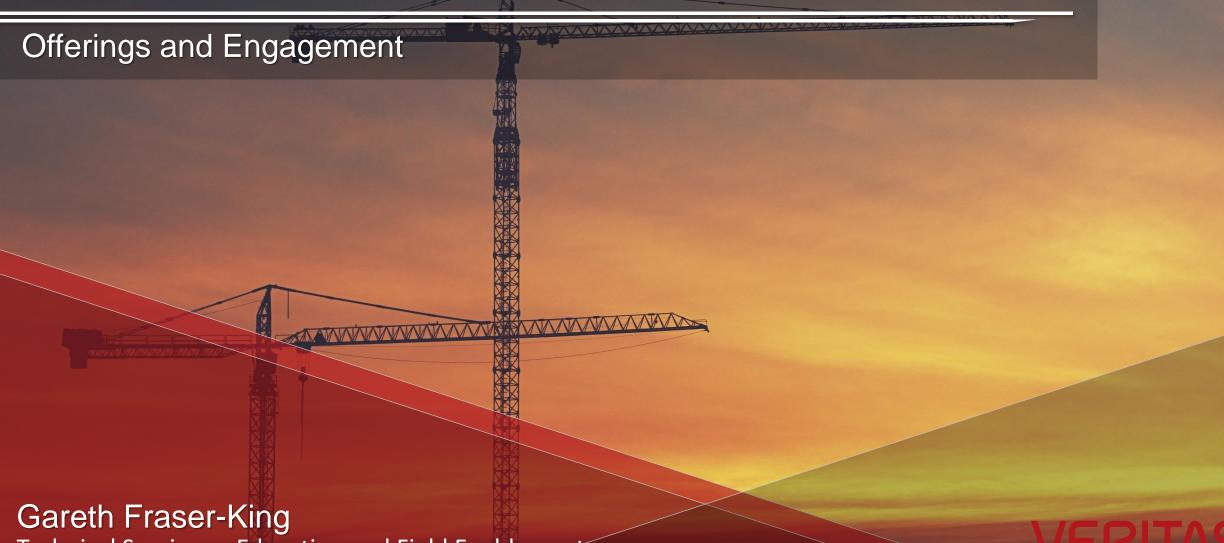


Education Sources & Resources Technical Education

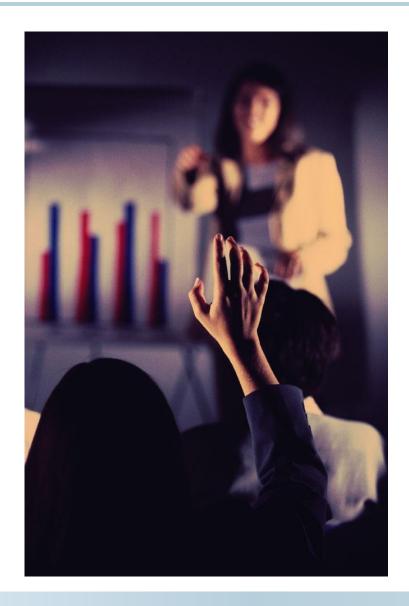


Technical Services - Education and Field Enablement



Overview





The goal of this presentation is to help you find technical job aids and training for Veritas products and solutions. This presentation will help you find technical material for both you and your customers, as well as offering education classes to those customers you feel would benefit from training.

Agenda



1	Technical Education and Enablement Offerings
2	Partner Resources
3	Internal Resources
4	External Resources



Technical Field Enablement

Offerings

Technical Education and Enablement Offerings















Instructor-Led Training

Hands-on, in-class instruction

Available directly from Veritas, or from highly skilled Authorized Training Partners

- Small class sizes
- Hands-on labs
- Certified instructors

Virtual Instructor Led Training

Hands-on, live virtual instruction

Skip the need to travel; gain the best of live, personalized instruction

- Live lectures
- Practical, handson labs; one-toone sessions
- Same level of deep knowledge transfer as ILT

Veritas eLibrary

On-demand, web-based training

A collection of free, ondemand, Web-based training courses that span the Veritas products

- Hundreds of regularly updated courses
- Modular content
- In-depth coverage

Veritas Certification

Develops and validates expertise

Certified professionals possess highperformance technical problem-solving expertise; ability to administer Veritas solutions

- Veritas Certified Specialist
- Veritas Certified
 Professional

Technical Enablement

Go to market
Technical content

A collection of free Whitepapers, Tech briefs, Product Presentations, Blueprints, Podcasts, Tech Talks, InfoBits, Bootcamps, and Handson-labs

- Learn solutions, technology, and implementation
- Sell more

Veritas Accreditation

Develops and validates Sales technical expertise

Technical and sales training on Veritas products from fundamental to advanced topics and preparatory materials

- Veritas Sales Expert
- Veritas Sales Expert Plus









Field Enablement

- Go to Market Technical Enablement Content
- A collection of Whitepapers, Technical Briefs, Product Presentations, Blueprints, Podcasts, Tech Talks, InfoBits, Bootcamps, and Hands-on-Labs
- Designed for the Internal & External Technical Community:
 - A short introduction to a particular technology
 - Build specific presentations to a customer requirement
 - Leave Behinds & Quick Reference Guides
 - Focus on a particular technology or how a group of technologies work in conjunction with each other
 - Update the Veritas Technical Community on what's new
 - Best practices around specific technologies when implementing, designing or configuring the product.



Technical Field Enablement: Deliverables



A technical overview deck covering all the major features within the product at a technical but high level

A deep dive technical presentation expanding on the overview deck to include "differences slides"

A subset of the technical feature presentation showing specific differences between new and the previous version

Architectural design presentation; includes "do" and "don't" life preserver guidelines

Aimed at specific technical scenarios, is generally between 20-60 pages in length; includes business value, diagrams, licensing examples, and best practices

Brief technical explanation on key product components and technologies for a particular technology or technologies



Technical **Overview PPT**



Technical Feature PPT



What's New PPT



Blueprints



Technical White Papers



Technical Feature Briefs

A 15-20 minute interview with a SME covering a specific aspect or technology within the product

A 5 minute or less whiteboard video outlining the architecture of a specific technology within the product

A reference architecture is a 'solution template' that illustrates a known functional or best practice example of a product implementation



Ouick reference card on specific technologies within the product

Hands-on-labs with lab guides on Granite or Captivate walk through, screencasts, videos for Net New **Features**

Weekly webcast presentation delivered on a specific technology or feature



Technical Podcasts



InfoBits







Labs/Demos



Tech Talks

Note: TFE deliverable types differ across peaks; there are minor variations in the common deliverables.



Accessing Training Offerings

VERITAS Education Services

LearnCentral & PartnerNet



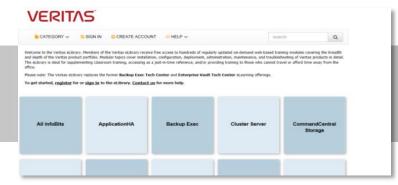
2865 learning activities across **28** Veritas product areas; over **900** hours of technical product training.

Veritas Education InfoBits



242 short-video format "InfoBits" to date. These 5-minute video modules capture experts white boarding technical topics.

Veritas eLibrary



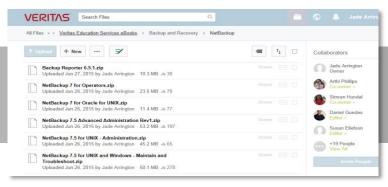
2209 eLearning modules across **17** major Veritas products; over **600** hours of technical product training.

www.veritas.com



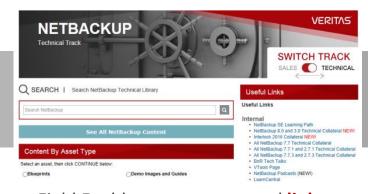
51 active instructor-led training courses across all major Veritas products; over **150** days of productbased technical training.

Veritas Education eBooks



80 eBooks available to all internals & partners; over **30,000** pages of technical product training.

SalesCentral



Field Enablement **content** and **links** to technical resources.: LearnCentral, Tech Talks, Learning Paths, Podcasts, Forums



Technical Education

Offerings and Engagement





Instructor-Led Training

Available directly from Veritas, or from highly skilled Authorized Training Partners

Gain the critical concepts and skills you need to efficiently deploy, configure, utilize and troubleshoot Veritas solutions.

Learn with the benefit of:

- Small class sizes
- Hands-on labs
- Certified instructors with intimate knowledge of Veritas products, and extensive, real-world experience in information managment environments.







Virtual Instructor Led Training

- Providing the same content as instructor-led training, but through a live, online learning experience
- Skip the need to travel, and gain the best of live, personalized instruction from an expert trainer.
- Learn with the benefit of:
 - Live lectures and interaction with an expert instructor
 - Practical, hands-on labs and opportunities for one-to-one sessions with instructor
 - Same level of deep knowledge transfer gained in the classroom





Veritas eLibrary

A collection of free, on-demand, Web-based training courses that span the Veritas product line

Plan self-study to suit personal schedules, learn at a personalized pace and still gain the necessary skills to fully and more effectively utilize Veritas solutions.

Learn with the benefit of:

- Hundreds of regularly updated courses
- Modular content that can be taken as sequential courses or accessed for just-in-time reference
- In-depth topics cover installation, configuration, deployment, administration, and troubleshooting







On-Demand Courses and Labs

A collection of on-demand Web Based Training with Sandbox Labs that span the Veritas product line - self-study over 30 days to suit personal schedules, designed for learning at a personalized pace and still gain the necessary skills to fully and more effectively utilize Veritas solutions.

Newly created On-Demand Lab assisted courses

- Modular content that can be taken as sequential courses or accessed for just-in-time reference
- In-depth topics cover installation, configuration, deployment, administration, and troubleshooting
- Self-Paced Labs created in a sandbox with 30 hours of lab time and additional hours available for purchase
- Life-Line email mailbox for SLA questions and answers with Follow the Sun support





Veritas Certification

Providing the highest levels of staff expertise with validated technical skills on a product or solution level

Certified professionals possess high-performance technical problem-solving expertise, and are tested and proven in their ability to administer Veritas solutions.

Become:

- A Veritas Certified Specialist with expertise on a specific product, including installation, configuration, deployment, and management
- A Veritas Certified Professional with expertise on a solution level with the skills covering multiple products



VERITAS

Questions to Ask



Product is new to the customer

- How will you ensure the solution is installed, configured and deployed correctly?
- How will you ensure the technology solution achieves the desired business results?

Recent staff turnover

 Will your employees have the right level of knowledge, skills and competencies to perform to the expectations of the business solution being invested in?

Proactive planning and risk management

How long has it been since your staff has been trained on our products?
 Does your staff log calls into Support that are "how to" questions?

Customer's staff is not certified

- Is your staff certified on the Veritas solutions they support?
- **Prepaid credits** with built in volume discounts which can be applied to all Education offerings, including classroom, virtual, and onsite training, as well as certification exams.
- Single Day ILT (Instructor Led Training) Sku can be purchased in single day increments to match the duration of the training need.



General Pricing Reference Points



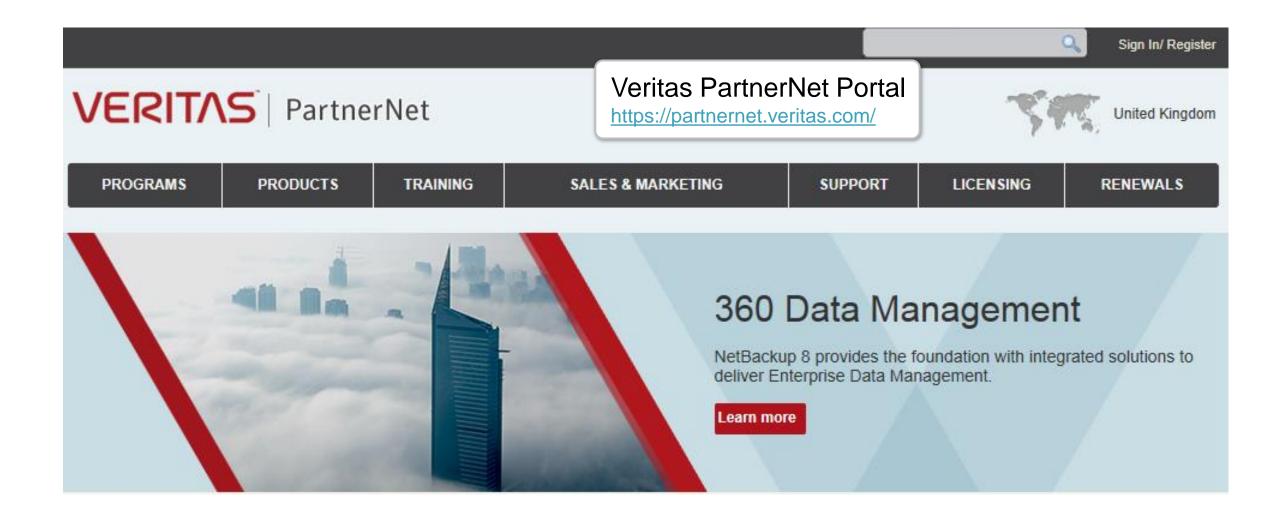
Pricing Scenarios	Amount
Instructor led training (Live or Virtual) daily rate	\$750
5-day class (per student)	\$3,750
5- day On-site dedicated classroom (10 students)	\$32,500 plus expenses
5 day dedicated classroom Virtual Academy (VA)	\$27,000
Training Credit (value per credit) for any training offering	\$100

Partner Resources

Access through PartnerNet

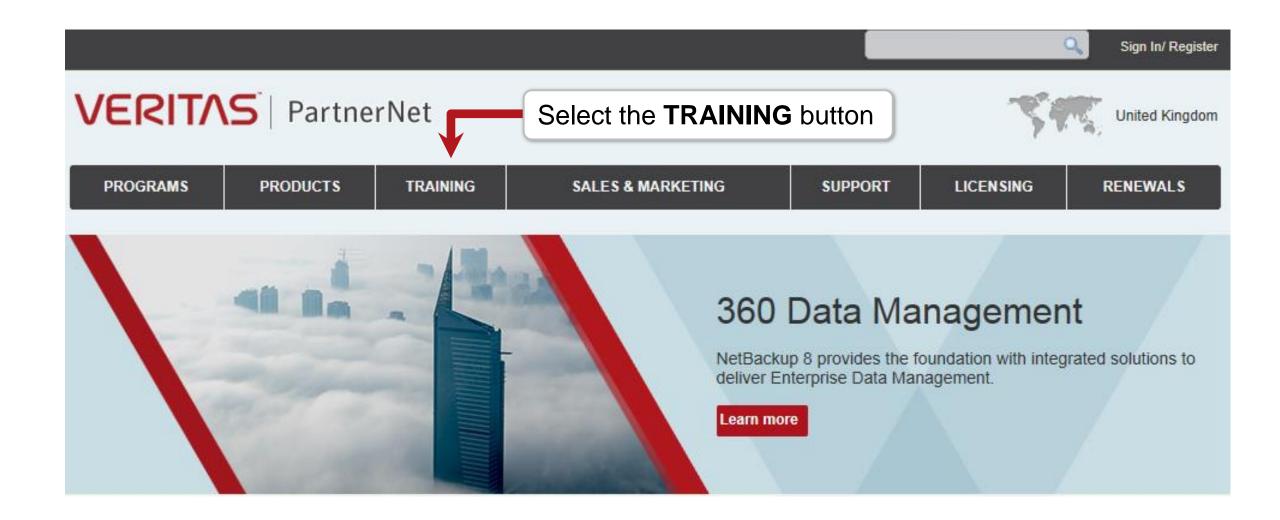
Find your desired training content via Veritas PartnerNet





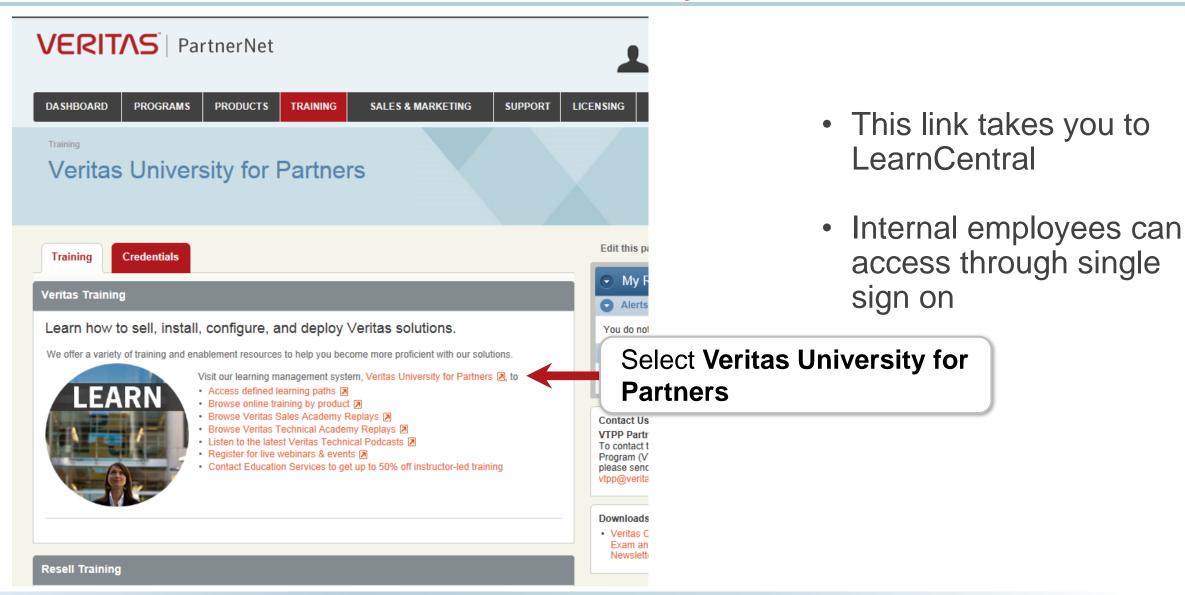
PartnerNet - select training





PartnerNet – select Veritas University for Partners





Internal & Partner Resources

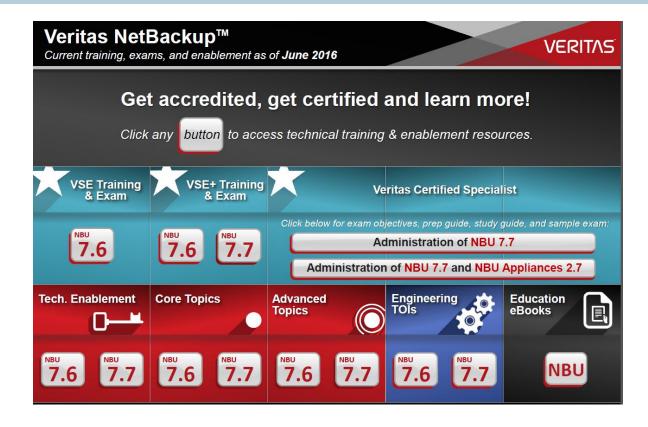
Where to find material - LearnCentral



Navigating LearnCentral



- 1. To access LearnCentral, log in to PartnerNet or through PartnerNet
- Navigate to Browse Catalog >
 Product Training & Accreditations
 > All Partner Learning Paths
- 3. If **All Partner Learning Paths** is not displayed, click the **More** arrow to see it.
- 4. Click **Start** next to your chosen **Learning Path**.



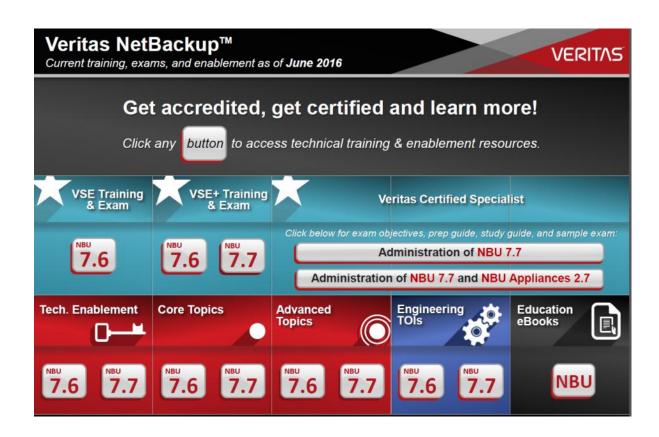
The Learning Path document is a PDF that contains links directly to the content you need on LearnCentral and Box. You can download this PDF; however, it is regularly updated, and if you rely on your downloaded version, you may miss important updates.



Partner Learning Paths



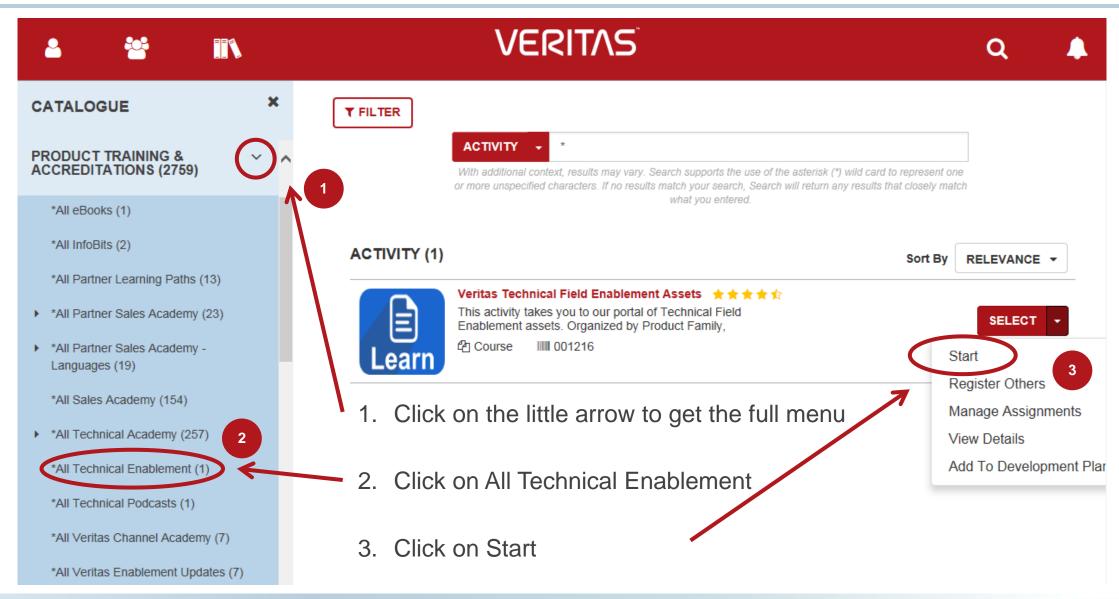
- The top row (in turquoise) contains links to VSE, VSE+, and Veritas Certified Specialist content
- Core Topics and Advanced Topics are being merged. They include:
 - Differences, What's New, Administration,
 Advanced Administration, and Maintain &
 Troubleshoot training
- The Engineering TOIs section includes TOIs by product version
- Education eBooks links to Box





All Technical Field Enablement





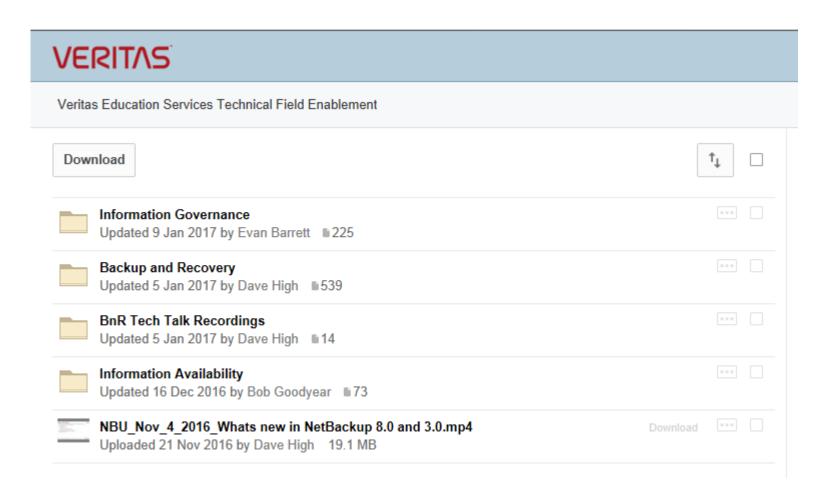
All Technical Field Enablement



Partners & Internal
Employees have
access to all the same
material published to
the Technical Field
Teams

includes:

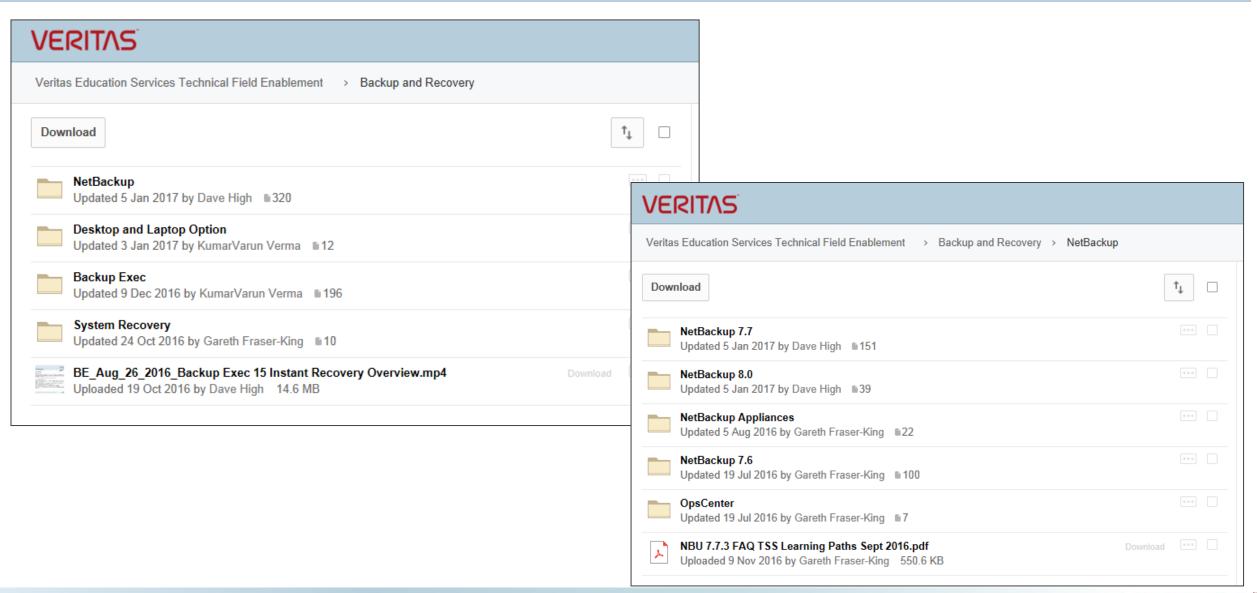
- Technical Blueprints
- Feature Briefs
- Infographics
- Technical PPTs
- White Papers
- Best Practices.





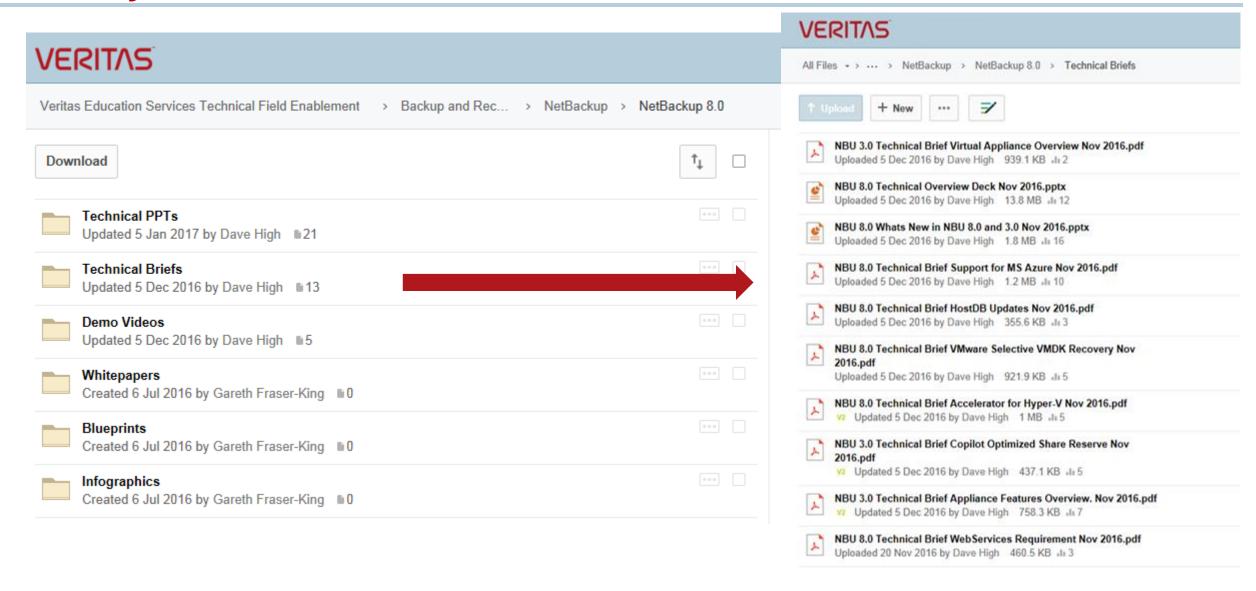
Navigate through Box





Pick your deliverable

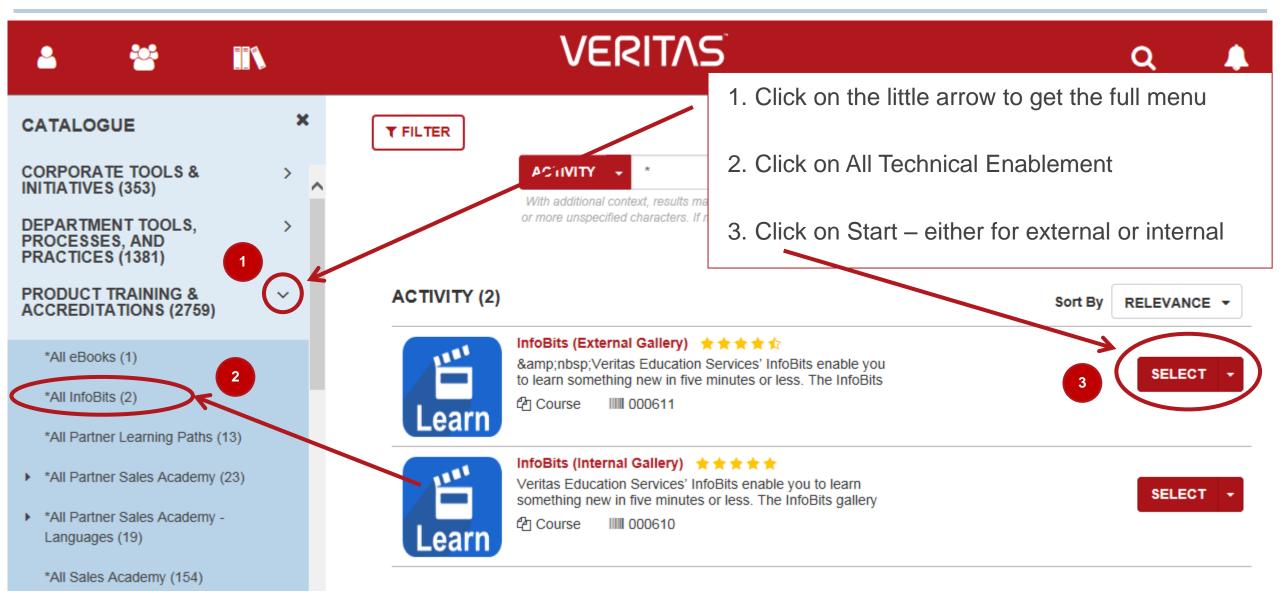






All InfoBits





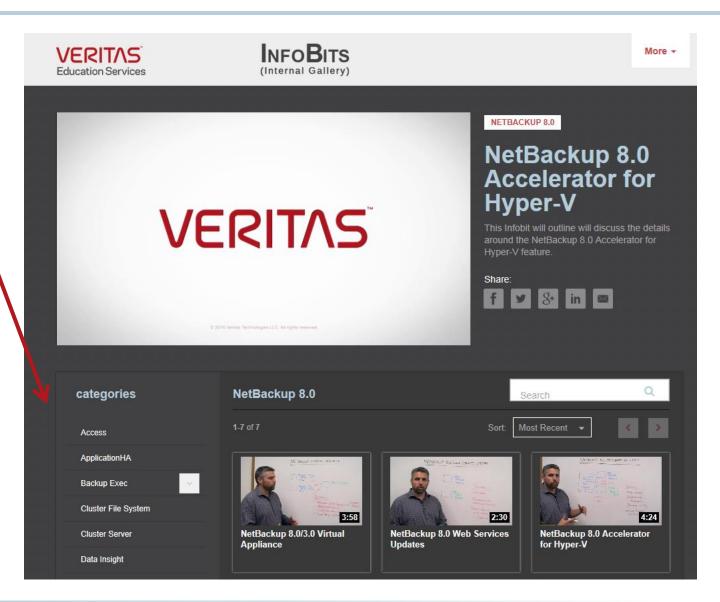


All InfoBits



1. Navigate through the galleries here:

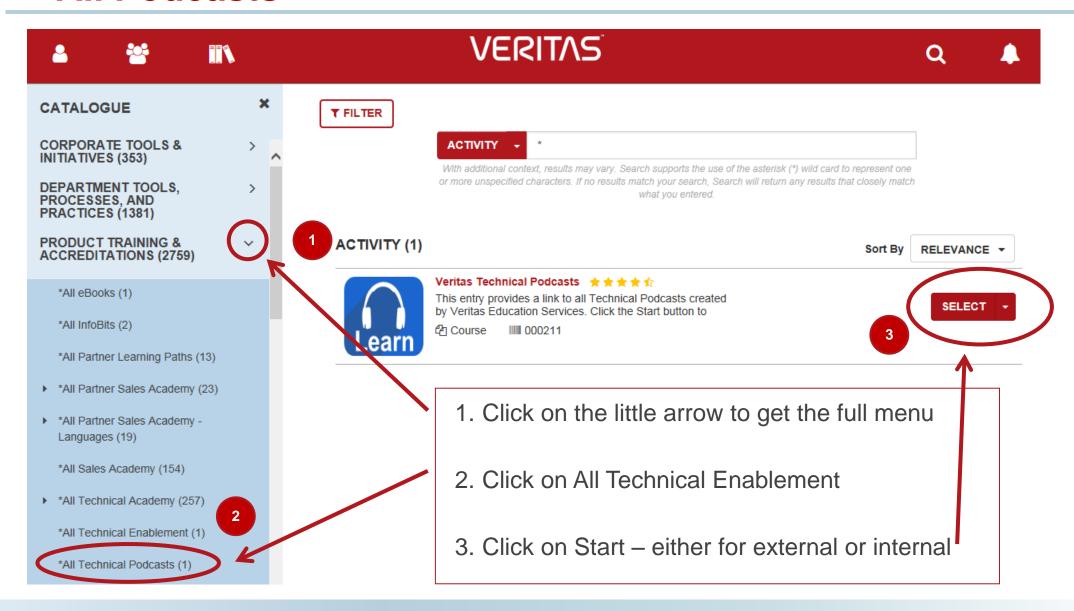
These are short whiteboard videos that talk about specific technologies within the product





All Podcasts





All Podcasts



Direct links to the Podcasts through Box are here:

NBU & NBU Appliances - https://veritas.box.com/s/9yzubcfaynza62x94v4jxyzfeadh0uq0

BE - https://veritas.box.com/s/inje3pefe0k7xq6j4ctkh4ynwddudmii

IA - https://veritas.box.com/s/18nouklwkbpku3ifuf5o466w78a2nu74

II - https://veritas.box.com/s/qrjs4fqj49615xh47at4mxsakxslpfo7

Anyone with the links to the Podcasts can also subscribe via iTunes – links:

On PC/Mac:

- 1. Select and copy the Podcast XML URL (Ctrl-C):
- 2. Open iTunes 3. File Menu > Subscribe to Podcast 4. Paste the URL (Ctrl-V) 5. Click OK
- 6. Rinse and repeat for the other podcasts

If iTunes is configured to sync with your iPhone, the podcast will also appear there.

Velocity Radio - https://veritas.box.com/shared/static/08b2rbywnildt5r272zls0smnr8onl0x.xml

NBU/Appliances - https://veritas.box.com/shared/static/qczo8k3wvueydrit7iwz1xca6x623ro3.xml

Backup Exec - https://veritas.box.com/shared/static/akvqefxx9m0drq1jxk6itu5a2f9er2pv.xml

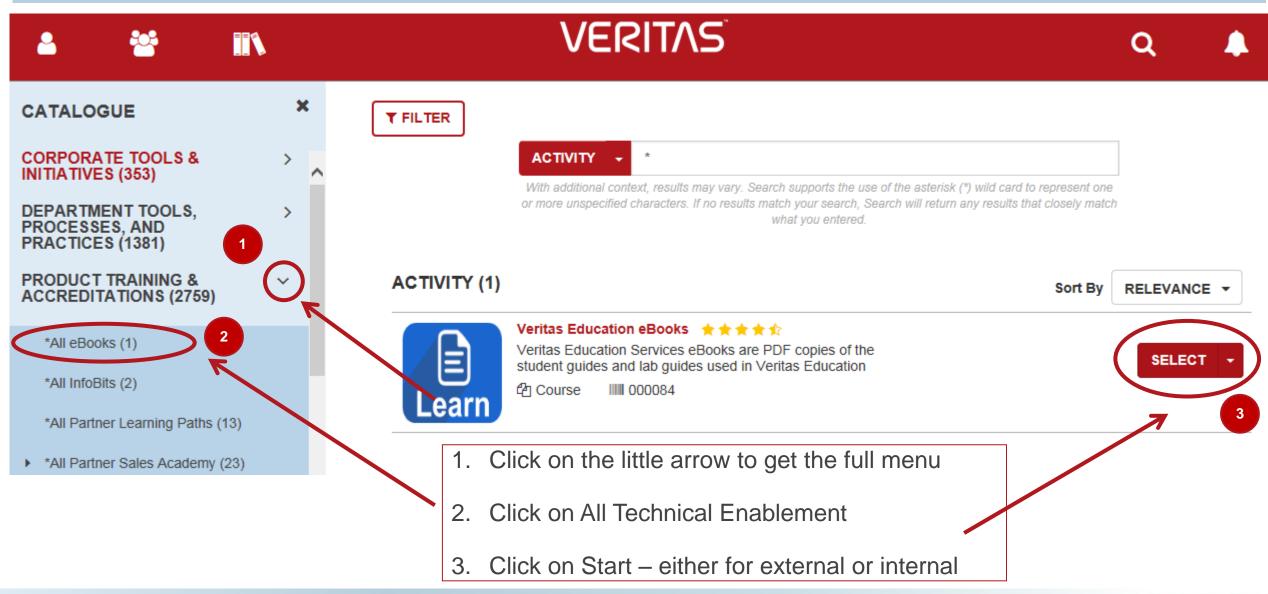
IA - https://veritas.box.com/shared/static/95nswrb7p07ttfqkdth3yetauhef2gfr.xml

II - https://veritas.box.com/shared/static/hnpy22299b58qo2b6l3s00x7wljo60kd.xml



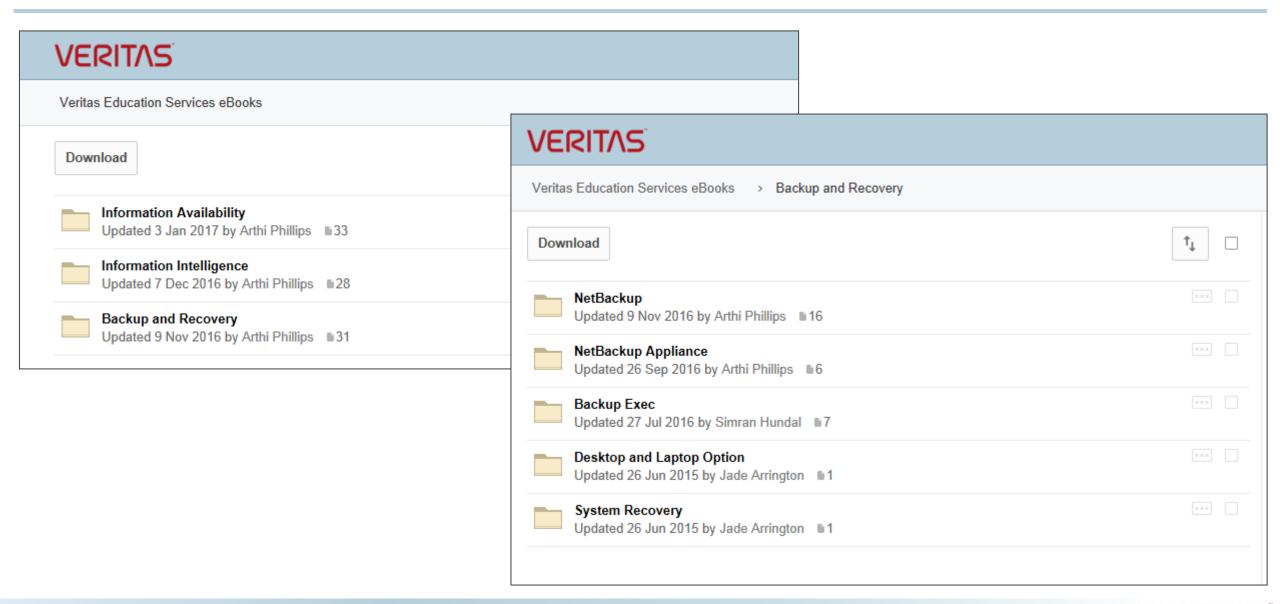
eBooks





eBooks

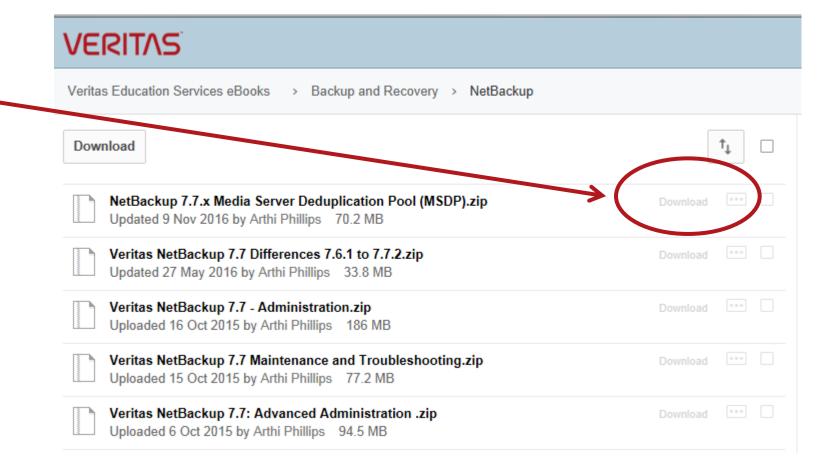




eBooks



1. Download the Zip file here:



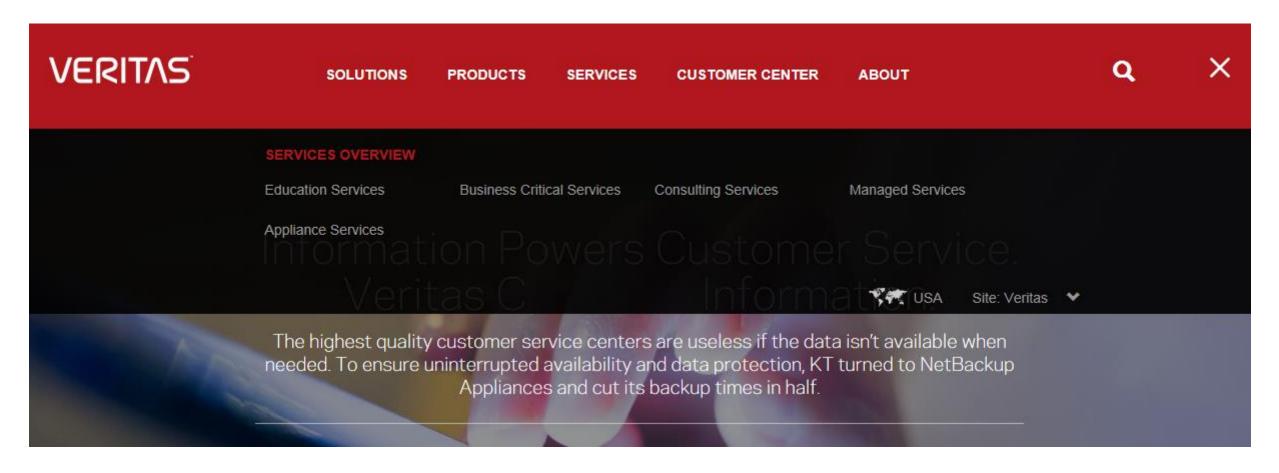


External Resources

eLibrary

Veritas.com - Education





Navigate to Services then Education Services



Veritas.com - Education



- Here you can view the Instructor led training (Classroom) or Virtual Academy (virtual instructor led training)
- Register for classes
- Take certifications (VCS)
- Purchase education credits
- Or visit the eLearning Site



Course List

Browse available training in an alphabetical list by product.

View Course List 0



Register for a Class

View the course schedule and register to take an upcoming class.

Register Now 0

View FAQs 0



Certification Exams

Earn an industry-recognized certification credential for administering Veritas products and solutions.

Get Certified 0



Certification Paths

Reference Veritas certification paths as a guide to achieving product expertise and certification.

Backup & Recovery path 6

Information Governance path 6

Storage & Availability path 6



Course Bundles

Optimize your Veritas product knowledge and proficiency through solution-based course bundles.

View Course Bundles datasheet 6



About Training Options

Veritas Education Services offers a variety of training delivery options. Choose what's right for you.

Learn About Training Options 0



About Purchase Options

In addition to standard payment methods, training credits and training days offer flexible purchasing options for training.

Learn About Purchase Options 0



Free eLearning

Visit the Veritas eLibrary to access hundreds of eLearning videos and demos

Go to the Veritas eLibrary 0



How to Register for the eLibrary



The Veritas eLibrary is accessible by employees & Partners, but it only contains content that customers can see.

In addition, the content on the Veritas eLibrary presents material from a customer's perspective. Both employees and partners have access to more content on LearnCentral. The link for the eLibrary is: https://www.veritas.com/elibrary/en.html

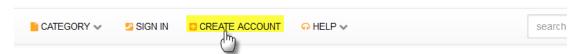
The login is the same as for PartnerNet,

Registering for a Free Veritas eLibrary Subscription

Below are some important notes and step-by-step instructions about how to register for a free Veritas eLibrary.

- Please Note To access the Veritas eLibrary you must have:
 - 1) An active Veritas Education account; and
 - 2) A subscription to the Veritas eLibrary
- 1. Here is the link for Veritas eLibrary https://www.veritas.com/elibrary/en.html, to access eLibrary you need to have a subscription for it. If you have a subscription for it, please click on Sign In and then login using your credentials to access training modules.
- 2. If you do not have subscription, please click on Create Account link as shown in below screenshot, you will be directed to Veritas SABA site.
- 3. If you have SABA account, please login using your credentials and if you do not have SABA account, please click on new user link as shown in below screenshot and then fill in all the details to create an account.
- 4. Your account gets created and you get logged in, click on "I Accept" for terms and conditions and then click





Velcome to the Veritas eLibrary. Members of the Veritas eLibrary receive free access to hundreds of regularly updated on-dema nodules covering the breadth and depth of the Veritas product portfolio. Modular topics cover installation, configuration, deployn continue.



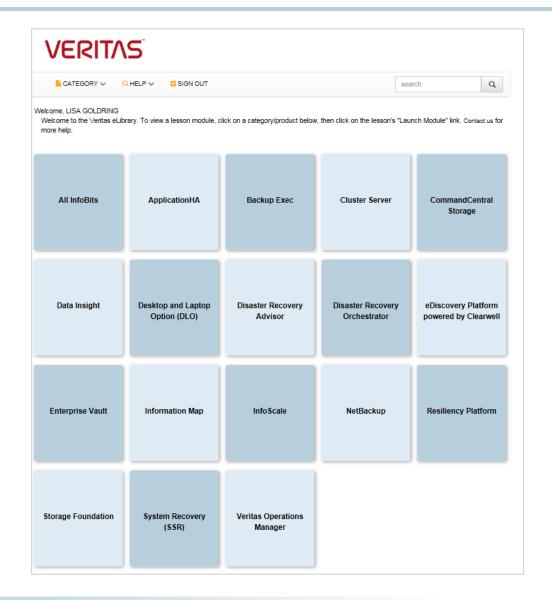
but you may need to register.

eLibrary: https://www.veritas.com/elibrary/en.html



Note: Use LearnCentral for online technical eLearning courses. The same eLearning content that is published for external customers in the Veritas eLibrary is also published in LearnCentral.

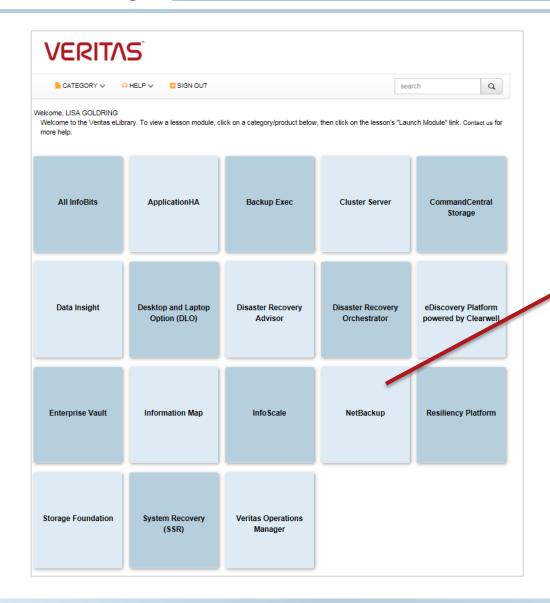
Navigating the eLibrary is straightforward. Click the tile for the product you want, and then select the product version. The example on the slide shows how to access NetBackup 7.7.

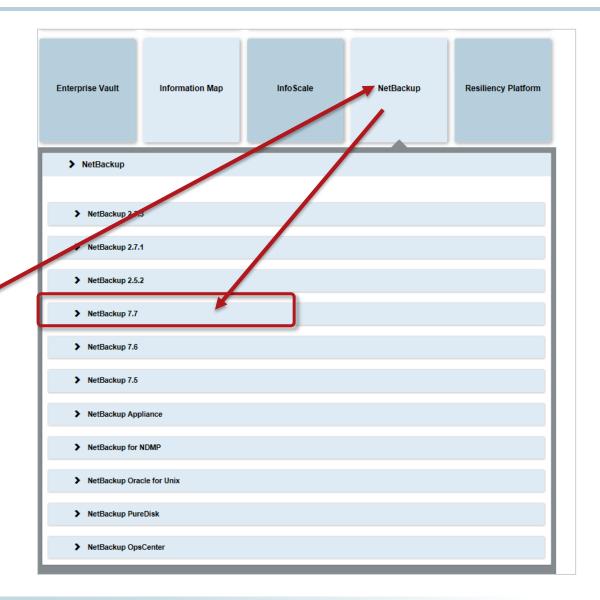




eLibrary: https://www.veritas.com/elibrary/en.html



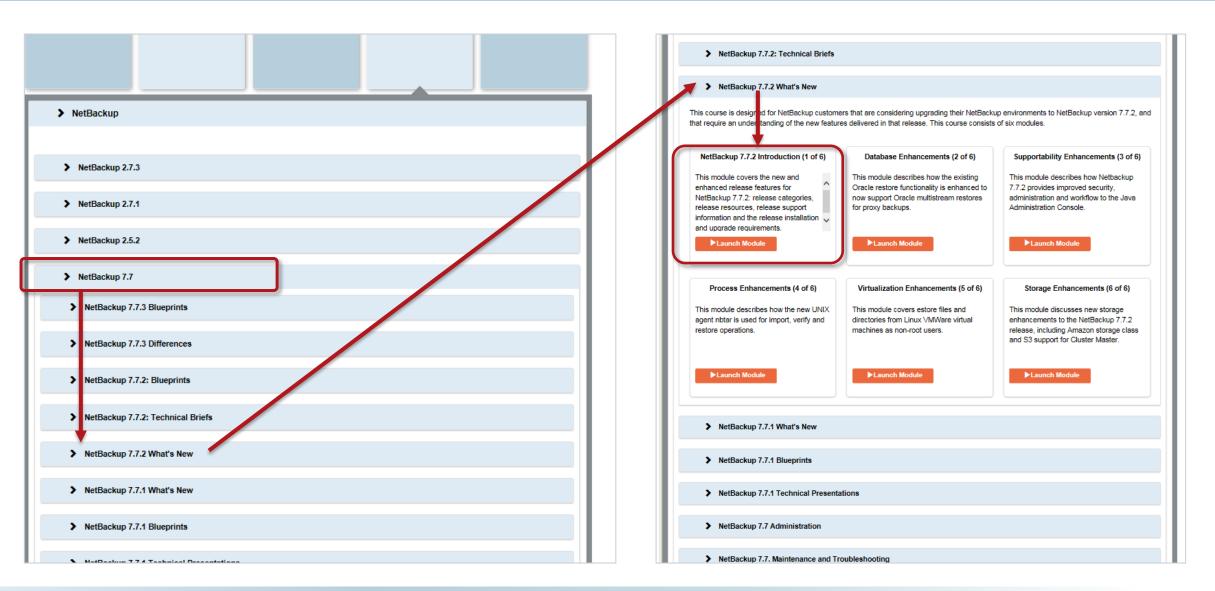






Drilling down to training in the eLibrary







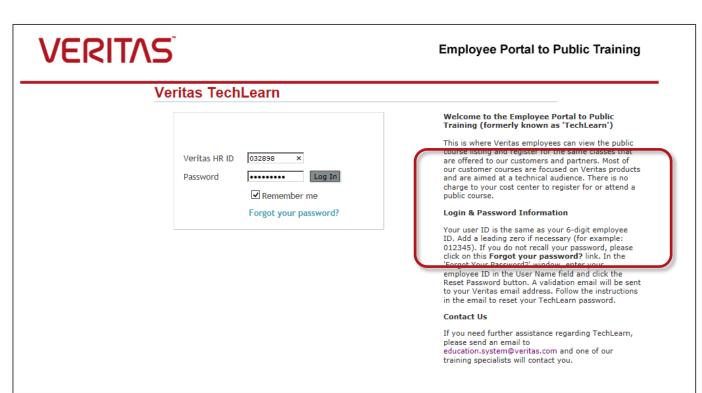
Registering for Education Services classes

External Instructor Led Training

Accessing Instructor Led Training & Virtual Academy



- Veritas Employees and Partners can register for and take ILT and VA courses for around half price.
- Classroom training is provided by Veritas Education, in both physical and virtual environments.
- We can also request custom boot camps for Partners where appropriate.
- Forgot your password? A confirmation email is sent to you, but be patient. It takes a while for the email to arrive.
- TechLearn is located at: <u>https://education.veritas.com/techlearn</u>
 - Should be the same login as your PartnerNet (Veritas Account) login.
 - Log in to TechLearn to see which classroom and virtual courses are offered near you, and to register.



After logging in, use the menu on the left to:



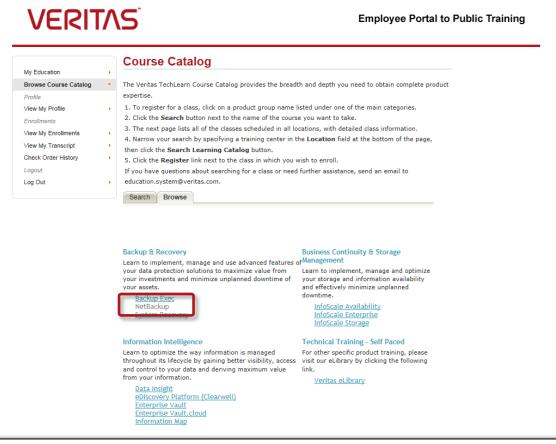
- Change your password using the View My Profile link.
- Check on upcoming classes using the View My Enrollments link.
- See your training history using the View My Transcript link
- **Note:** A class in which an internal student is registered may be canceled if the minimum number of seats required to be filled by external customers or partners is not met.
- To register for a class, click the Browse Course Catalog link in the left menu. Two tabs are displayed, Search and Browse.
- Click Search if you have the 8-digit offering ID (example 00056802) of the class for which you want to register.
 - 1. Enter the offering ID and click the **Search Learning Catalog** button. If you do not have the class Offering ID, you may search by entering information in any of the **Advanced Search** fields. The information for the class offering is displayed. If the class is full or if there are no internal seats assigned in the class, a message is displayed in the **Register** column.
 - 2. Click the **Register** link to enroll in the class. You will receive a **Registration Confirmation** page when you successfully enroll in the class.
 - 3. Click the **Print** link to print the confirmation.
 - 4. Click **View My Enrollments** to view the class in your **Enrollments** page.
- In the example on the slide, we clicked Browse, and selected NetBackup under the Browse tab.



Browsing the TechLearn Course Catalog







Course Catalog Browse tab

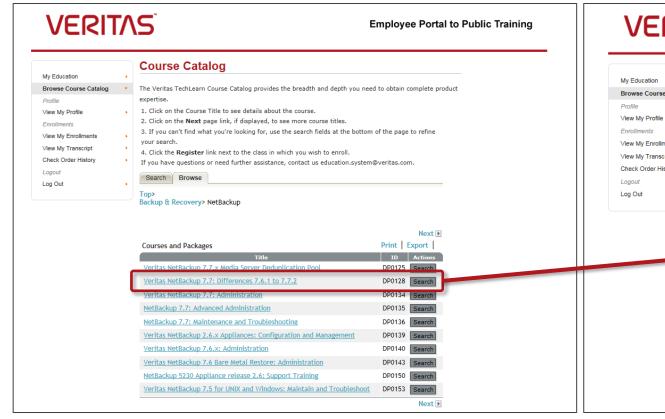


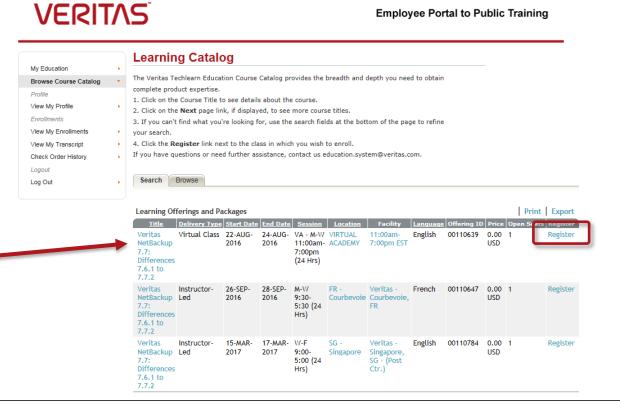
- 1. There is a list of the high-level product categories, and the specific product lines within them.
- 2. To search for a class under the **Browse** tab, click a product within a high-level category. In the example on the slide, we clicked **NetBackup** under **Backup & Recovery**.
 - The next page lists all of the NetBackup courses available in the Learning Catalog.
 - To view more information about a course, click the course name link.
- 3. To search for scheduled classes of a specific course, click the **Search** button next to the name of the course in which you are interested. In the example on the slide, we clicked the **Search** button next to *Veritas NetBackup 7.7: Differences 7.6.1 to 7.7.2*.
 - The next page displays all of the classes in all regions scheduled for the course. Click the Next button to view more pages and classes.
 - At the bottom of the list of classes are some simple search fields that you can use if you wish to refine your search. The **Title**, **Offering**ID and **Currency** fields are prepopulated. You may change other fields to refine the search.
 - Available seats for internals are shown in the **Open Seats** column on the right. If the class is Full or if there are no internal seats assigned in the class, a message is displayed in the **Register** column.
- 4. Click the **Register** link to enroll in a class. You will receive a **Registration Confirmation** page when you successfully enroll in the class.
- 5. Click the **Print** link to print the confirmation.
- 6. Click View My Enrollments to view the class in your Enrollments page



Registering for Instructor Led Training and Virtual Academy







Questions



Registering yourself or a Partner for a class go through TechLearn

Registering a customer to purchase a class:

NAM - <u>americas.education@veritas.com</u>

LAMC - lamc.education@veritas.com

APJ - apj.education@veritas.com

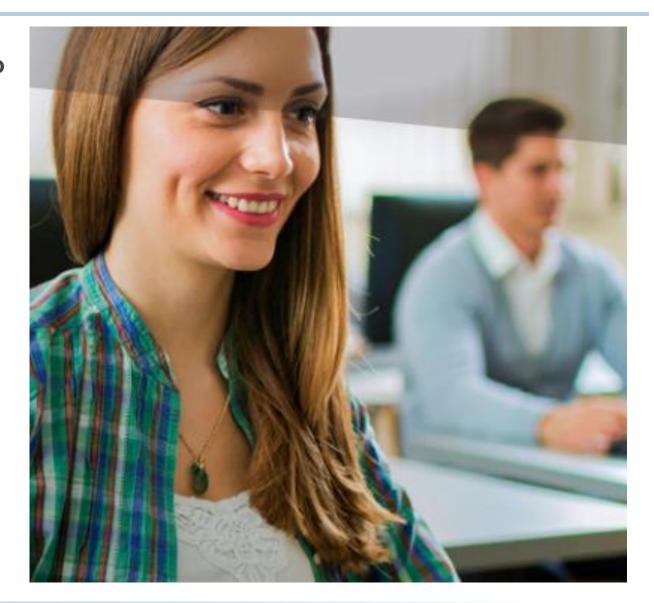
EMEA - <u>europe.education@veritas.com</u>

Technical Field Enablement

II – Andy JoyceIA – Brad WillerBnR – Gareth Fraser-King

LearnCentral

Global - Jade Arrington





VERITAS

Thank you!

Presenter's Name

Presenter's email Presenter's phone

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