

# Veritas Academy Overview



A first-class training experience for Veritas go-to-market strategies and messages

## Veritas Sales Academy Overview

The Veritas Academy training platform enables you with the latest sales and technical product and solution information. Together, Veritas and your Partner sales teams learn under the same umbrella, as one combined sales force. This first-class training\* experience creates better alignment and consistency of the Veritas go-to-market strategies and deep-dive technical messages we take to our customers together.

During the second full week of each month, two live web-based training programs run on the Academy platform:

- [The Veritas Sales Academy \(VSA\)](#)
- [The Veritas Technical Academy \(VTA\)](#)

## Academy Schedule

VSA runs the first and second month of each quarter, VTA runs every month. The schedule shows the days and specific webcast categories are covered. Category topics are chosen one month in advance and will be communicated via PartnerNet and partner newsletters. See “VSA Overview” and “VTA Overview” sections for further detail on the session objectives and target audiences.

## Get Started

Check out our [Partner Enablement Calendar](#) for dates, topics and registration. Easily filter view by type, geo, competency and role. Register directly from within the event listed and receive automatic invites.

## Veritas. It's simple. It's for you.

\* Please note that this training is intended only for experienced sales professionals that have a strong foundational understanding of the specific solution and familiarity selling it in the field.

| Program   | MON   | TUES                                 | WED   | THURS   | FRI  |
|---|---|--------------------------------------|---|---|--|
| <b>VSA</b><br>(1st & 2nd month of each quarter) | Solution Sales Training on Portfolio<br><br>** Topics will change based on product road map and launch schedule | Solution Sales Training on Portfolio | Industry knowledge<br>Partner Program Updates<br>Channel Partner Operations |   |  |
| <b>VTA</b><br>(Every month)                     | Competitive Intelligence Update (AMS & EMEA)  |                                      | Information Intelligence  | Information Availability<br>TSS Enablement Update | Backup & Recovery<br>Competitive Intelligence Update (APJ) |

