

VMware Learning

@ Fastlane IT Forum

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Agenda

Fastlane & VMware

About VMware

Who we are and what is our Strategy

VMware Learning

A Quick Overview

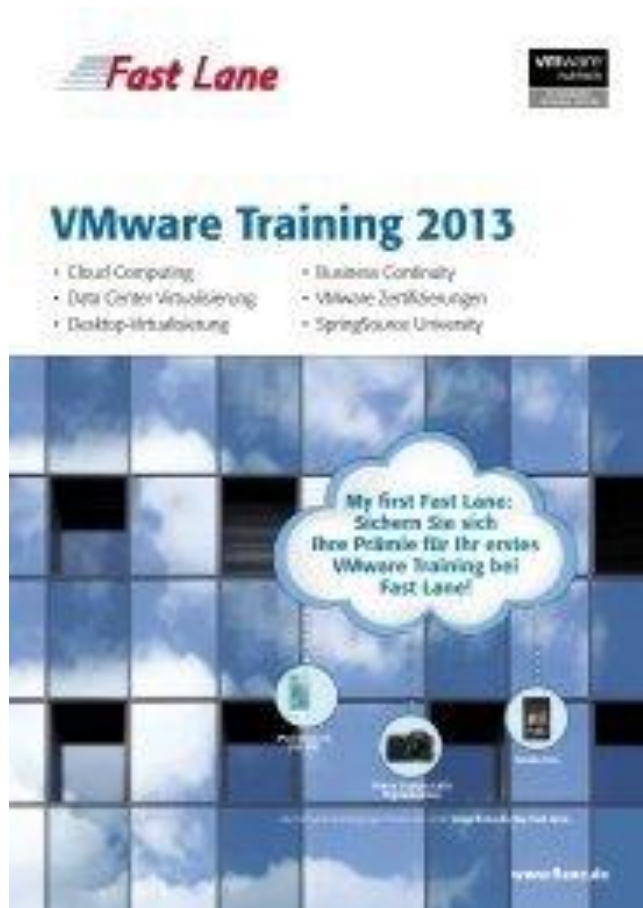
VMware Learning Paths

Courses aligned with our Technologies

VMware Certification

Courses aligned with our Technologies

Fastlane – Eine erfolgreiche Partnerschaft



Fastlane – Eine erfolgreiche Partnerschaft

VMware EMEA Training
(VATC) Partner of the Year
2012

Premier VMware Authorized
Training Center (VATC)
Status in 2013

VMware EMEA Education
'Rising Star of the Year'
Award 2015

VMware EMEA Education
'Rising Star of the Year'
Award 2016

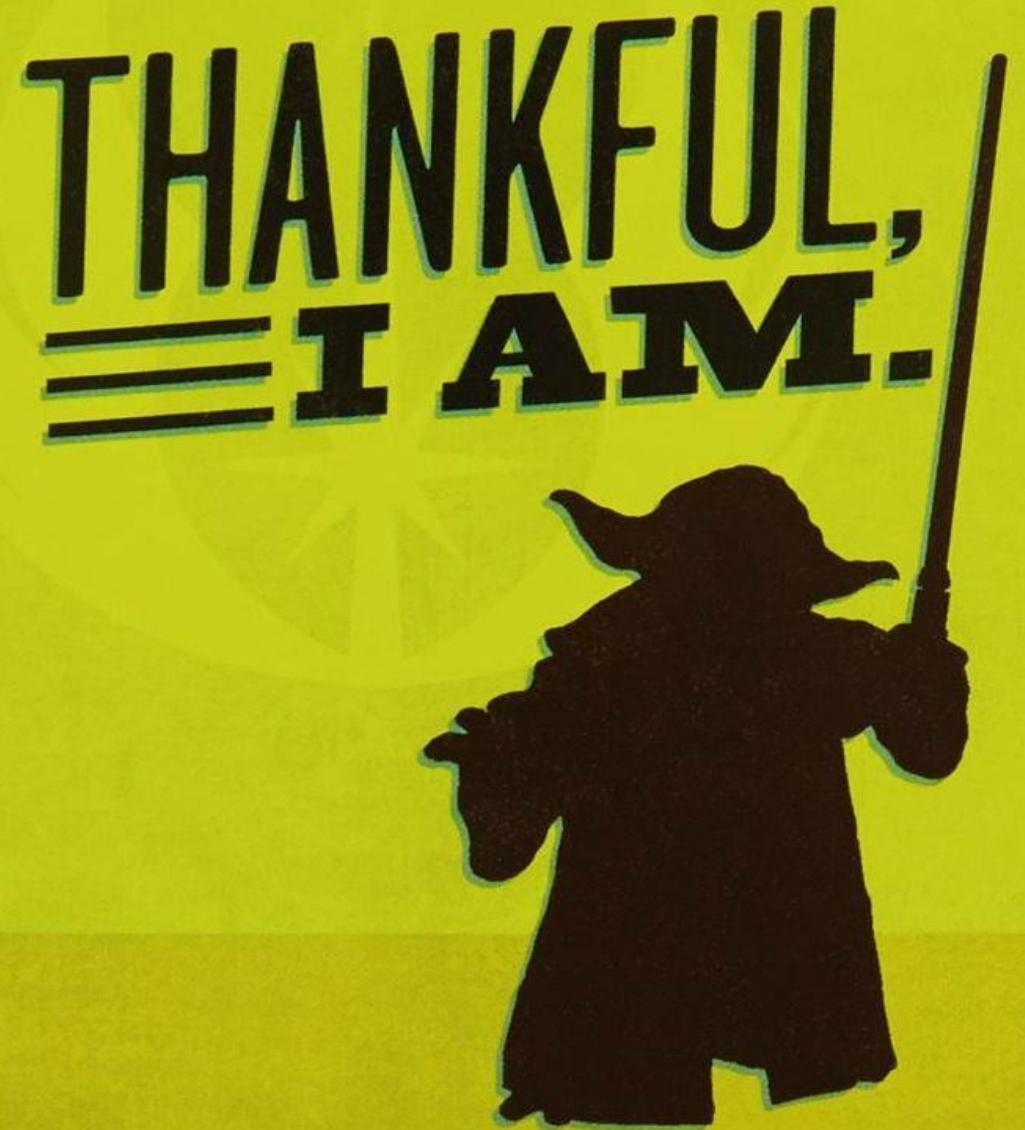
VMware EMEA Education
Partner of the Year 2017

CEMEA Training Partner of
the Year Award 2019

VMware 2022 EMEA
Learning Local Partner of the
Year Award



 ***Fast Lane***



About VMware

· VMware: Fast Facts

VMware is the leading provider of multi-cloud services for all apps, accelerating innovation with a cloud-smart approach. Our software delivers the freedom and flexibility businesses need to move faster and spend less.



\$12.85B in revenue (USD) in FY2022

Hundreds of thousands of customers worldwide

Chosen by over 99% of Fortune 100; 99% of Fortune 500 and 99% of Forbes Global 2000 companies

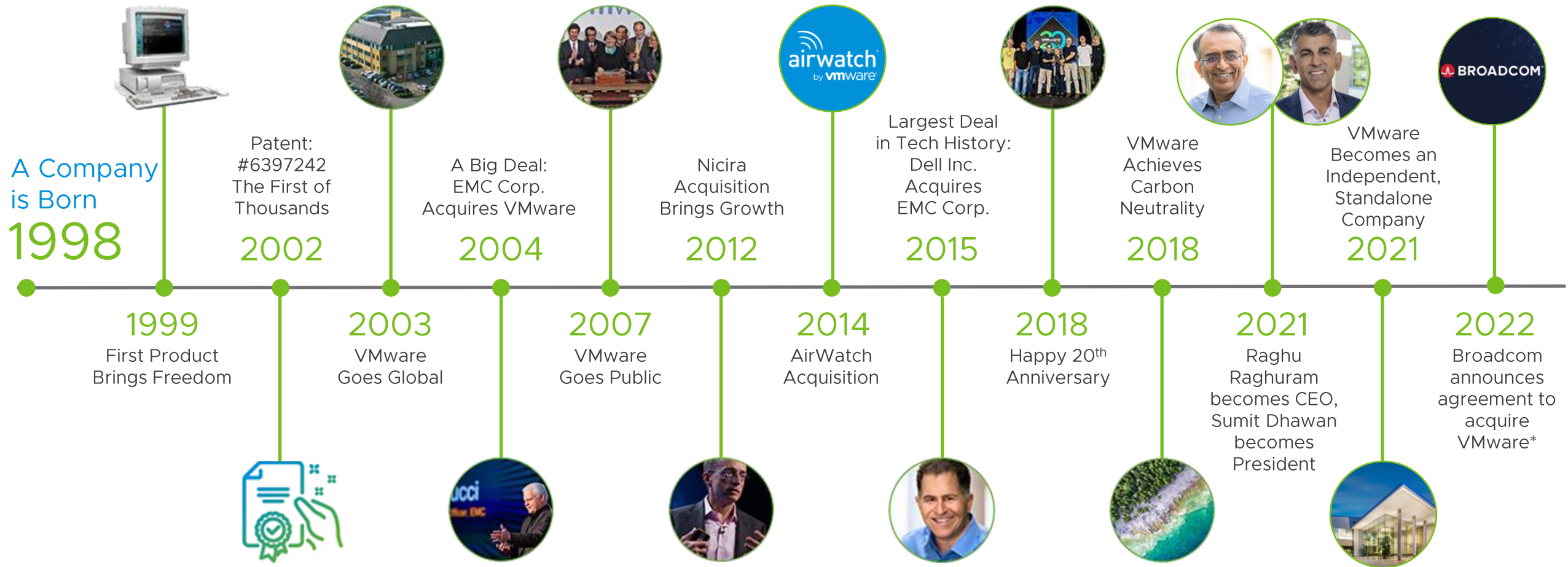
39,000+ employees

Extensive partner ecosystem

Owns or controls 5,530 patents*

Recognized on the JUST 100 List of 2022; VMware ranked number one overall in the environment category, leading all companies in the JUST 100 in sustainable products and pollution reduction

VMware Company History



About VMware

Delivering the trusted foundation to accelerate innovation

VMware provides multi-cloud services for all apps, accelerating innovation with a cloud-smart approach.

At the heart of everything we do is our deep commitment to building a sustainable, equitable and more secure future for all.

“...you can almost think of us as the Switzerland of multi-cloud”

Raghu Raghuram, CRN May 2021

WHAT WE DO

As the trusted foundation to accelerate innovation, VMware meets customers where they are. Instead of tradeoffs and compromise, our software offers organizations the flexibility and choice they need to build their future.



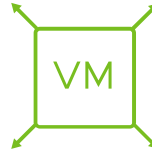
Global Leaders Rely on VMware

Navigating change and innovation for global organizations



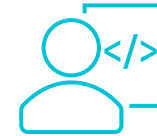
300K

Organizations
globally



85M

Enterprise workloads
on VMware



5M

Developers building
on VMware today

Supported by a global ecosystem of **30K** partners



10 of Top 10
Largest Global Banks



9 of Top 10
World's Best Hospitals



100%
of U.S. Federal Agencies



19 of Top 20
Global Retailers

VMware Delivers the Digital Foundation

Build, Run, Manage, Connect and Protect Any App on Any Cloud on Any Device

Any Device



Any Application



Traditional

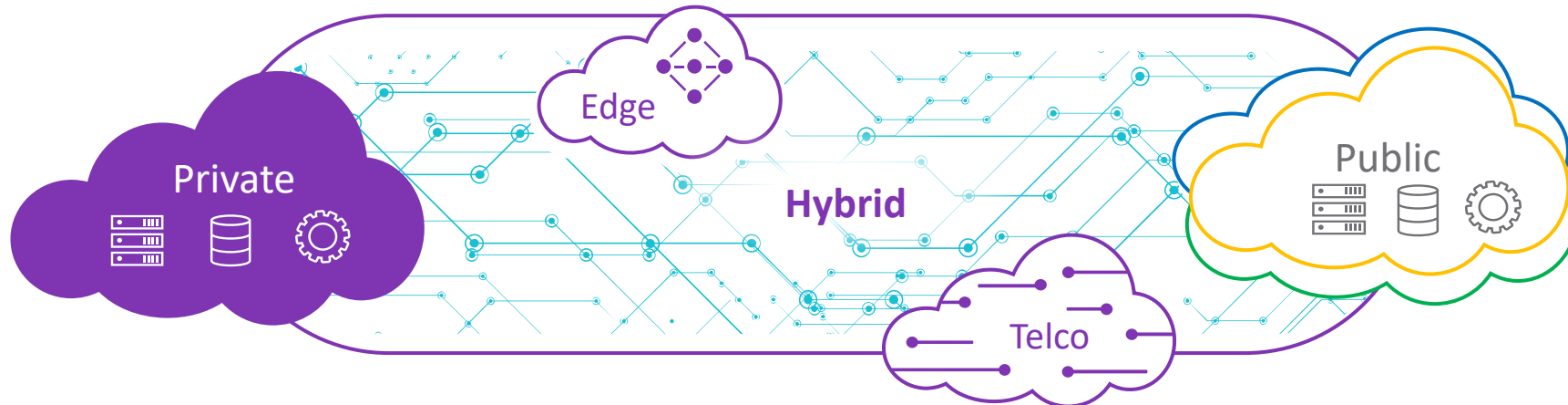


Cloud Native



SaaS

Any Cloud



Intrinsic Security

VMware Learning

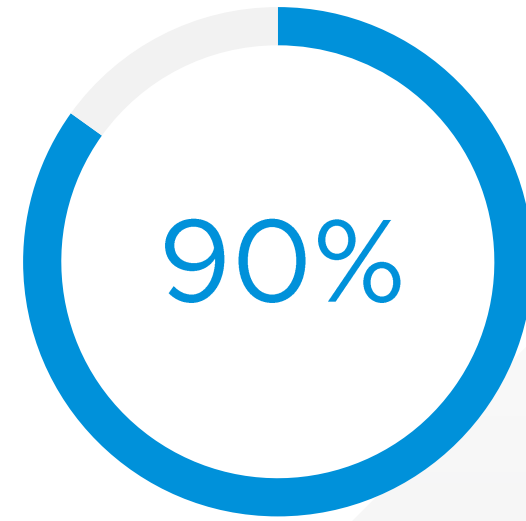
Your Path to Success



Confidently Support Future Business Needs

80% of organizations using automation and orchestration tools report being satisfied or very satisfied with the business impact of moving to the cloud

90% of organizations with well-trained teams are satisfied or very satisfied with their ability to monitor, forecast, and optimize server, storage, and network resources



See Measurable Results Now

Well-trained teams meet nearly 90% of their business and project milestones

Why Certify?

Maintain a competitive edge

Organizations are always looking to compete effectively and optimize investments. Having staff certified helps optimize technology investments, improves productivity, and helps retention of key IT staff.

ROI on Employee Investment



of IT managers surveyed said employees with IT certifications produce higher quality work

Improve Productivity



of IT decision makers believe skills gaps cost their employees between three and nine hours of work per week

Increase Innovation



of managers surveyed worldwide said certified team members provide added value above and beyond the cost of certification

VMware Learning Modalities

Classroom ILT

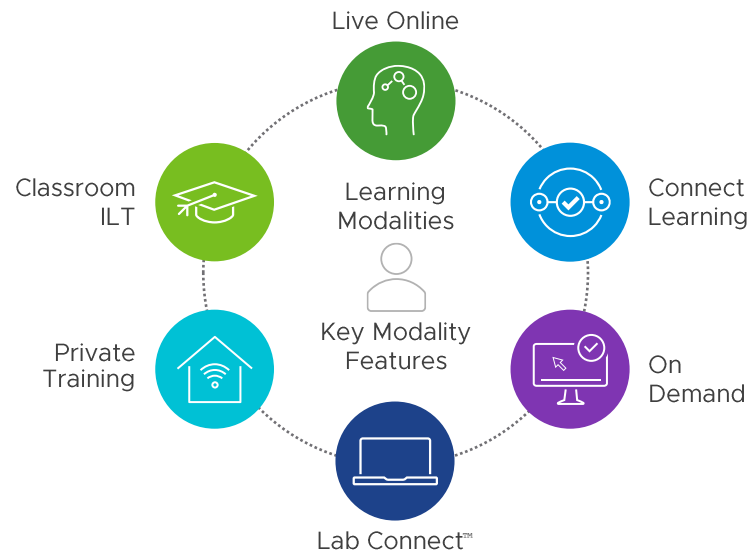
Traditional instructor-led VMware training in an in-person classroom setting. Meets certification course requirements. Our traditional ILT courseware can be accessed by individuals or groups from your organization. In addition, we offer private training on-site for your organization which can feature customized course content.

Private Training

Training at your location that is tailored to fit your time and delivery needs. Instructor focuses on your specific training and business goals. Typically costs 25% less than individual registrations.

Live Online

Virtual instructor-led VMware training delivered online utilizing the latest technology allowing you to meet and collaborate from anywhere. Meets certification course requirements.



Lab Connect

Select courseware includes access to immersive lab environments. Additional access to these immersive labs for 30 days/30 hours (whichever comes first) is available. Subscribers can gain extra hands-on practice of new skills before applying in an operational environment.

Connect Learning

Your training portal for access to self-paced learning options, including On Demand courseware. Subscriptions are available for individual learners up to enterprise-level customers who need to train global teams. A Basic Subscription is available free of charge.

On Demand

Self-paced training identical to classroom instruction. Subscribers have 30 days continuous access to training modules and practice labs through VMware Lab Connect™. Certification voucher included where applicable.

VMware Learning Paths

VMware Learning Paths are designed to help you identify course needs based on the VMware product, your role and skill level. Courses and certifications are organized by Professional and Advanced to guide you to the best option.

Visit vmware.com/learning to view complete learning options.

Learning Paths

Identify course needs based on VMware product focus, your role, and skill level



Multi-cloud

Discover hybrid and native public cloud solutions, and prepare to build, run, manage, and secure business-critical applications on any cloud.



End-User Computing

Learn how to securely enable productivity across endpoints, empowering your employees to work where and how they choose.



Networking

Explore network virtualization, logical network services, network management, extensibility, and more.



Security

Leverage your infrastructure to provide adaptive protection for your apps and data, regardless of their location or movement.



App Modernization

Pick up valuable new insights about building, deploying, and managing cloud-native applications.

VMware Learning Paths

Your guide to courses by product and skill level

Learning Paths: App Modernization



Spring
Kubernetes

Learning Paths: Multi-Cloud



VMware vSphere®
VMware Cloud on AWS™
VMware vSAN™
VMware Site Recovery Manager™
VMware Cloud Foundation™
VMware Integrated OpenStack
VMware Aria Lifecycle Manager
VMware Aria Automation™
VMware Aria Orchestrator™
VMware Aria Operations™
VMware Aria Log Insight™
VMware Cloud Director™

Learning Paths: Networking



VMware NSX Data Center for vSphere®
VMware NSX® Advanced Load Balancer™
VMware SD-WAN™
VMware Aria Network Insight™
Telco Cloud

Learning Paths: Anywhere Workspace



VMware Horizon 8
VMware Horizon Cloud Service
VMware App Volumes™ /VMware
Dynamic Environment Manager
VMware Workspace™

Learning Paths: Security



VMware Carbon Black

VMware Certification Levels

VCDX
VMware Certified Design Expert

VCAP
VMware Certified Advanced Professional

VCP
VMware Certified Professional

VCTA
VMware Certified Technical Associate

For Architects

The highest level of VMware certification, VCDX recognizes IT professionals who design, build, and manage VMware solutions and systems

For Administrators, Architects, and Engineers

The advanced level certifications are for those who design and build VMware Solutions (VCAP Design), manage, and optimize (VCAP Deployment) VMware solutions

For Administrators and Engineers

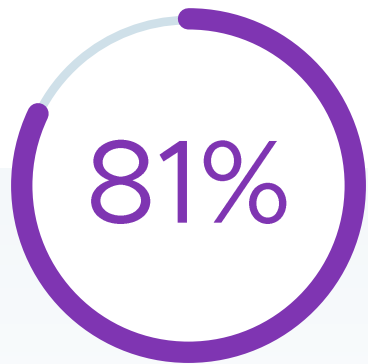
This level is designed for IT professionals who install, configure, manage, and optimize VMware solutions

For Operators

This entry-level technical certification is for anyone new to the industry or advancing their careers who perform operational tasks typically delegated by administrators of virtualized environments

Maintain a Competitive Edge with Certification

Organizations are always looking to compete effectively and optimize investments. Having staff certified helps optimize technology investments, improves productivity and helps retention



ROI on Employee Investment

of IT managers surveyed said employees with IT certifications produce higher quality work



Improve Productivity

of IT decision makers believe skills gaps cost their employees between three and nine hours of work per week



Increase Innovation

Of managers surveyed worldwide said certified team members provide added value above and beyond the cost of certification

VMware Certification Tracks

IT professionals can choose their area of focus based on job requirements and career goals



Data Center Virtualization

Validates expertise in designing, installing, and managing VMware vSphere® environments in a real-world environment



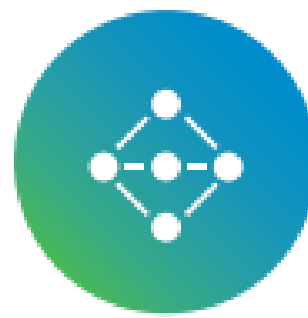
Cloud Management and Automation

Validates skills in installing, configuring, and optimizing public, private, and hybrid clouds using the VMware Aria® Suite



Security

Validates skills with VMware's security solutions and the ability to provide entry-level support for the security features of VMware products, including NSX™ Data Center, VMware Workspace ONE®, and VMware Carbon Black Cloud™



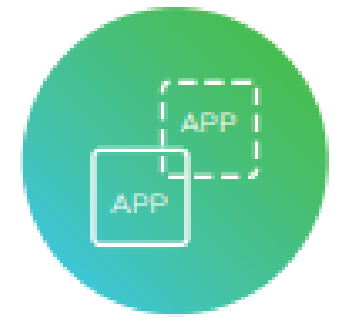
Network Virtualization

Validates expertise in designing, implementing, and managing a VMware NSX® environment



End-User Computing

Validates skills required to securely deliver and manage any application on any device using intelligence-driven management platforms

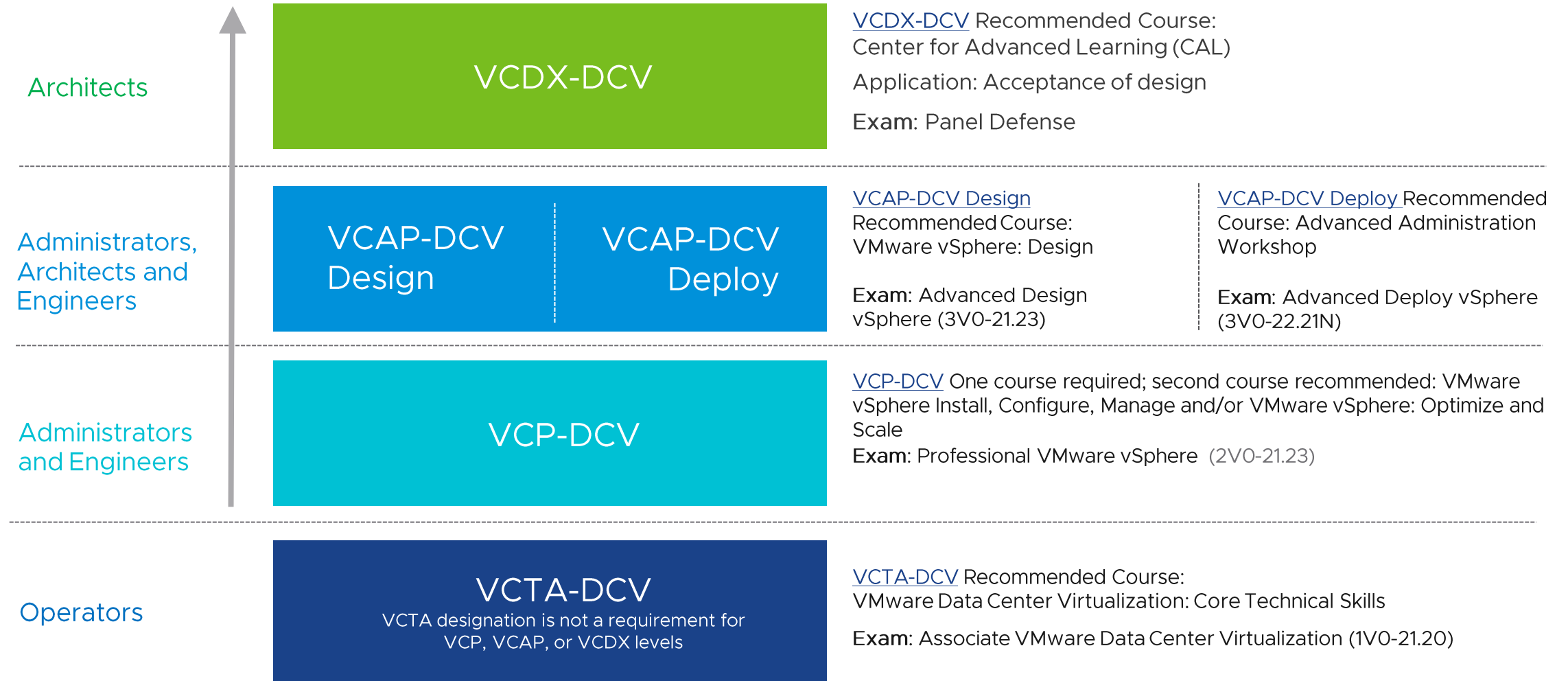


Application Modernization

Designed to gauge a candidate's level of skill, which is validated by passing specialists exams

VMware Certification Path

Data Center Virtualization (DCV) Track

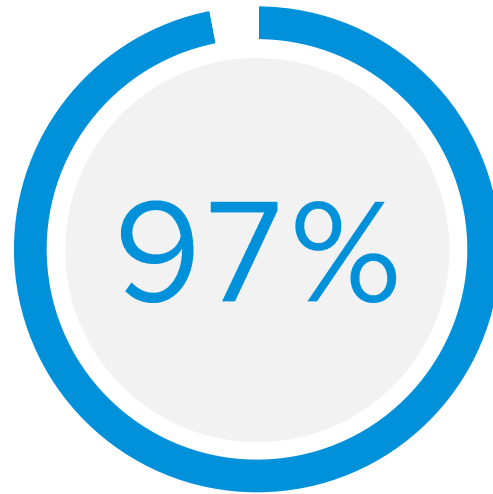


VMware Training Rated Among the Highest in the Industry

Based on customer feedback



Recommend training
and certification



Satisfaction rating
based on course
surveys



Average instructor
score vs. industry
average of 3.5

T-Systems

Customized Learning Plan Builds T-Systems' Expertise

ABOUT

T-Systems is one of the world's leading IT service providers and suppliers of digital services. While headquartered in Frankfurt Germany, the company's roughly 28,400 employees operate in more than 20 countries across the globe.

CHALLENGES

Globally dispersed team of over 150 engineers and operators needed a deeper understanding of the VMware Cloud Foundation (VCF) toolset to utilize VCF in the best possible way. Design engineers required different skills compared to the operators running those systems.

PRODUCTS

VMware Cloud Foundation
VMware Enterprise Learning Subscription
VMware Knowledge and Skills Assessment

SOLUTION

T-Systems enlisted VMware Learning to get over 150 engineers and operators aligned and up to speed as quickly as possible while minimizing impact on the business and its operations. They used a blended learning approach of 20 advanced instructor-lead private training sessions and 34 Enterprise Learning Subscriptions.

IMPACT

Advanced skills directly correlate into quality of service. T-Systems strongly believes that the real value of their service comes from their skilled engineering and operations teams. T-Systems employees are motivated to learn and grow, and they appreciate the investment in their professional development.

STRATEGIC PRIORITIES

Multi-cloud

T-Systems

Location: Europe

Industry: Telecommunications



“Skills and mindset are key for the digital transformation of our clients. And also for the transformation of T-Systems.”

Adel Al-Saleh, CEO

