



GREAT
KNOWLEDGE

GREATER
EXPERTISE

GREATEST
VALUE

Retain and grow talent to generate more value from
your VMware investments than you ever thought possible



INTRODUCTION

65%

of CIOs believe that a lack of IT talent impacts their ability to innovate and compete.

However

Adding **1.5%** of a project's budget to training increases the project success rate from **50%** to **80%***.

RELEASE THE TRUE VALUE OF VMWARE

Whether you are new to VMware technologies, already on your path to building sophisticated cross-cloud architectures, or seeking to mobilise your workforce using virtualized infrastructures, what's top of mind – now more than ever – is getting the maximum value from your investment.

Value always has been key, right?

Get the right skills in place

What's different today is that more and more of our customers understand that delivering the business value they and their users really want is down to having the highest possible level of tech skills deployed in the right place, at the right time. And that developing those skills can be achieved flexibly in order to make the best use of time, budget and human resources.

They know this because they invest in skills development by collaborating with VMware Education Services to develop bespoke training that truly addresses their challenges and gets their teams where they need to be – proficient today and future-proofed for tomorrow.

Want to do the same?

Let's see how it can work for you...

**“An investment in
knowledge pays
the best interest.”**

Benjamin Franklin

GET A HEAD START, TODAY

Maximising the value of your VMware technologies happens when you plan training either before implementation begins or early on in the cycle.

Customers who are proactive about their training plans typically gain these benefits:

- Faster user adoption & innovation
- Accelerated and higher levels of proficiency achieved
- Greater ROI
- Quicker business outcomes

336,000+

Certifications granted

183,000

IT professionals trained
a year

97%

Satisfaction rating based
on course surveys

750+

VMware Certified
Instructors

115

Training Partners

195

Countries

86%

of organisations surveyed
would recommend VMware
Training and Certification

80%

of IT buyers believe training
is critical to project success

**“VMware training has
given me a greater
understanding of how
to use the product.
This has allowed me
to better implement
the product and
use more features
the organisation
already paid for.”**

Server Administrator,
Medium Enterprise
Health Care Company

OUTSTANDING TRAINING, OUTSTANDING RESULTS

Some of the world's most successful organisations work with us to future-proof their IT talent – something that also helps them retain the right combinations of expertise to deliver on their organisations' ambitions. Which of us would not be attracted by the prospect of career development and progression delivered by a market leading vendor such as VMware?

Take a look at the business value just three of our most progressive customers are achieving by getting proactive about VMware education.

PRINCE SULTAN UNIVERSITY

How their Education for Employment Program is helping to boost the competitive advantage of regional businesses.

Ambition

To ensure the local demand for VMware skills is fulfilled by producing certified professionals capable of helping regional businesses complete their digital transformations.

Program

The university created its Education for Employment (E4E) Program, an instructor-led course supplemented by online training via a VMware Enterprise Learning Subscription. The program takes students with zero VMware skills through to advanced certification levels within 6 months.

Results

So far, 33 participants have attended Data Center Virtualization training, achieving VCA and VCP certifications, with 29 also achieving VCAP-DCV certification.



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MIDDLE EASTERN BANK

How they have increased the availability of services and user satisfaction.

Ambition

The bank needed to deliver an all-round better service to their customers and employees. This meant creating high availability services by upgrading their virtualization platform (vSphere 6.5) and implementing a new desktop and application virtualization solution.

Program

Began by identifying the skills gap and together with the CIO, VMware Education Services created a phased, flexible approach blending:

- Instructor-led classroom courses
- Private onsite training
- Access to all On Demand training courses

Results

The IT team were able to make full use of their VMware technology creating and delivering an extremely high availability end-user service through the flexible training solution provided by VMware.



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EUROPEAN TELECOM GIANT

Opening minds to the power of cloud technologies.

Ambition

To build cloud-based services for customers using VMware vSphere, NSX and Workspace One, but finding and retaining the right VMware skills to do so was a challenge.

Program

In collaboration with VMware Education Services, the firm built a customised training program, auditing current skills and planning a phased training schedule to supply the right skills at the right time.

- Phase 1: Instructor-led classes across all solutions from install to configure, manage to advanced troubleshooting and optimisations
- Phase 2: Customised private onsite training

Results

The team has successfully developed a services oriented approach to delivering their cloud solutions, and now retains more staff.



DELIVERING THE VALUE YOU WANT, HOWEVER YOU WANT

We understand the time pressures your people face and the need to rapidly upskill in a way that really tailors VMware knowledge to your business ambitions. Flexing to your needs is why we have created an adaptable strategic range of education approaches and services, as follows:

VMware Strategic Training

The strategic training plans we develop for our Enterprise and Commercial customers most often include:



On Demand

Delivered through the Learning Zone, this is the same course content and labs as classroom training in a flexible, cloud-based format.



Live Online

Instructor-led VMware training delivered online that lets you learn from virtually anywhere. Meets certification course requirements.



Classroom

Traditional instructor-led VMware training in a classroom setting. Meets certification course requirements.



Private Training

Dedicated training tailored to the specific needs of your organisation and delivered onsite at your location or at a VMware facility.



Lab Connect

Access to practice labs for 30 days/30 hours. Gain extra hands-on practice of new skills before applying in an operational environment.



Virtual Learning Zone

Your single source for 24/7 access to digital training from VMware. This is where you can access an Enterprise Learning Subscription.

With VMware Education Services, your teams can gain as many technical competencies as they want. We can help them get practical skills quickly and increase their proficiency to advanced levels of certification to suit their schedules.

HOW FAR CAN YOU GO?

At VMware, we bring our technologies to market under the umbrella of four of our customers' critical Strategic IT Priorities, you can think of them as our four technology pillars:

Modernize Data Centers	Integrate Public Clouds	Secure Digital Workspace	Transform Networking & Security
Building agile, service-oriented IT models for data centers that leverage both their on-premises and data center resources and public clouds.	Gives IT organisations broad choice and flexibility in how to run, manage, connect and secure their apps in any cloud.	Enables IT teams to deliver a seamless user experience with a unified platform for the provisioning, management, and security enforcement of applications to devices across all major platforms.	Helps organisations to rethink cybersecurity for the hyperconnected era. We help them to build on a virtualization foundation, moving to a new security architecture that's intrinsic, highly granular and policy-driven.
Professional level recommended courses (VCP)*			
Install Configure Manage Fast Track	Install Configure Manage	Install Configure Manage Deploy & Manage	Install Configure Manage Internetworking experts fast track Microsegmentation
Advanced level recommended courses (VCAP, VCDX)*			
Design & Deploy Optimize & Scale Troubleshooting All courses	Design & Deploy Orchestration and Extensibility All courses	Troubleshooting & Performance Optimisation All courses	Design & Deploy Troubleshooting & Operations All courses

*VMware Certification Programme

MAKE SURE YOU GET THE BEST FROM VMWARE TECHNOLOGY

Try our Knowledge Skills Assessment, it's a totally free service that helps you assess IT's capabilities and plan training programmes that map to your business objectives and timeframes. It's all achieved in three simple steps:

1 Assessment
of skills

2 Gap analysis
created based
on IT objectives

3 Align your skills
needs to a
blended tailored
training program

Knowledge Skills Assessment

Get the right skills in place.

Contact Education-EMEA@vmware.com to discuss your needs or take a look at vmware.com/education

