Build or transform the skills of your IT team for highly virtualized cloud environments

ACCELERATE YOUR IT SKILLS TRANSFORMATION
DEVELOP OR TRANSFORM THE SKILLS OF YOUR IT TEAM TO DESIGN AND MANAGE CLOUD INFRASTRUCTURE

Technical skills enhancement and transformation of the entire IT organization is crucial to a successful transition to cloud computing.

IT transformation challenges and education solutions:

1. Enable all of your IT professionals to understand the concepts and principles required to build cloud infrastructure.

Cloud Infrastructure and Services (CIS) v2 open* course:

Provides the required technology foundation for technical professionals across all domains–server, storage, networking, applications–and enables them to make informed decisions on building and managing a cloud infrastructure.

Refer to page 3 for more details

2. Establish and enable a team of architects to plan and design your cloud infrastructure, combining business requirements and technology considerations.

Cloud Architect and Data Center Architect training and certification:

Create an educated team of cross-domain cloud architects and domain-specific architects, who are vital to a well-designed Cloud strategy and architecture.

Refer to page 4 for more details

* ‘Open’ curriculum-based education and certification focused on technology concepts and principles applicable to any vendor environment. Ideal for IT professionals and organizations planning or designing cloud computing or deploying IT as a Service offerings.
Take the Cloud Infrastructure and Services (CIS) v2 ‘open’ course. Develop a strong understanding of virtualization and cloud computing technologies.

The CIS v2 course is intended for:

- IT professionals responsible for deploying and managing physical and/or virtualized servers, networks, storage, databases, and applications
- IT architects whose planning and design responsibilities are rapidly expanding to include cloud computing infrastructure
- Any technical professional or college student planning to pursue a career in the field of cloud computing
- Individuals seeking EMC Proven™ Professional certification

EMCCIS course and exam topics include:

- Business drivers and characteristics of cloud
- Cloud deployment and service models
- Cloud computing reference model
- Physical, virtual, and control layers of cloud
- Cloud services and service management
- Business continuity solutions for cloud
- Cloud security threats and mechanisms

Validate your Cloud Infrastructure and Services knowledge and skills by achieving EMC Proven Professional Cloud Infrastructure and Services Associate (EMCCIS) certification.

For training and exam progression details—refer to page 8

The knowledge you gain through the CIS v2 ‘open’ course can be applied to impact business decisions in a variety of ways.

<table>
<thead>
<tr>
<th>Key activities</th>
<th>Business impacts</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Explain the importance and benefits of cloud computing and the need for its rapid adoption</td>
<td>Motivate business stakeholders and IT teams alike. Make the needs and benefits of cloud computing clear and consistent to everyone involved.</td>
</tr>
<tr>
<td>2 Explain roadmap for building cloud infrastructure using cloud computing reference model</td>
<td>Establish a common view on the cloud infrastructure roadmap to enable IT functional teams to share a common reference for building the layers and cross-layer functions in the cloud infrastructure.</td>
</tr>
<tr>
<td>3 Explain the software-defined approach to managing IT infrastructure. Evaluate existing infrastructure and identify components for a cloud transformation</td>
<td>Create and implement an optimized IT infrastructure that create competitive advantage and higher value through swift and efficient service delivery. Clearly segment responsibility and minimize oversight that may have downstream impact.</td>
</tr>
<tr>
<td>4 Describe and identify various cloud interface standards and protocols for building cloud infrastructure</td>
<td>Build a cloud infrastructure that provides portable and interoperable cloud services to consumers.</td>
</tr>
<tr>
<td>5 Explain business continuity options and address common security concerns in a cloud environment</td>
<td>Reduce downtime and performance impact on business applications. Effectively identify and resolve the unique security challenges of cloud computing.</td>
</tr>
<tr>
<td>6 Describe service management activities in cloud computing</td>
<td>Establish a common language within the team to correlate services to required infrastructure. Essential for Cloud Architects and team members involved in planning and implementing Cloud Services.</td>
</tr>
</tbody>
</table>
BUILD AND ENABLE YOUR TEAM OF CLOUD ARCHITECTS AND DOMAIN ARCHITECTS

Plan the journey to the cloud for your internal and external customers.

Cloud Architects

Cloud architects are vital to long term, highly efficient virtualization and cloud environment design. They interface with the business and bring cross-domain expertise leading all the way to IT-as-a-Service.

Domain Architects

Domain Architects play a crucial role on the team, providing domain-specific expertise to complement, expand, and complete highly virtualized cloud infrastructure designs.

THESE ROLES COMBINE TO CREATE A STRONG TEAM

Cloud Architects

Cloud Architects deliver virtualization and cloud designs based on business strategies encompassing all key technical domains such as server, storage, networking, and applications. EMC Proven Professional Cloud Architect (EMCCA) training and certification is designed to build required skill sets for experienced architects and consultants. The track has two levels; Virtualized Infrastructure (Specialist Level) and IT-as-a-Service (Expert Level):

Virtualized Infrastructure

IT professionals who demonstrate cross-domain expertise in planning, designing, and migrating classic data centers to Virtualized Data Center (VDC) and cloud-ready infrastructures maintaining the most robust and elastic compute, storage, network, and security environments.

IT-as-a-Service

IT professionals who assess, architect, and design cloud-based IT service solutions that drive transformation for enterprise and service provider organizations, and optimization of virtual data centers into IT as a Service environments. The expert-level course focuses on business, organizational, governance, technology, and service management aspects from a design-centric perspective.

Study the Skills Roadmap for Cloud Architects—refer to page 6
Domain Architects

Domain Architects provide domain-specific planning and design skills to complement, expand, and complete the designs for robust cloud-ready virtualized infrastructure implementations. Key examples of domain-specific skills and expertise are discussed below:

<table>
<thead>
<tr>
<th>Systems</th>
<th>Storage Networking</th>
<th>Backup and Recovery</th>
<th>Data Center Network</th>
<th>Security</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plan and design virtualized server infrastructures, e.g., professionals holding design certifications from VMware and Microsoft.</td>
<td>Plan and design information storage infrastructure based on a variety of storage networking topologies, e.g., EMC Proven Professional Data Center Architects (EMCDCA) specializing in Enterprise Storage Networking.</td>
<td>Plan, architect, and deploy backup recovery solutions, including design practices for data archiving and local and remote replication, e.g., EMC Proven Professional Data Center Architects (EMCDCA) specializing in Enterprise Backup Recovery.</td>
<td>Plan and design virtualized data center network infrastructure, e.g., professionals holding design certifications such as from Cisco and Brocade.</td>
<td>Plan and design IT infrastructures with robust backup, data deduplication, cloud backup, data archiving, and replication capabilities, e.g., professionals holding security certifications such as RSA and CSA.</td>
</tr>
</tbody>
</table>

"The open curriculum of the Cloud Architect course was important as our customers have more than EMC technology installed. Becoming a Cloud Architect gives me credibility with our customers in that it will allow me to convey the value proposition of moving to the cloud from a business perspective."
- Brian Feeny, Engineering Manager, Presidio Networked Solutions

"As business evolves, I felt it was important to become a Cloud Architect to understand the different models of private, hybrid, and public cloud, as well as the risks and benefits of each model. The class was a good experience—especially meeting my other deeply skilled classmates."
- Adam Wagner, IT Architect, EMC

"All organizations are looking toward the cloud, and becoming a Cloud Architect has provided me with the skills to help my company transition to the cloud, as well as to keep up with new trends."
- Andy Ritter, Data Center Engineer, Chesapeake Regional Medical Center

"EMC Cloud Architect training provides a level of foundational knowledge around cloud computing, not only from a technical perspective, but understanding the business drivers to help organizations understand where they fit within this new world of cloud computing and where they can best align data and infrastructure to take advantage of this new technology. The training is very good, and in depth, at really getting that knowledge and education."
- Craig Newell, Consulting Program Manager, VMware

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SKILLS ROADMAP FOR CLOUD ARCHITECTS

Leverage ‘open’ curriculum-based education and certification focused on technology concepts and principles applicable to any vendor environment.

Cloud Architect (EMCCA) training and certification is for organizations that are:

• building infrastructures to provide cloud-based services for clients
• planning to implement private or hybrid cloud with IT-as-a-Service considerations

This track has been specially developed to validate planning and design skills of architects and IT consultants from enterprises and service providers, as well as EMC and its business partners.

1. Cloud Infrastructure and Services v2

   • Develop a strong understanding of the concepts and principles required to build and manage cloud infrastructure.

2. Virtualized Data Center and Cloud Infrastructure

   • Plan and design Virtual Data Center components, including applications, servers, storage, networks, and services
   • Design VDC and Cloud Infrastructure to meet key Governance, Risk, and Compliance (GRC) requirements
   • Migrate a traditional data center to Virtualized Data Center (VDC) and Cloud Infrastructure
   • Define Infrastructure as a service (IaaS)

3. IT-as-a-Service Planning and Design

   • Describe the IT as a Service business transformational model
   • Perform an ItaaS assessment and propose a service delivery roadmap
   • Recommend and design an ItaaS delivery model
   • Design and defend an ItaaS solution

Certification

EMCCA
Refer to page 9
Deliver virtualization and cloud designs based on business strategies encompassing all key technical domains.

EMCCAs
EMCCS
EMCCSe
Refer to page 9
Possess broad understanding of information storage technologies found in today’s virtualized data center and cloud environments.

EMCISA
Refer to page 8
Possess the knowledge to make informed decisions on building and managing cloud infrastructure.

FOR ADDITIONAL DETAILS, PLEASE VISIT http://education.EMC.com/CloudCert
BECOME A CLOUD ARCHITECT AND LEAD THE JOURNEY TO THE CLOUD
Establish your ‘cloud-ready’ knowledge and skills

3 Become a Cloud Architect Expert (EMCCAe)

Develop and validate your capabilities to architect cloud-based solutions and deploy IT as a Service. Improve business agility.

Extensive service-oriented topics include:
- Transform the business organization to ITaaS
- Define discovery and assessment strategies
- Create organization and governance plans for transforming to ITaaS
- Plan and design ITaaS technology
- Analyze cloud security threats and vulnerabilities, build trust in private, public, and hybrid cloud
- Plan and design service creation and management
- Defend ITaaS solution design

2 Become a Cloud Architect (EMCCA)

Develop and validate your ability to architect and design information infrastructure that leads to virtualized data center and cloud-enabled environments.

Extensive coverage of topics includes:
- Differentiate concepts and capabilities of virtualization and cloud infrastructure
- Perform application inventory and analysis of existing application environment
- Recommend strategies for migrating application to VDC
- Design a virtual compute environment
- Design VDC and Cloud infrastructure to meet key Governance, Risk, and Compliance (GRC) requirements
- Define Infrastructure as a Service and new management techniques to support it

1 Become a Cloud Infrastructure and Services Associate (EMCCIS)

Take the Cloud Infrastructure and Services (CIS) v2 course to develop a strong understanding of the cloud computing reference model. Validate your ability to make informed decisions on building and managing cloud infrastructure with EMCCIS certification.

The CIS v2 course is intended for:
- IT professionals responsible for deploying and managing physical and/or virtualized servers, networks, storage, databases, and applications
- IT architects whose planning and design responsibilities are rapidly expanding to include cloud computing infrastructure
- Any technical professional or college student planning to pursue a career in the field of cloud computing
- Individuals seeking EMC Proven™ Professional certification

The course and exam topics include:
- Business drivers and characteristics of cloud
- Cloud deployment and service models
- Cloud computing reference model
- Physical, virtual, and control layers of cloud
- Cloud services and service management
- Business continuity solutions for cloud
- Cloud security threats and mechanisms

FOR ADDITIONAL DETAILS, PLEASE VISIT http://education.EMC.com/CloudCert
CLOUD ARCHITECT (EMCCA) CERTIFICATION TRAINING AND EXAM PROGRESSION

1. Become a certified Cloud Infrastructure and Services Associate (EMCCIS)

Gain the skills needed to make informed decisions on building and managing cloud infrastructure.

Cloud Infrastructure and Services (CIS) v2 is an 'open' course that provides the required technology foundation for technical professionals across all domains--server, storage, networking, applications--and enables them to make informed decisions on building and managing a cloud infrastructure.

Key activities performed by a certified Cloud Infrastructure and Services Associate (EMCCIS):

- Describe cloud computing, its deployment and service models
- Describe the cloud computing reference model and the key considerations to build a cloud infrastructure
- Describe the key components and processes required to build physical, virtual, control, and service layers of a cloud infrastructure
- Describe the service orchestration, business continuity, security, and service management functions for a cloud infrastructure
  ...and more

or

2. Become a certified Information Storage Associate (EMCISA)

As an alternative prerequisite, EMCISA certification—achieved by passing the Information Storage and Management v2 exam—is a good option for IT professionals whose areas of interest or expertise has an information storage and management focus. Through EMCISA certification, you will develop an understanding of the breadth of information storage technologies found in today’s virtualized data center and cloud environments.

Key activities performed by a certified Information Storage Associate (EMCISA):

- Select the best storage networking technology
- Set optimal storage networking design parameters
- Choose the optimal data protection techniques
- Determine business continuity objectives for varying computing environments
- Choose appropriate backup topologies and target devices
- Apply different backup and recovery techniques
- Discuss benefits of, and deploy cloud computing models and service offerings
  ...and more

*While training is highly recommended for your exam preparation, certification attainment is based on successful completion of exam(s).
2. Achieve your Specialist-level Cloud Architect certification (EMCCA)

Plan and design infrastructure leading to virtualized data center and cloud environments.

Be at the forefront of the changing IT landscape as classic IT environments evolve into virtualized and cloud environments. Plan, design, and migrate a traditional data center to Virtualized Data Center (VDC) and cloud infrastructures.

The **Virtualized Data Center and Cloud Infrastructure Planning and Design course** is intended for architects, designers, and consultants involved in planning and designing Virtual Data Center components, including applications, servers, storage, networks, and services.

Pass the **Virtualized Infrastructure Specialist (E20-018) Exam** and gain the skills and knowledge to:

- Differentiate between virtualization and Cloud concepts and capabilities including core VDC components and Cloud elements
- Perform an application inventory and analysis of the existing application environment
- Recommend strategies for migrating applications to a VDC
- Examine how key Governance, Risk, and Compliance (GRC) considerations impact VDC or Cloud planning and design
- Evaluate compute, storage and network virtualization technologies
- Design a VDC infrastructure to meet established application, business, technology and GRC requirements
- Define Infrastructure as a Service (IaaS)
- Evaluate new management techniques to support services and IaaS

3. Achieve your Expert-level Cloud Architect certification (EMCCAE)

Design solutions that transform business operations and virtualized data centers into IT as a Service environments.

Develop the knowledge and skills necessary to assess, architect, and design cloud-based IT as a Service (ITaaS) solutions that drive transformation of business operations and virtualized data centers into IT-as-a-Service environments.

The **IT-as-a-Service Planning and Design course** is ideal for architects, designers, and consultants involved in designing cloud-based ITaaS solutions. The course focuses on business, organizational, governance, technology, and service management aspects from a design-centric perspective and builds on the skills acquired in the Virtual Data Center and Cloud Infrastructure Planning and Design specialist-level course.

This course is applicable to enterprise, service providers, and existing virtualized data center operations considering ITaaS.

Pass the **IT-as-a-Service Expert (E20-918) Exam** to validate your expertise in:

- Describing the ITaaS business transformational model
- Performing an ITaaS assessment and proposing a service delivery roadmap
- Recommending and designing an ITaaS service delivery model
- Designing and defending an ITaaS solution

*While training is highly recommended for your exam preparation, certification attainment is based on successful completion of exam(s).*
**Skills Roadmap for Storage Domain Architects**

Leverage ‘open’ curriculum-based education and certification focused on technology concepts and principles applicable to any vendor environment.

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**Certification**

**1 Become an Information Storage Associate (EMCISA)**

Information Storage and Management (ISM) v2 is the only course of its kind to fill the knowledge gap in understanding varied components of modern information storage infrastructure.

The ISM course is intended for:

- IT professionals responsible for managing information storage infrastructure
- Experienced storage professionals knowledgeable in specific segments who may not have exposure to all of the other segments of a modern storage infrastructure
- Students and IT professionals planning for a career in the information storage industry
- Organization-wide IT teams directly or indirectly responsible for planning, designing, deploying, managing, or leveraging information infrastructure
- Individuals seeking EMC Proven Professional certification

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**2 Become a Data Center Architect (EMCDCA)**

Enterprise Storage Networking Specialty

Leverage the Enterprise Storage Networking Design course to establish a process-oriented approach to plan, architect, and deploy storage networking solutions in both physical and virtual environments applying appropriate design practices for storage, compute, and replication solutions. You will learn to:

- Develop a strategy for storage networking design projects
- Describe the design considerations for:
  - Storage networking solutions including FC SAN, IP SAN, and FCoE
  - Block-based, file-based, object-based, and unified storage
  - Deploying Storage as a Service
  - Compute systems and hypervisors
  - Local and remote replication solutions

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FOR ADDITIONAL DETAILS, PLEASE VISIT [http://education.EMC.com/CloudCert](http://education.EMC.com/CloudCert)
Enterprise Backup Recovery Specialty

Leverage the Enterprise Backup Recovery Design course to enhance your knowledge of planning, architecting, and deploying backup recovery solutions in both physical and virtual environments by applying appropriate design considerations for data deduplication, cloud backup, data archiving, and replication solutions. You will learn to:

- Describe key activities in a Business Continuity project lifecycle
- Describe the design and sizing considerations for backup and recovery, deduplication, and data archiving solutions
- Describe design considerations for backup in virtualized and cloud environments
- Describe design considerations for local and remote replication solutions

The Information Storage and Management v2 ‘open’ course covers concepts, principles, and deployment considerations across all technologies that are used for storing, managing, and protecting digital information in classic, virtualized, and cloud environments. You will learn about:

- Challenges and Solutions for Data Storage and Management
- Intelligent Storage, NAS, Object-based Storage, and Unified Storage
- Storage Networking, Federation, and Protocols
- Business Continuity and Disaster Recovery
- Backup, Recovery, Deduplication, and Archive
- Local and Remote Replication
- Cloud Computing and Converged Infrastructure
- Storage Security and Virtualization

FOR ADDITIONAL DETAILS, PLEASE VISIT http://education.EMC.com/CloudCert
Become a certified Information Storage Associate (EMCISA)

EMCISA is a key first step in your development as an EMC Proven Professional and is a valuable addition to your credentials as an IT professional. Through EMCISA certification, you will develop an understanding of the breadth of information storage technologies found in today’s virtualized data center environments.

Key activities performed by a certified Information Storage Associate (EMCISA):

- Select the best storage networking technology
- Set optimal storage networking design parameters
- Choose the optimal data protection techniques
- Determine business continuity objectives for varying computing environments
- Choose appropriate backup topologies and target devices
- Apply different backup and recovery techniques
- Discuss benefits of, and deploy cloud computing models and service offerings
  ...and more

Note: Either of the following Associate-level certification exams qualify as a prerequisite for Enterprise Backup Recovery Specialist level-certification—the Information Storage Associate (EMCISA) Certification (Exam E10-001) or Backup Recovery Systems and Architecture Associate (EMCBA) Certification (Exam E20-005).

Achieve EMCDCA Enterprise Storage Networking Specialist certification

Plan, architect, and deploy storage networks, including virtualization

Apply a process-oriented approach using appropriate design practices for storage, compute, and replication solutions to deploy storage networking solutions in both physical and virtual environments. Gain a thorough exposure to Storage Networking requirement analysis, and a variety of design and technology models and considerations, including virtualization.

The Enterprise Storage Networking Design course is intended for architects and consultants with experience in storage and networking domains, who want to build their career in the storage industry, and are seeking the EMCDCA Enterprise Storage Networking Specialist certification.

Validate your expertise in:

- Designing FC SAN, IP SAN, and FCoE Networks
- Design considerations in block- and file-level virtualized environments
- Design considerations for Automated Storage Tiering, Virtual Provisioning, NAS and Scale-out NAS, and object-based and unified storage
- Storage Design for virtualized server environment and cloud storage
- Designing Host (Compute System) and replication solutions

*While training is highly recommended for your exam preparation, certification attainment is based on successful completion of exam(s).
Achieve EMCDCA Enterprise Backup Recovery Specialist certification

Plan, architect, and deploy backup recovery solutions, including virtualization
Build your career in backup recovery domain by enhancing your knowledge of considerations and practices in designing backup recovery solutions for classic and virtualized environments. Gain the knowledge to design robust and efficient backup recovery infrastructure via thorough exposure to design considerations for data deduplication, Cloud backup, data archiving, and replications solutions.

The Enterprise Backup Recovery Design course is intended for architects and consultants with experience in backup and recovery domains, who want to build their career in backup recovery infrastructure design, and are seeking the EMCDCA Enterprise Backup Recovery Specialist certification.

Validate your expertise in:
• Business Continuity (BC) Project Lifecycle
• Backup Infrastructure design, Backup Solution Migration and Management
• Backup and Recovery Design in NAS Environment and Server Configuration Backup
• Data Deduplication and Backup Design in Virtualized and Cloud environments
• Data and cloud archiving design considerations
• Designing host-based and array-based local and remote replication solutions
• Network-based replication and replication in virtualized environments

Training
1. Take the Enterprise Backup Recovery Design Course*

Certification Exam
2. Pass the Enterprise Backup Recovery Design Specialist (E20-027) Exam for Data Center Architect to achieve EMCDCA Enterprise Backup Recovery Specialist Certification

*While training is highly recommended for your exam preparation, certification attainment is based on successful completion of exam(s).

FOR ADDITIONAL DETAILS, PLEASE VISIT http://education.EMC.com/CloudCert
PROVE YOUR CLOUD LEADERSHIP

Reinforce your credibility in the rapidly evolving field of virtualization and cloud computing by becoming a certified EMC Proven Professional

**KEEP CURRENT**—Ensure that your knowledge grows as fast as the pace of technology changes.

Receive no-cost knowledge updates on the latest EMC products and technologies. Sustain the value of your EMC Proven Professional Specialist- and Expert-level certification by completing the collection of e-Learning and assessment tests at your convenience.

Learn more at [http://education.EMC.com/KnowledgeMaintenance](http://education.EMC.com/KnowledgeMaintenance)

Gain a practitioner’s perspective. Learn from in-depth technical papers, written exclusively by certified EMC Proven Professionals. Articles from our Knowledge Sharing library include topics spanning Archive, Business Continuity, Backup, Cloud, Virtualization, and more.

Learn more at [http://education.EMC.com/KnowledgeSharing](http://education.EMC.com/KnowledgeSharing)

**LEAD AND ADVOCATE**—Establish yourself as an industry thought-leader and mentor.

Knowledge Sharing is a platform for you to share your expertise, unique deployments, best practices, or any relevant topic of your interest. Publish your work, receive industry recognition, and become eligible for a free pass to EMC World and cash prizes (up to $5000).

Learn more at [http://education.EMC.com/KnowledgeSharing](http://education.EMC.com/KnowledgeSharing)

**CONNECT AND COLLABORATE**—Join a community of the most trusted professionals in the industry.

Discuss industry challenges, share your ideas and expertise, find answers, or simply connect. Access Knowledge Sharing articles, join discussions, and register for webcasts and e-Seminars hosted by EMC product management and EMC Proven Professionals.

Learn more at [http://education.EMC.com/ProvenCommunity](http://education.EMC.com/ProvenCommunity)
CERTIFIED PROFESSIONALS ARE ESSENTIAL TO THE SUCCESS OF IT ORGANIZATIONS

EMC, in conjunction with IDC, fielded a survey to a population of individuals who have achieved one or more EMC Proven Professional certifications. More than 3,200 respondents were recorded. Survey respondents confirmed the applicability and value of their broadened skills and expertise. Read how IDC analyzes the career impact of IT professionals who are certified EMC Proven Professionals.

Download the IDC white paper: The Proven Professional Certification—Proving Certification Can Profit at http://education.EMC.com/ProvenImpact

BECOME MORE INDEPENDENT—Decrease your reliance on EMC experts and support, optimize business continuity, and achieve faster time to problem resolution.

- Reduce or eliminate dependency on EMC experts and support
- Gain exclusive access to expertise shared within the EMC Proven Professional certified community

DEMONSTRATE EXPERTISE—Play a strategic role by having up-to-date broad and deep skills.

- Create growth opportunities; IT professionals can validate and demonstrate a high level of technical competence by leveraging the EMC Proven Professional program
- Storage/IT managers need IT professionals with deep, broad storage technology skills who can contribute to big picture/strategic decisions

The respondents were asked to rank the importance of reasons why they worked to achieve their most relevant EMC Proven certification.

<table>
<thead>
<tr>
<th>Reason</th>
<th>Importance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Demonstrate expertise</td>
<td>70%</td>
</tr>
<tr>
<td>Play more strategic role</td>
<td>56%</td>
</tr>
<tr>
<td>Secure better job/position</td>
<td>47%</td>
</tr>
<tr>
<td>Job requirement/assignment</td>
<td>38%</td>
</tr>
</tbody>
</table>

The respondents were asked to rank the impact of achieving their most relevant EMC Proven Professional certification.

<table>
<thead>
<tr>
<th>Impact</th>
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</tr>
</thead>
<tbody>
<tr>
<td>More confident in technical capability</td>
<td>60%</td>
</tr>
<tr>
<td>Increased credibility and respect from managers and peers</td>
<td>45%</td>
</tr>
<tr>
<td>More confident in interactions with other tech professionals</td>
<td>45%</td>
</tr>
<tr>
<td>Increased credibility and respect from customers</td>
<td>30%</td>
</tr>
<tr>
<td>Gain credibility with less effort and time</td>
<td>25%</td>
</tr>
</tbody>
</table>

REINFORCE YOUR CREDIBILITY—Establish your expertise by formally validating your skills.

- Take on greater responsibilities and expand career opportunities by taking advantage of the credibility you establish through EMC Proven Professional training and certification

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<table>
<thead>
<tr>
<th>Target Certification and Progression</th>
<th>Aligned Course / Duration / Delivery Modes*</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Cloud Infrastructure and Services Associate (EMCCIS) or Information Storage Associate (EMCISA)</td>
<td>Cloud Infrastructure and Services (CIS) v2 5-day Instructor-Led Training (ILT), dedicated onsite, or Video ILT</td>
<td>8</td>
</tr>
<tr>
<td>2 Cloud Architect (EMCCA) Virtualized Infrastructure (Specialist Level)</td>
<td>Virtualized Data Center and Cloud Infrastructure Planning and Design 5-day Instructor-Led Training (ILT), dedicated onsite, or Video ILT</td>
<td>9</td>
</tr>
<tr>
<td>3 Cloud Architect Expert (EMCCAe) IT-as-a-Service (Expert Level)</td>
<td>IT-as-a-Service Planning and Design 5-day Instructor-Led Training (ILT), dedicated onsite, or Video ILT</td>
<td>9</td>
</tr>
</tbody>
</table>

* e-Learning - Self-paced training accessed directly over the Internet or downloaded to your PC, includes printable PDF student guides.
* Video Instructor Training (Video ILT) - Near-classroom experience including lecture, student materials, and lab exercises, delivered online, on-demand in streaming format.
* Online Instructor-Led Training (Online ILT) - A realtime interactive training experience where students participate online to access the instructor-led virtual classroom.

**GET A HEAD START WITH CIS v2 STARTERKIT!**

Become a certified Cloud Infrastructure and Services Associate (EMCCIS)

- Near-classroom experience including lab exercises
- Learn from top EMC subject-matter experts at your own pace
- Immerse yourself in a classroom experience without the need for traveling
- Access complete student materials including slides, hand-outs, and lab guides
- Leverage modular content tailored to your unique learning needs
- Prepare for the EMCCIS certification exam
- Ask questions or discuss topics with experts and peers via online community

To learn more, visit: http://education.EMC.com/CIS

**CONTACT US**

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Phone: 1-888-EMC-TRNG (888-362-8764)

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