– Stephan Orban
Global Head of Enterprise Strategy, AWS

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AWS Partner Training

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APN Instructor Led Courses

½ Day	Building Your Business with AWS	

½ Day	Foundations	Biz
½ Day	Windows	Biz
½ Day	SAP	Biz
½ Day	Migrations	Biz
1 Day	Big Data	Biz
½ Day	Machine Learning	Biz

1 Day	Foundations	Tech
1 Day	Windows	Tech
1 Day	SAP	Tech
1 Day	Migrations	Tech

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AWS Professional Services Workshops

1 Day	Machine Learning	Tech
1 Day	Migration	Tech
1 Day	Security Risk & Compliance	Tech
1 Day	Advisory	Tech
1 Day	Operational Integration	Tech

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AWS Instructor Led Partner Training Options

Offering	Features	Recommended For
Onsite Private Training	• Private training sessions for one partner organization. Led by an AWS instructor. AWS instructor travels to partner site • Scheduled 6-8 weeks in advance • Class size required: 25 or more	• Partner organizations looking to train a team in a single convenient location
Virtual Private Training	• Private training for one partner organization. Led by an AWS instructor but delivered remotely to a group in many locations • Scheduled in advance as convenient • Class size: 25 or more	• Partners looking to train a team spread out in several locations
Public Training Classes	• In-person or Virtual training with an AWS Instructor. • Individuals can sign up for classes most convenient for their schedule • Guaranteed to run	• Partners looking to train individuals on a given subject • Individuals looking to deepen cloud skills

Partner Training Schedule & Marketing

- Monthly Training Bulletins for Business and Technical Courses
- Course Description
- Locations and Deep Links

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Monthly Partner Training Bulletin

April Partner Training News for Business Professionals

Build skills to better serve your customers with AWS Training for AWS Partner Network (APN) Partners. Check out this month's training resources below, or view more training options here.

New Webinar Series: AWS PartnerCast

Starting in April, our new webinar series, **AWS PartnerCast**, will provide weekly updates on products, services, training, technical deep dive, and more. Open to all APN Partners, each hour-long webinar session will have a two-way forum for you to engage with subject matter experts and other Partners. Learn more and register here.

New Solutions Training for Partner Course

SAP on AWS (Business) is designed for business professionals at AWS Partner Network (APN) Consulting Partner organizations who are focused on selling SAP on AWS. The session focuses on establishing knowledge to engage effectively with customers in positioning AWS for SAP workloads. Learn more and register here.

Next steps….

Register for free training in the APN Portal

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Questions?

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Thank You!

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