

# Lead The Business Transformation With Education

Explosive change in storage requirements and a widening knowledge gap across the industry are making education a mission-critical task.

## Lead with EMC Education

Create value in expertise and invest in organizational skills development – Integrate education into your transformation practice.



**Enhance Customer Satisfaction** - Trained customers are 3X more satisfied with the performance of their solutions.



**Increase Revenue Opportunities** – On average, for every \$1 invested in education, customers will spend an additional \$12 in product.



**Increase Customer Productivity** - Trained customers are substantially more productive and place fewer support calls.

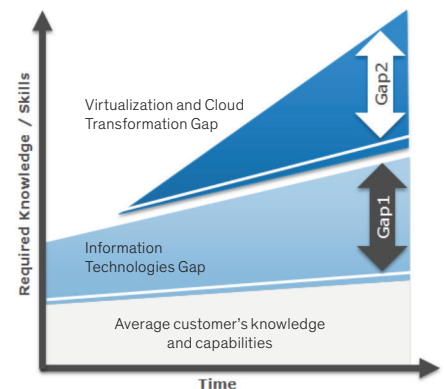


**Build Customer Loyalty** - The majority of trained customers rate their product more highly against competing solutions.

## Business Realities

The IT transformation is real

- > New roles are emerging creating skills and knowledge gaps
- > Organizations are rapidly transitioning to virtualized and cloud environments, IT staff must enhance skills to meet the business needs
- > 1.7M cloud-related jobs went unfulfilled; 7M shortage of skilled professionals projected by 2015
- > 94% of IT managers believe in-house skills are critical to designing and architecting virtual environments



Source: Managing Information Storage – Trends, Challenges, and Options 2013-14 – A Global Study of 600+ companies

# Partner Education Offerings

Course	Description	Price
Cloud Infrastructure and Services Starter Kit	Educates participants about cloud deployment and service models, cloud infrastructure, and the key considerations in migrating to cloud computing. (CE-VILTCIS)	\$600
Virtualized Data Center and Cloud Infrastructure Planning and Design - Video ILT	This course will cover in-depth details and considerations for planning, designing, and migrating to Virtualized Data Centers (VDC) and Cloud environments. (CE-VILTVDCCI)	\$1,200
IT-as-a-Service Planning and Design - Video ILT	This expert-level course provides the knowledge and skills necessary to design cloud based IT-as-a-Service (ITaaS) solutions. (CE-VILTITAAS)	\$1,200
XtremIO ValuePak (NEW)	This course provides an introduction to the EMC XtremIO product. It includes an overview of basic architecture, use cases, features, and functionality. (MR-1MM-VALPAKXIO)	\$2,000
Selling VCE Vblock Systems	Guide to selling and positioning VCE systems, Overview and Value Proposition. (VCE-8WN-VCEPKGSELVB12)	FREE

## Partner-Only Subscriptions

### EMC ADVANTAGE

**\$15,000**

CE-ATVTG

- > Get up to 25 unique activations through a single annual subscription
- > Access 100 titles and learning paths
- > Purchase exam vouchers (\$200 value) at 50% discounts

### EMC ADVANTAGE PLUS

**\$25,000**

CE-ATVTGPLUS

- > Get up to 200 unique activations through a single annual subscription
- > Access 100 titles and learning paths
- > Purchase exam vouchers (\$200 value) at 50% discounts

	EMC Advantage	EMC Advantage Plus			
	Implement	Implement	Remote Support	Onsite Support	Service Provider
Technology Architect	●	●	●	●	●
Implementation Engineer	●	●	●	●	●
Operational			●	●	●
Platform Engineer				●	
Cloud / Big Data	●	●	●	●	●


# Featured Customer Education








Course	Description	Price
Cloud and IT-as-a-Service for Business Transformation - VILT	This course shows business leaders and their teams how to leverage cloud computing and IT-as-a-Service to help drive innovation. (CE-VILTBTCLOU)	\$600
Vblock ValuePak - ILT	Educates students on Vblock architecture, infrastructure management, administration, security strategy and monitoring. (CE-VALPAKVBL)	\$5,000
Data Science and Big Data Analytics for Business Transformation - VILT	This course gives business leaders the skills and knowledge to better manage analytical efforts. (CE-VILBTDATA)	\$800

## Introducing the VSPEX Bundle!





SIMPLE. EFFICIENT. FLEXIBLE.

All key education in one bundle to address the broad learning needs of VSPEX customers. Used by a single individual or a team of individuals.


**VSPEX EDUCATION BUNDLE**  
**CE-VSPXBDL01** – the best education value (over 50% discount) and flexibility through blended delivery modes.

Education Items Included in Bundle	Delivery Mode
VNX Solutions Video ValuePak	 
VMware vSphere: Install, Configure, Manage	 
VNX Integration with VMware vSphere	
Data Domain System Administration and Avamar Administration	
A choice of Brocade or Cisco networking course	

Note: Mention the model code **CE-VSPXBDL01** when purchasing this offering.

 Instructor-Led Training
  Online ILT
  Video RT (ILT)
  e-Learning

## EMC EduCare Membership

**EDUCARE MEMBERSHIP** **\$25,000**

MR-1WN-EDUCARETRYBUY

- > Annual corporate membership that provides a portfolio of key value-added informal and service-based learning.

**EDUCARE EXPRESS** **FREE**

MR-5WN-EDUCARETIER2

- > Access to Education Services Virtual Labs (ESVL) & Ask the Experts

- > **Education Services Virtual Lab (ESVL):** Real world lab experience in non-production environment
- > **Ask the Experts:** Monthly Q&A Sessions with EMC experts
- > **Best Practice Webinars:** Webcast events on key EMC product & technology
- > **Knowledge Maintenance:** Updates to EMC formal trainings
- > **EduCare Health Check:** Annual training readiness checks
- > **Designated EMC Consultant:** Assigned to assist with developing EMC education solutions
- > **EMC Exam Vouchers:** 10 Exam vouchers valid for 12 months
- > **EMC World Passes:** 2 EMC world passes included

## Purchasing Education

- I. Request a quote from Arrow EMC Inside Sales Representative
- II. Include on your product quote or purchase separately
- III. Share the co-branded education briefs with your customer

# Are You Five Years Out?

Most people live in the present. The world of now. But a handful of us work in a unique world that doesn't quite exist yet—the world of Five Years Out.

Five Years Out is the tangible future. And the people who live and work there know that new technologies, new materials, new ideas and new electronics will make life not only different, but better. Not just cheaper, but smarter. Not just easier, but more inspired.

Five Years Out is an exciting place to be. So exciting that, once you've been there, it's hard to get excited about the present. Because we know what's coming is going to be so much better.

Five Years Out is a community of builders, designers, engineers and imaginers who navigate the path between possibility and practicality. Creating the future of everything from cars to coffeemakers.

Are you one of them? Then you're probably working with us.

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Virtualization and  
ITaaS have placed  
new training and  
development  
requirements on  
storage managers and  
IT professionals – Only  
10% are considered  
strong on Cloud.

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### In Person

**North America**

800 221 6475

### Online

[arrow.com](http://arrow.com)

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**ARROW**  
**Five Years Out**

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