NetApp
Talent Program

Qualification Initiative against Skills Shortage

NetApp®
Authorized Learning Partner

CISCO Learning Specialized Partner

vmware PARTNER AUTHORIZED TRAINING RESELLER

Today, there is a massive lack of skilled storage and data center experts in particular when it comes to a comprehensive understanding of the entire solution involving products and technologies of a number of vendors. As a result, system integrators are challenged to engage in all potential customer projects and build and expand their consulting practice.

Trying to hire existing experts does not work, because they either do not exist or are extremely expensive. Developing experts using traditional training classes does not work, because each vendor can only offer stand-alone training about their part of the solution. Consuming a number of standard classes from multiple vendors is missing the mark, topics are not well aligned, and there is too much time between classes.

We transform talented graduates into certified and highly qualified experts for your company!

The NetApp Talent Program aims to recruit and qualify certified NetApp specialists for the channel. It is important to understand that we are not offering a simple training program, we are offering educated certified experts within only three months. This means that we are responsible for identifying, evaluating, educating, coaching, mentoring, certifying, and if needed replacing a candidate so that you as our customer can be sure that your investment will get you the educated and certified person(s) you are looking for.

Graduates of this program have the skills to design, install, configure, manage, and troubleshoot the following products and solutions:

- **NetApp** storage solutions using NetApp Data ONTAP 8 / 7Mode including detailed knowledge about CIFS, NFS and SAN
- **NetApp** Fibre Channel and iSCSI SAN solutions and integrating different operating systems and applications like Microsoft Exchange, Microsoft SQL Server and Oracle
- **NetApp** backup and disaster recovery solutions
- **Multi-vendor** solutions
  - **FlexPod** data center solutions (Shared Infrastructure) using the FlexPod validated design
  - **Microsoft** cloud computing solutions
  - **VMware** server virtualization solutions with VMware vSphere
  - **Cisco** unified computing solutions (B-Series and C-Series)

NetApp Partner Program Compliance - Professional Services Certified and FlexPod Premium Partner Readiness

Benefits

- **Simple:** complete package with recruitment, evaluation, training program and comprehensive certifications
- **Fast:** fully managed and uniquely structured „fast track" program
- **Professional:** performed by the experts in data center training, authorized and awarded several times by NetApp, Cisco and VMware
- **Safe:** we are not selling a few courses, we are „selling" an educated person
- **Efficient:** skills shortage decrease and accelerated growth for NetApp Partners

Program Overview

Our recruiters are constantly looking for suitable candidates. If we find that a candidate fits our program and your company, we will introduce this individual to you. You can then arrange an interview to get to know this screened and preselected candidate in person. If a NetApp Partner preselects a candidate, this individual qualifies for our evaluation class. In the course of an intensive 2-day class, our specialists assess the candidates' technical and communication skills as well as their commitment to the program.

Once candidates have successfully completed the evaluation phase, a partner can select and hire the candidate, who is now qualified to take part in the corresponding three-month training program. The candidate gets a temporary contract for the duration of the training program. The contract guarantees permanent employment once candidates have successfully completed the program. During the training program, the new employers receive regular reports providing details on their new specialists' progress and earned certifications.

University	Others
Interview & Soft Skill Check	
Pre-Selection by Partner	
Welcome Package	
Evaluation Class	
Final Selection by Partner	
Training Program	

Training Program

Fast Lane conducts training in several blocks to ensure candidates are well prepared for their future job assignments. Over the course of three months, candidates will work with self-study materials, receive additional mentoring, and participate in intensive workshops.

Level 0	**Evaluation Class**	2 Days
	• Welcome Package • Technical Foundation Review • One-to-One and Online Assessments	
	Selfstudy / Training-on-the-Job	
Level 1	**ASAP, NCDA & HOIW Power Workshops**	3 Weeks
	• NetApp Accredited Storage Architect Program (ASAP - trained by NetApp) • NetApp Basics & Advanced Concepts (Data ONTAP 8.1 7-Mode) • NetApp Data ONTAP CIFS, NFS & SAN Administration • NetApp Hands-on Installation Workshop	
	Selfstudy / Training-on-the-Job	
Level 2	**NCIE SAN / NCIE Backup & Recovery Power Workshops**	2 Weeks
	• SAN Solutions with NetApp Storage System • Clustered ONTAP Overview • SAN Scaling & Architecting • Snapshot, SnapRestore, SnapVault, Open Systems SnapVault and SnapMirror Software • SnapProtect Solution	
	Selfstudy / Training-on-the-Job	
Level 3	**Cloud & Virtualization Solutions**	2 Weeks
	• Cloud Technologies • VMware vSphere Installation, Configuration & Troubleshooting • Microsoft Cloud Computing Solutions with Hyper-V • Designing & Implementing Virtualization Solutions on NetApp Storage	
	Selfstudy / Training-on-the-Job	
Level 4	**Unified Computing & FlexPod Power Workshops**	3 Weeks
	• Cisco Unified Computing Design & Implementation for FlexPod • NetApp FlexPod Architecture & Design • NetApp FlexPod Implementation with Secure Multi-Tenancy	

Multi-vendor Certifications

All NetApp Talent Program graduates will have achieved the following certifications:

- Cisco Data Center Unified Computing Support Specialist
- Cisco Data Center Unified Computing Design Specialist
- VCP - VMware Certified Professional
- NCIE-Backup & Recovery - NetApp Certified Implementation Engineer
- NCIE-SAN - NetApp Certified Implementation Engineer
- NCDA - NetApp Certified Data Management Administrator
- NAIP - NetApp Accredited Installation Professional
- ASAP - NetApp Accredited Storage Architect Professional

Training Methodology

Our NetApp Talent Program is a full-service program. Beyond intensive workshops, we also offer further services to ensure optimum learning success:

- Deep-dive, pre-class resources and recommended reading
- Intensive, one-to-one mentoring
- Extended lab hours for personal practice and mentoring sessions
- Post-class test preparation, assessments and quizzes
- Certification tests with reviews and re-testing
- Reporting & monitoring