Navigating the Partner Academy to access Credential and Competency Training

DELL Technologies
PARTNER PROGRAM

Depending on your Company's area of focus there are many Portfolio and Solutions Competencies to select from. This guide is intended to assist you in learning how to access the available learning paths that will help qualify your Company for a Competency. Refer to the Benefits and Requirements Document to determine the specific requirements based on your region and tier status.

Portfolio and Solutions Competency Framework

Refer to this chart to determine the available Portfolio and Solution Credentials by Role that support each Competency

| FOCUS AREA	COMPETENCY	SALES	SYSTEM ENGINEER - TECHNICAL
ISG	**Storage**	• Data Center Portfolio • Storage	• MidRange Storage • High-end Storage • Unstructured Storage
	Server	• Data Center Portfolio • Server	• Server
	Networking	• Data Center Portfolio • Networking • Dell Technologies SD-WAN Solution (Powered by VMware)	• Data Center Networking • Campus Networking • Dell Technologies SD-WAN Solution (Powered by VMware)
	Data Protection	• Data Center Portfolio • Data Protection	• Data Protection
	Converged/Hyper-Converged Infrastructure	• Converged Infrastructure • HyperConverged Infrastructure	• Converged Infrastructure • HyperConverged Infrastructure
Client	**Core Client**	• Core Client	• Core Client
	Workstation	• Workstation	• Workstation
	Dell Clients for VDI	• Dell Clients for VDI (formerly Wyse for VDI)	• Dell Clients for VDI (formerly Wyse for VDI)
	Dell Endpoint	• Dell Endpoint (formerly Client Data Security)	• Dell Endpoint (formerly Client Data Security)
	Latitude Rugged	• Latitude Rugged	• Latitude Rugged
Solutions	**Dell Technologies Cloud**	• Dell Technologies Cloud Platform	• Dell Technologies Cloud Platform
	Dell Technologies Unified Workspace	• Dell Technologies Unified Workspace	• Dell Technologies Unified Workspace
		• Dell Technologies Data Centric Workload Solutions	

GET STARTED on Your Path to Dell Technologies Success

To get started, log in to the partner portal. Select "Training" and click on the link to "Enter the Partner Academy".

Follow these steps to complete your credential:

1 When you first enter the Partner Academy you'll be prompted to select your Partner Type and Role; then hit Go
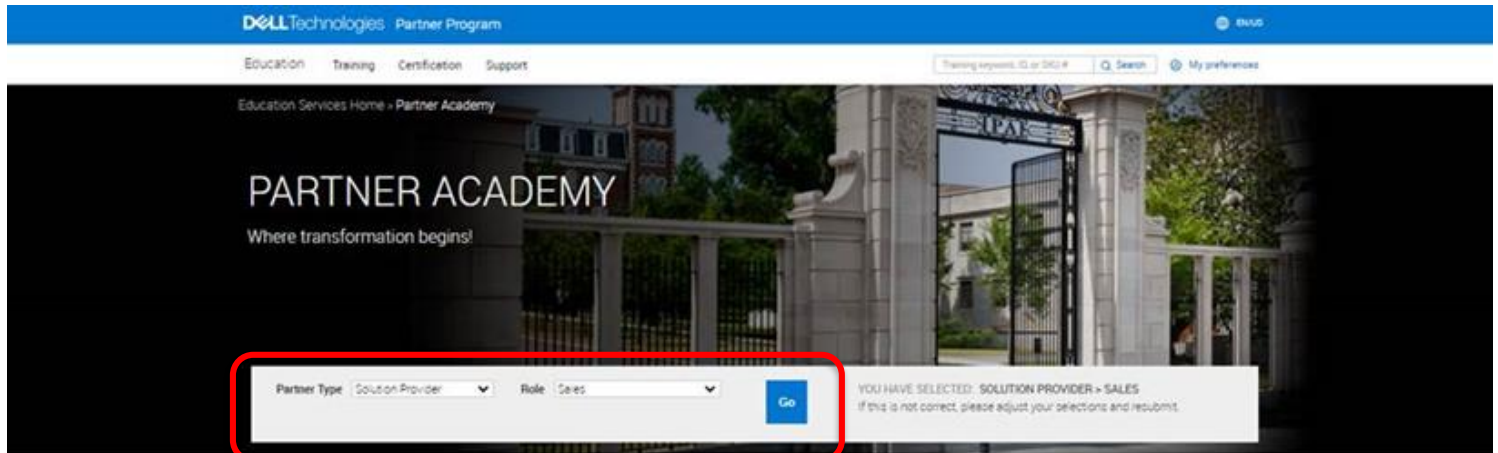
2 On the **How Can We Help** Bar select **EARN CREDENTIALS**.

On the Dell Technologies Credentials page, select your area of focus ISG, CSG or Solutions.
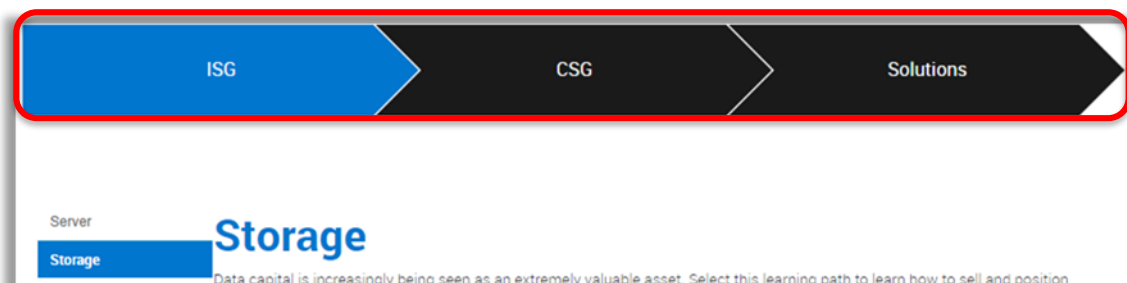
Refer to the table on the first page to determine which Credential you are interested in earning and click on the appropriate sidebar to select your area of focus. Once selected, the Sales and SE credential learning paths will appear, simply click the one you want to get started on.

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3 Once in your area of focus, select the Learning Path you want to take.

EXAMPLE:
You are a System Engineer and your Company is working towards earning a Storage Competency.
Your area of focus is on MidRange Storage and you want to earn the SE: MidRange Storage Credential 2021

Server

Storage

Networking

Data Protection

Converged

Hyper-Converged

Storage

Data capital is increasingly being seen as an extremely valuable asset. Select this learning path to learn how to sell and position the Dell EMC storage portfolio to help your customers manage their data capital.

Your company will earn a Storage Competency when the appropriate number of Sales and SE credentials are earned.

Sales:

Please complete one of the learning paths below:

OPTION 1: SALES: DATA CENTER PORTFOLIO CURRICULUM 2021 > Est Time: 7 hrs 50 mins

This curriculum provides a high level overview of our Server, Storage, Networking, and Data Protection portfolios.

After completing all the courses within this learning path you will earn your Sales: Data Center Portfolio Credential 2021 which will count towards your company earning a Storage Competency.

OPTION 2: SALES: STORAGE CURRICULUM 2021 > Est Time: 8 hrs 10 mins

This curriculum provides a more focused look at our High-End, Mid-Range, and Unstructured storage portfolio.

After completing all the courses within this learning path you will earn your Sales: Storage Credential 2021 which will count towards your company earning a Storage Competency.

SE:

Please complete one of the learning paths below:

OPTION 1: SE: MID-RANGE STORAGE CURRICULUM 2021 > Est Time: 7 hrs 55 mins

This curriculum offers a more technical look at the PowerStore, Unity XT, and SC Series products of our Mid-Range storage portfolio.

After completing all the courses within this learning path you will earn your SE: Mid-Range Storage Credential 2021 which will count towards your company earning a Storage Competency.

OPTION 2: SE: HIGH END STORAGE CURRICULUM 2021 > Est Time: 6 hrs 50 mins

This curriculum offers a more technical look at the PowerMax, PowerFlex, and XtremIO products of our High End storage portfolio.

After completing all the courses within this learning path you will earn your SE: High End Storage Credential 2021 which will count towards your company earning a Storage Competency.

OPTION 3: SE: UNSTRUCTURED STORAGE CURRICULUM 2021 > Est Time: 6 hrs 50 mins

This curriculum offers a more technical look at the PowerScale and ECS products of our Unstructured storage portfolio.

After completing all the courses within this learning path you will earn your SE: Unstrucutred Storage Credential 2021 which will count towards your company earning a Storage Competency.

> In this example you would click on Option 1 in the SE section to register for the SE: Mid-Range Storage Curriculum 2021 learning path.

4 Start Completing the courses within the Learning Path to work towards earning your Credential

Once the learning path you have selected has fully loaded, you are ready to begin taking the training. You will see a list of all of the required courses that are part of the learning path. To begin taking a course, simply click on the **Register** button.

As you successfully pass a course, the status will change to "**Completed**" and you will see the **Status bar** in the upper right hand corner move towards 100%. (If you are a returning student, any courses contained within the learning path that you have previously passed will be marked as '**Successful**' and you will only have to focus on the new or recently updated courses in order for you to earn your credential thus reducing your total training time and protecting your previous learning investments.

View learning path progress here

SE: MidRange Storage Curriculum 2021

Learning Path Status:
17%

ˇCurriculum Path: SE: MidRange Storage Curriculum 2021

ˇModule Name:Dell Technologies Advantage Sales | Complete 2 of 2

Course Title	Delivery Mode	Duration:	Status	Action
The Dell Technologies Advantage	On Demand Class	00:35	Successful	View Progress Launch
Dell Technologies Whiteboard	On Demand Class	00:10	Successful	View Progress Launch

Check your course status here.

ˇModule Name:Storage Strategy and Portfolio | Complete 6 of 6

Course Title	Delivery Mode	Duration:	Status	Action
Why Dell Technologies for Storage			Not Registered	Register
Dell EMC Storage Positioning Overview			Not Registered	Register
Winning in Storage with Data Reduction			Not Registered	Register
Dell EMC Storage Portfolio Overview			Not Registered	Register
Dell EMC Data Storage Essentials Overview			Not Registered	Register
Future-Proof Program Overview			Not Registered	Register

Register for courses here

5 Registering for a course

To begin taking the first course, simply click on the **Register** button. You will be prompted with:
- A list of language classes: select your language of preference **OR**
- A class marked Multi-language: this denotes a video with Closed Captions. Closed Captions languages are set in Edutube **OR**
- An English class: this course might only be available in English or the translated versions are not available yet.

Here is a sample of a course with a list of language classes to select from:

1 - Select a Language class

Register ✕

	Class Number	Course Id	Title	Language:	Duration:	Facility	Price	Training Credit	Modality Name	Start Date	End Date
○	0001458108	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	English	30.0		0 USD	0	On Demand Class	01/09/2020	
●	0001512576	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Korean	30.0		0 USD	0	On Demand Class	01/09/2020	
○	0001512577	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Chinese	30.0		0 USD	0	On Demand Class	01/09/2020	
○	0001512578	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	French	30.0		0 USD	0	On Demand Class	01/09/2020	
○	0001512579	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	German	30.0		0 USD	0	On Demand Class	01/09/2020	
○	0001512580	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Spanish	30.0		0 USD	0	On Demand Class	01/09/2020	
○	0001512581	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Portuguese	30.0		0 USD	0	On Demand Class	01/09/2020	
○	0001512567	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Japanese	30.0		0 USD	0	On Demand Class	01/09/2020	

2 - Register

REGISTER   **CANCEL**

Here is a sample of a course with a Multi-language selection:

1 - Select the class

Register ✕

	Class Number	Course Id	Title	Language:	Duration:	Facility	Price	Training Credit	Modality Name	Start Date	End Date
●	0001511753	MR-8WN-ESGB5367R1	SD-WAN Edge Solution Technical Product Line Overview	Multi-language	20.0		0 USD	0	On Demand Class	12/16/2020	

2 - Register

REGISTER   **CANCEL**

Here is a sample of a course with an English class only:

1 - Select the class

Register ✕

	Class Number	Course Id	Title	Language:	Duration:	Facility	Price	Training Credit	Modality Name	Start Date	End Date
●	55_00713584	MR-8WN-GSTB5326	Client Solutions Strategy Overview	English	20.0		0 USD	0	On Demand Class	12/20/2016	

2 - Register

REGISTER   **CANCEL**

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Verify your Credential and print out the Credential Certificate

Congratulations! Once your Learning Path progress bar is showing 100% Complete and you have met all the prerequisites, your Credential will be triggered in CertTracker within 72 hours. The first time you earn a Credential with Dell EMC you will receive an email from CertTracker with instructions on how to access your account.

7   Expand your knowledge beyond Competency training

After you have earned your Credential and gained foundational knowledge, we encourage you to visit the other tabs from the How can we help bar to further your learning and be armed with the latest messaging and product information to give you a competitive edge.