ACCELERATE YOUR CLOUD TRANSFORMATION
A Customer Education Solutions Guide
HYBRID CLOUDS: MORE THAN INFRASTRUCTURE

NEED TO REDEFINE TRADITIONAL ROLES

To prepare for the new roles that will be required in hybrid cloud environments, IT organizations and IT professionals must broaden their skills to include areas such as:

- **GOVERNANCE**
  - Business Management from the perspective of managing services and cloud strategy.

- **FINANCE**
  - Optimize investments and define competitive financial strategies to deliver ITaaS suited to business requirements.

- **ORGANIZATION**
  - Relationship Management in influencing service outcomes and brokering services from partners and providers.

- **TECHNOLOGY**
  - Technology Management in designing and deploying sustainable service-oriented solutions for ITaaS.

THE FUTURE OF IT AND CLOUD

To run hybrid cloud effectively:

- IT must deliver support for traditional and next-gen apps
- Offer financial transparency so IT organization can prove its value to the business
- Provide a seamless management experience so that data centers aren’t replacing physical silos with cloud silos
- Deliver all of this wrapped in a blanket of trust
IS YOUR ORGANIZATION TRANSFORMING FAST ENOUGH?

WHAT IS EXPECTED OF THE CLOUD-READY IT PROFESSIONAL?

- Develop new skills and knowledge to take on new roles in hybrid cloud environments
- Provide value-centric, innovative, and competitive services
- Transition to a robust operating expense-based model that accurately predicts demand and consumption
- Leverage expanded skill sets to ensure efficient resource use and provide high-value engagement
- Provide efficient self-service and on-demand access to pooled resources

POSITIVELY IMPACT BUSINESS

Gain the skills and knowledge to:
- Design and build cloud infrastructure
- Establish and monitor resource utilization and capabilities
- Orchestrate workflows and extensibility
- Define, price, and establish service offerings
- Manage deployed services
KEY TO TRANSFORMING YOUR ORGANIZATION

LEVERAGE KNOWLEDGE AND SKILLS ASSESSMENT TO IDENTIFY KNOWLEDGE AND SKILLS GAP

Many IT organizations are motivated, yet their existing knowledge and skills gaps are delaying or preventing the progress of their Cloud Transformation. To bridge these gaps and guide their transformation, organizations need to create a development plan, much the same as individuals do.

**KNOWLEDGE AND SKILLS ASSESSMENT (KSA)**

EMC Education Services provides a value-based Knowledge and Skills Assessment (KSA) Service. Designed to help identify and address specific areas of operational challenges, a KSA will enable you to realize optimum value of your deployed and planned investments in EMC, VMware, RSA, VCE, and Pivotal solutions, including non-product specific training for key methodologies such as IT as a Service.

- Optimize IT infrastructure and improve ROI
- Increase productivity and improve operational efficiencies
- Enable faster implementations and continuous availability
- Align training to business goals and specific job requirements
3 KEY FOCUS AREAS
BRIDGE THE GAP WITH INDUSTRY-LEADING CLOUD ACCELERATION EDUCATION

1. STRATEGY - FOR EXECUTIVES, LINE OF BUSINESS, AND IT MANAGERS
   Develop an organizational transformation strategy that incorporates cloud computing and ITaaS. Understand the key principles of a cloud implementation and influence strategic planning that transforms business.

2. DESIGN - FOR CLOUD ARCHITECTS AND IT TEAM LEADERS
   Establish and enable a team of architects to plan and design your cloud infrastructure, combining business and security requirements and technology considerations.

3. DEPLOYMENT AND MANAGEMENT - FOR SERVICE AND OPERATIONS MANAGEMENT TEAMS
   Adopt a comprehensive service management structure and repeatable processes for delivering value-based services across the IT organization.
   Deliver flexible and efficient IT services with EMC Enterprise Hybrid Cloud.
Address key questions from Business Leaders, LOB decision-makers, and IT Managers through a six-module course engagement.

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<th>Module</th>
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| 1 | IT Transformation - A Business Impact  
- Business - key challenges  
- Technology - leveraging cloud and ITaaS to address business challenges  
- ITaaS strategy - key focus areas |
| 2 | Governance  
- Critical elements of a services governance strategy  
- Service governance functions  
- Service governance transformation planning |
| 3 | Finance  
- Critical elements of a financial strategy  
- New functions and processes to support financial transformation  
- ITaaS financial transformation planning |
| 4 | Organization  
- Critical elements of an organization strategy  
- New functions required in the organization  
- Communication and skills development  
- ITaaS organizational transformation planning |
| 5 | Technology  
- Critical elements of a technology strategy  
- Tools to implement a service catalog, orchestration, metering, and chargeback  
- ITaaS technology transformation planning |
| 6 | Course Summary |

A one-day course to develop a business transformation strategy that leverages cloud computing and ITaaS.

To access Free Executive Module, Visit [http://education.EMC.com/Cloud](http://education.EMC.com/Cloud) »
2. DESIGN - FOR CLOUD ARCHITECTS AND IT TEAM LEADERS

INDUSTRY-LEADING CURRICULUM FOR CLOUD ARCHITECTS

Transform planning and design skills of architects and IT professionals leading and supporting your cloud infrastructure and services deployment.

1. **Cloud Infrastructure and Services Course**

Leverage this ‘cloud essentials’ course to make informed decisions on technologies, processes, and mechanisms required to build a cloud infrastructure. This course is applicable to any vendor environment, including EMC cloud environment. Prepare for EMC Proven Professional Cloud Architect Associate (EMCCIS) certification.

2. **Cloud Infrastructure Planning and Design Course**

This course provides technical professionals with the knowledge and skills to successfully design a cloud infrastructure that supports multiple types of services. Based on an ‘open’, robust, and elastic architecture, the course highlights the benefits, challenges, and considerations of design choices and emphasizes the importance of proper requirements gathering in the design process. Prepare for EMC Proven Professional Cloud Architect Specialist (EMCCA) certification.

3. **Cloud Services Planning and Design Course**

This Expert-level course builds on the skills acquired in the Cloud Infrastructure Planning and Design course. Using practical examples, case studies, and an ‘open’ approach, the course provides technical professionals with the knowledge and skills necessary to plan and design for robust cloud services in an existing cloud and IT as a Service environment. Prepare for EMC Proven Professional Expert (EMCCAE) certification.

To learn more about Cloud Architect curriculum, visit [http://education.EMC.com/CloudArchitect](http://education.EMC.com/CloudArchitect) »
3. DEPLOY AND MANAGE - FOR SERVICE AND OPERATION TEAMS

SERVICE MANAGEMENT AND ENTERPRISE HYBRID CLOUD OPERATIONS COURSES

Adopt a comprehensive service management structure and repeatable processes for delivering value-based services across the IT organization.

Establish Service Management for ITaaS Course

A well-defined service management plan includes the new roles required, improves productivity, adopts orchestration and automation to streamline delivery, and optimizes costs to meet business needs.

Enterprise Hybrid Cloud Fundamentals Free e-Learning

This course provides an introduction of the EMC Enterprise Hybrid Cloud, SDDC Edition solution and demonstrates some of the benefits of the solution.

Enterprise Hybrid Cloud Management and Orchestration Course

This course is a hands-on workshop designed to provide practical experience using and managing the Enterprise Hybrid Cloud. The course focuses on management tasks such as expanding infrastructure resources, creating new backup service levels, provisioning storage, configuring new Business Groups, and more. Prepare for EMC Proven Professional Cloud Administrator, Hybrid Cloud Solutions – Specialist certification.

To learn more about Cloud Acceleration Education, visit EMC.com/RedefineCloud >>
Ensure your services and operations team has the knowledge and skills to deploy and manage EMC technologies.

**EMC Technology-Specific Courses**

Leverage the full range of EMC products and technologies for a robust, flexible, and scalable cloud infrastructure. Integrate and optimize storage, compute, network, and virtualization components, including storage hardware, software defined storage, backup recovery, data protection, availability, and storage resource manager.

**Additional Courses of Interest**

Get the most out of your cloud solution by gaining the skills and knowledge to design and operate a hybrid cloud solution with VMware, Vblock, VSPEX, RSA components and more. Leverage education offerings on the various components, that form part of the robust EMC Enterprise Hybrid Cloud.

To learn more, visit [http://education.EMC.com](http://education.EMC.com) »
Use free educational content to enable transformation.

Get the Big Idea
Gain insight to new and emerging cloud concepts and technologies, explained using engaging animation. These informative videos are valuable for many audiences with varying levels and types of expertise.

Get an introduction
Learn the definitions, skills, and strategies to leverage cloud and ITaaS for driving agility and efficiency within your organization in this FREE 90+ minute self-paced Executive module, Introducing Cloud and ITaaS for Business Transformation.

Learn about Enterprise Hybrid Cloud
Gain a high-level overview of the architecture, features, and management capabilities of the Enterprise Hybrid Cloud solution in the FREE EMC Enterprise Hybrid Cloud Fundamentals e-Learning course.

Engage EMC to identify and bridge your transformational gaps.

Transformational KSA
The award-winning EMC Education Services organization provides a value-based Transformational KSA Service designed to help identify and address specific areas of operational challenges.

IT Transformation Workshop
Begin your move to IT as a Service (ITaaS) with an EMC IT Transformation Workshop. This advisory service looks at the current and desired state of your applications, operating model, IT services strategy, and infrastructure.
EMC Proven™ Professional is a leading education and certification program in the IT industry. It provides comprehensive coverage of information storage technologies, virtualization, cloud computing, data science/big data analytics, and more through an ‘open’ curriculum-based approach that focuses on technology concepts and principles that can be applied in all IT environments. In addition, the program offers a role-based series of technology-specific courses and exams that cover the full range of EMC’s hardware, software, and solutions.
ACCELERATE YOUR TRANSFORMATION WITH EMC

INDUSTRY AWARDS FOR EMC TRAINING

EMC has ranked in Training magazine’s Top 125 for the past six consecutive years—a ranking of organizations that excel at employee training and development.

The STAR Awards recognize technology companies that display exceptional leadership, innovation, and commitment in developing and implementing best practices.

EMC was #11 on the 2013 list of industry-leading organizations out of more than 200 applicants—a robust, peer-reviewed benchmarking that recognizes organizations delivering significant business results through world-class learning and development.

Schedule a transformational meeting with us today.

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