

How to Locate Recommended Training

Services Delivery Enablement Matrix
Services Competencies
3/18/2024

Table of Contents

This guide is designed to assist you in locating the training courses and packages referenced in the **Recommended Training** section of the **Services Competency Guides** accessible from the [Services Competency Matrix](#) page.

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- [Using the Services Competency Guide to Identify Recommended Training](#)

- **Dell Learning Hub**

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- [How to Locate Recommended Training: Dell Learning Hub](#)

- **Partner Academy**

- [How to Locate Recommended Training: Partner Academy](#)

- **Support**

- [Dell Learning Hub & Purchase Options Information](#)
- [Support Options](#)



After reviewing the **Overview** section, if you are not a **Dell Learning Hub** user, skip ahead to the **Partner Academy** section.

Click on the linked section titles in the **Table of Contents** to view that section of the deck.

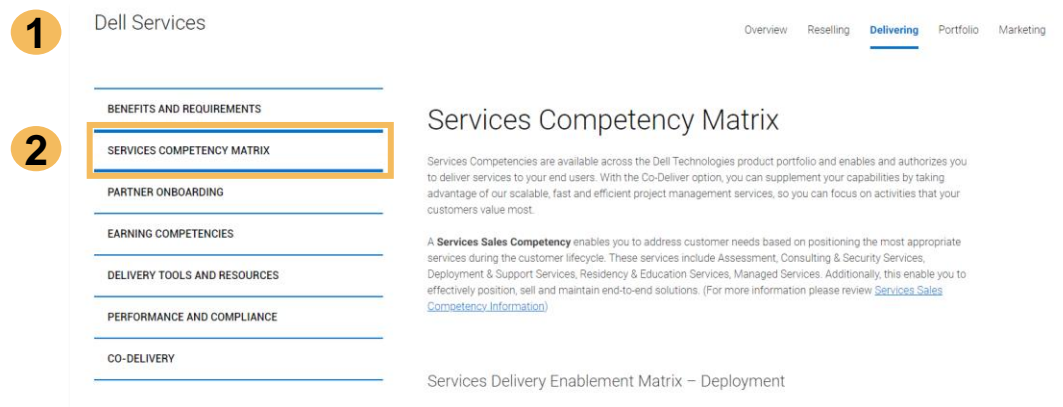
The remainder of this deck assumes you are logged in to the [Partner Portal](#) and can access the [Services Competency Matrix](#) page. You must remain logged into the Partner Portal for all links and references contained within this deck to function properly.

Using the Services Competency Guide to Identify Recommended Training

Using the Services Competency Guide: Recommended Training (1 of 6)

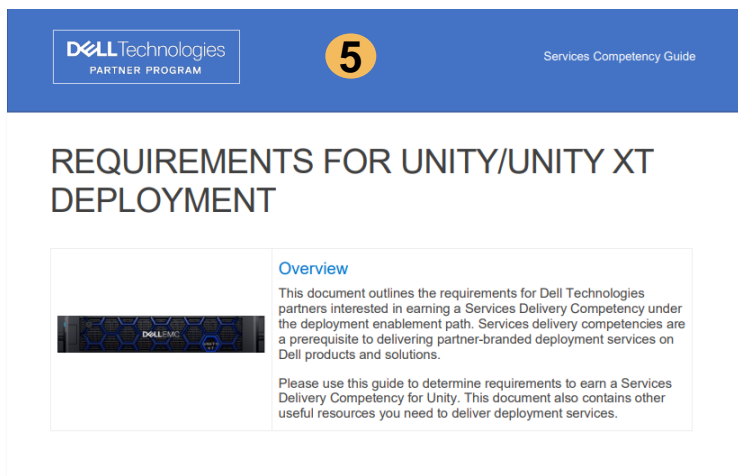
View the Services Competency Guide

- 1 Go to the [Services Competency Matrix](#) page.
 - Log in to the **Partner Portal** (if prompted)
- 2 Confirm **Services Competency Matrix** is selected
- 3 Scroll to the desired **Services Delivery Enablement Matrix**
- 4 Click on the hyperlinked name of the desired **Delivery Opportunity Product/Solution**
- 5 View the **Services Competency Guide** for the selected **Delivery Opportunity Product/Solution**



Services Delivery Enablement Matrix – Deployment

Category	Delivery Opportunity Product/Solution - Deployment
Proven Partner	Data Center Infrastructure, Hyperconverged Infrastructure, Unstructured Data Solutions
Dell APEX (Customer-Managed Offers)	Dell APEX Data Storage Services, Dell APEX Hybrid Cloud, Dell APEX Private Cloud
Client	Precision, OptiPlex, Latitude, Vostro, Unified Workspace



Using the Services Competency Guide: Recommended Training (2 of 6)

Review Resource Requirements - Certification Requirement

Resource Requirements

In addition to completing all Competency pre-requisites, partners must hold the required number of individuals meeting the Current Requirements (N) or the Previous Requirements (N-1). Previous Requirements (N-1) will be recognized until new requirements are released. Maintaining the Current Requirements (N) will help ensure you retain this Services Competency at the end-of-year compliance audit.

The required number of certified individuals meeting current or previous requirements varies by region. Review the Services Delivery Enablement Requirements Guide or Program Tracker for your specific requirements.

Deployment Requirement											
1	Current Requirement (N)	Dell Unity Deploy 2023 OR Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0 (Retired as of February 28, 2023)									
	Recommended Training	<table border="1"> <thead> <tr> <th>ID/Number</th> <th>Title</th> <th>Duration</th> </tr> </thead> <tbody> <tr> <td>MR-7MM-UTYDO23O</td> <td>Dell Unity Deploy and Operate 2023 [Partners] [On Demand]</td> <td>22 Hours</td> </tr> <tr> <td>MR-7MM-UTYDO23C</td> <td>Dell Unity Deploy and Operate 2023 [Partners] [Classroom]</td> <td>40 Hours</td> </tr> </tbody> </table>	ID/Number	Title	Duration	MR-7MM-UTYDO23O	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours	MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours
ID/Number	Title	Duration									
MR-7MM-UTYDO23O	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours									
MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours									
2	Previous Requirement (N-1)	Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0									
<p>Some certifications may require achievement of prerequisite certifications. Review the Exam Description linked in the Current Requirement (N) section to confirm any prerequisites. See Training Resources section for more details.</p>											

For Sample Use Only

Within the **Services Competency Guide**, refer to the **Resource Requirements** section. The **Resource Requirements** section will indicate the **Current Requirement (N)** and **Previous Requirement (N-1)** for the competency.

If a Dell Technologies Proven Professional certification is required, you will see the certification name listed in the **Resource Requirements** section.

- 1 In the sample shown, the **Current Requirement (N)** is listed as the **Dell Unity Deploy 2023** certification. The certification name is hyperlinked to the **Exam Description**. A second certification, **Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0**, is also accepted by the program as the **Current Requirement (N)**; however, its certification name is not hyperlinked as this version of the certification is no longer offered.
- 2 The **Previous Requirement (N-1)** is listed as the **Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0** certification. This certification is accepted by the program as the **Previous Requirement (N-1)**; however, its certification name is not hyperlinked as this version of the certification is no longer offered.

If you do not have one of the certifications accepted as N or N-1 and you want to earn a certification for the competency, you need to prepare for the **Current Requirement (N)** with a **hyperlinked certification name**. In this sample, that certification is the **Dell Unity Deploy 2023** certification.

Using the Services Competency Guide: Recommended Training (3 of 6)

Review Recommended Training - Certification Requirement

Deployment Requirement			
Current Requirement (N)	Dell Unity Deploy 2023 2		
	OR Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0 (Retired as of February 28, 2023) ★		
Recommended Training On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.	ID/Number	Title	Duration
	MR-7MM-UTYDO23O	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours
	MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom] 3	40 Hours
Previous Requirement (N-1)	Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0 ★		
Some certifications may require achievement of prerequisite certifications. Review the Exam Description linked in the Current Requirement (N) section to confirm any prerequisites. See Training Resources section for more details.			

For Sample Use Only

- 1** The **Recommended Training** portion of the **Resource Requirements** section provides the **ID/Number**, **Title** and **Duration** for the training recommended to prepare for the **Current Requirement (N)**. On Demand and Classroom training options are listed when available.
 - 2** In the sample shown, the **Current Requirement (N)** with a hyperlinked title is the **Dell Unity Deploy 2023** certification.
 - 3** The **Recommended Training** for **Dell Unity Deploy 2023** is either the **Dell Unity Deploy and Operate 2023 [Partners] [Demand]** package **OR** the **Dell Unity Deploy and Operate 2023 [Partners] [Classroom]** package. If you utilize the **Recommended Training** listed, you will have access to the recommended training courses listed on the **Exam Description**.
- ★ As a reminder, in this sample, the **Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0** certification and the **Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0** certification are also accepted by the program; however, the certification name is not hyperlinked as these versions of the certifications and their associated recommended training are no longer offered.

Using the Services Competency Guide: Recommended Training (4 of 6)

Review Resource Requirements/Recommended Training - TA/Design Certification Scenario

1 If two certified resources are required to meet the Product Level Deployment Competency requirements, one can be replaced with a Technology Architect or Design skill certification. For additional information, please refer to the [Services Delivery Benefits & Requirements Guide](#) ★
 Where available and allowed; see [Design Resource Mapping for Deployment Competency](#)

Current Requirement (N)	2 Dell Data Protection Design 2023 OR Specialist – Technology Architect, Data Protection Version 2.0
Previous Requirement (N-1)	3 Specialist - Technology Architect, Data Protection Version 1.0

4 Recommended Training for the Current Requirement (N) Technology Architect or Design certification listed above can be located on the Technology Architect (TA) / Design tab of the [Accepted Proven Professional Certifications](#) page.

For Sample Use Only

1 Some **Services Competency Guides** may also include a section indicating, “If two certified resources are required to meet the Product Level Deployment Competency requirements, one can be replaced with a Technology Architect or Design skill certification.”
 ★ **You must refer to the respective Services Competency Guide and provided links contained within the guide for full details.**

2 In the sample shown, the **Current Requirement (N)** with a hyperlinked title is the **Dell Data Protection Design 2023** certification. The certification name is hyperlinked to the **Exam Description**. A second certification, **Specialist - Technology Architect, Data Protection Version 2.0**, is also accepted by the program as the **Current Requirement (N)** version; however, its certification name is not hyperlinked as this version of the certification is no longer offered.

3 The **Previous Requirement (N-1)** is listed as the **Specialist - Technology Architect, Data Protection Version 1.0** certification. This certification is accepted by the program; however, its certification name is not hyperlinked as this version of the certification is no longer offered.

If you do not have one of the existing certifications accepted as N or N-1 and you want to earn a certification for the competency, you need to prepare for the **Current Requirement (N)** with a hyperlinked certification name. In this sample, that certification is the **Dell Data Protection Design 2023** certification.

The **Recommended Training** for the **Current Requirement (N)** Technology Architect or Design certification listed can be located on the **Technology Architect (TA) / Design** tab of the [Accepted Proven Professional Certifications](#) page. Instructions, information and links to guides specifically designed for these TA/Design certifications are available on this page.

Using the Services Competency Guide: Recommended Training (5 of 6)

Review Resource Requirements/Recommended Training - Training/Assessment Requirement

PowerProtect DP Series DP4400 Requirement			
Current Requirement (N)	<p>1 Dell PowerProtect DP Series DP4400 Deployment Authorization Test [ES502DPS01719]</p>		
Recommended Training	ID/Number	Title	Duration
2 On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.	MR-7MM-DP4400PTRILT	DP4400 - Partners (ILT) 3	47 Hrs
	MR-7MM-DP4400PTROD	DP4400 - Partners (On-Demand)	27 Hrs
Previous Requirement (N-1)	<p>Pre-Requisite (Complete All):</p> <ul style="list-style-type: none"> Avamar Deploy Competency Data Domain Deploy Competency <p>DP4400 Requirement (Complete All):</p> <ul style="list-style-type: none"> ★ Integrated Data Protection Appliance (IDPA) 2.2 DP4400 – Overview Integrated Data Protection Appliance (IDPA) 2.2 DP4400 - Getting Started Integrated Data Protection Appliance (IDPA) 2.2 DP4400 - CRU Maintenance Integrated Data Protection Appliance (IDPA) 2.2 - System Manager Overview <p>Integrated Data Protection Appliance (IDPA) 2.2 - Alert Monitoring</p>		
<p>Some certifications may require achievement of prerequisite certifications. Review the Exam Description linked in the Current Requirement (N) section to confirm any prerequisites. See Training Resources section for more details.</p>			

For some **Services Competency Guides**, the **Resource Requirements** section will not list a Proven Professional certification as the **Current Requirement (N)** or the **Previous Requirement (N-1)**.

- 1** In the sample shown, this Services Competency requires the completion of an **authorization test/assessment** as the **Current Requirement (N)**. In this case, the assessment can be accessed by clicking on the hyperlinked title.
 - 2** The **Recommended Training** portion of the **Resource Requirements** section provides the **ID/Number**, **Title** and **Duration** for the training course(s) and/or package recommended to prepare for the **Current Requirement (N)**. On Demand and Classroom training options are listed when available.
 - 3** If you utilize the **Recommended Training** listed, you will have access to the recommended training package, courses and/or assessments to prepare for or meet the **Current Requirement (N)**.
- ★ As a reminder, in this sample, the **Previous Requirement (N-1)** is also accepted by the program and listed on the page; however, hyperlinks are not provided. If you do not already meet the N or N-1 requirements based on prior training/assessment or other completions, you will need to complete the **Current Requirement (N)**.

For Sample Use Only

Using the Services Competency Guide: Recommended Training (6 of 6)

Training Resources Section of Services Competency Guide

Training Resources

- 1 Skills Maintenance and Additional Learning**

Skills Maintenance courses are recommended for current service delivery partners to maintain knowledge and ensure readiness for customer engagements.

Additional Training courses provide opportunities to expand and strengthen product knowledge.

Visit the *View the Latest Updates* tab on the [Partner Academy](#) to stay current with recent portfolio and competency training updates.

To view all available courses aligned to this competency, please see the links below:
 Skills Maintenance: [Unity](#)
 Additional Training: [Unity](#)
- 2 Locate and Register for Training**

Use the following resources to help you locate and register for the training referenced in this document:

 - [How to Locate Recommended Training Guide](#): step-by-step instructions to locate and register for Recommended Training, Skills Maintenance and Additional Learning
 - [Dell Learning Hub for Dell Partners Brochure](#): purchase, activation, and access information for the competency-aligned Partner Plans available on the Dell Learning Hub
 - [Purchase Options](#): purchase option information for Training Credits and Dell Learning Hub
- 3 Prepare for a Dell Technologies Proven Professional Certification Exam**

Use the following resources to help you prepare for a certification exam:

 - [Certification Exam Partner Preparation Guide](#): step-by-step instructions to help you identify a certification requirement in the Competency Requirements section of this document and prepare for the certification exam
 - [Dell Technologies Proven Professional Overview](#): information about the Proven Professional program, certification framework, benefits and more
 - [Proven Professional Resource Library](#): compiled list of helpful links and resources for Proven Professional certifications

The **Training Resources** section of the Services Competency Guide provides the following:

- 1 Skills Maintenance and Additional Learning:** This section provides links to the **Skills Maintenance** and **Additional Training** courses aligned to the competency.

 - [Dell Learning Hub](#) Partner Plan users can also access the same Skills Maintenance courses via their Skills Maintenance Course Collection.
- 2 Locate and Register for Training:** This section provides links to the **How to Locate Recommended Training Guide** (this guide), [Dell Learning Hub Partner Plan Brochure](#) and the [Purchase Options](#) page.
- 3 Prepare for a Dell Technologies Proven Professional Certification Exam:** This section provides links to the [Certification Exam Partner Preparation Guide](#), [Dell Technologies Proven Professional Overview](#) and [Proven Professional Resource Library](#).



Reference: Using Dell Learning Hub

Using Dell Learning Hub (1 of 5)

This section provides instructions on using Dell Learning Hub.

If you are a Dell Learning Hub user and are already familiar with how to access and use your Learning Hub, please proceed to the section of the deck titled [How to Locate Recommended Training: Dell Learning Hub](#).

If you are not a Dell Learning Hub user, please proceed to the section of the deck titled [How to Locate Recommended Training: Partner Academy](#).

If you would like more information about the Dell Learning Hub, please proceed to the section of the deck titled [Dell Learning Hub & Purchase Options Information](#).

Using Dell Learning Hub (2 of 5)

Accessing your Learning Hub:

- 1 From the **Partner Academy**, click on the **My Account** menu option.
- 2 Select **My Learning Hub** from the drop-down menu.
- 3 Select the Learning Hub Collection you want to view from the pop-up window. (ex: Dell Learning Hub - Partner Single, Dell Learning Hub - Partner Multi, Dell Learning Hub - Partner Multi Plus, Dell Learning Hub - Team or Skills Maintenance Course Collection)
- 4 Click on the **Collection** tile or **Learn More**.
- 5 Once you are viewing your **Collection**, expand the product category and/or use the **Search Here** function to search for the course/package title, ID or keyword.



New to Dell Learning Hub? View our [Partner Quick Start Guide](#)
Be sure and check your My Learning Hub welcome page for access to FAQs, tutorials and much more!

1

2

3

4

5

Selected Learning Hub: DELL LEARNING HUB - PARTNER MULTI (Change Learning Hub)

Welcome to Learning Hub, Test Test

Returning users, continue to Explore your Training. Just Getting Started? Partner Quick Start Guide will provide a brief walk through for your Partner Learning Hub

COLLECTION

Learn More

SERVICES DELIVERY ENABLEMENT MATRIX

Learn More

Search Here...

Expand All | Collapse All

FOUNDATIONS SKILLS CERTIFICATIONS

CONVERGED/HYPERCONVERGED INFRASTRUCTURE - COMPETENCY ALIGNED

PORTFOLIO SOLUTIONS - COMPETENCY ALIGNED

DATA PROTECTION - COMPETENCY ALIGNED

CLIENT - COMPETENCY ALIGNED

Using Dell Learning Hub (3 of 5)


Changing your Learning Hub Collection:

- Competency-aligned Partner Plans for Dell Learning Hub include access to both a competency-aligned Partner Plan Collection (ex: Dell Learning Hub - Partner Single, Dell Learning Hub - Partner Multi, Dell Learning Hub - Partner Multi Plus, Dell Learning Hub -Team) and the Skills Maintenance Course Collection.
- 1 If you want to switch to another Collection in your Learning Hub, simply click on the **Change Learning Hub** link next to the currently selected Learning Hub Collection name.
 - 2 Select the Learning Hub Collection you want to access from the pop-up window.
 - 3 Click on the **Collection** tile or **Learn More** to access the Collection.
- The process can be repeated as needed to switch between your Learning Hub Collections.

Selected Learning Hub: DELL LEARNING HUB - PARTNER MULTI [Change Learning Hub](#) **1**


Welcome to Learning Hub, Test Test

Returning users, continue to Explore your Training. Just Getting Started? Partner Quick Start Guide will provide a brief walk through for your Partner Learning Hub



COLLECTION

[Learn More](#)



SERVICES DELIVERY ENABLEMENT MATRIX

[Learn More](#)

2


Learning Hub

- > DELL LEARNING HUB - PARTNER MULTI
- > SKILLS MAINTENANCE COURSE COLLECTION

Selected Learning Hub: DELL LEARNING HUB - PARTNER MULTI [Change Learning Hub](#)


Welcome to Learning Hub, Test Test

Returning users, continue to Explore your Training. Just Getting Started? Partner Quick Start Guide will provide a brief walk through for your Partner Learning Hub



COLLECTION

[Learn More](#)



SERVICES DELIVERY ENABLEMENT MATRIX

[Learn More](#)

3

Using Dell Learning Hub (4 of 5)

Accessing Previously Registered Courses and Packages:

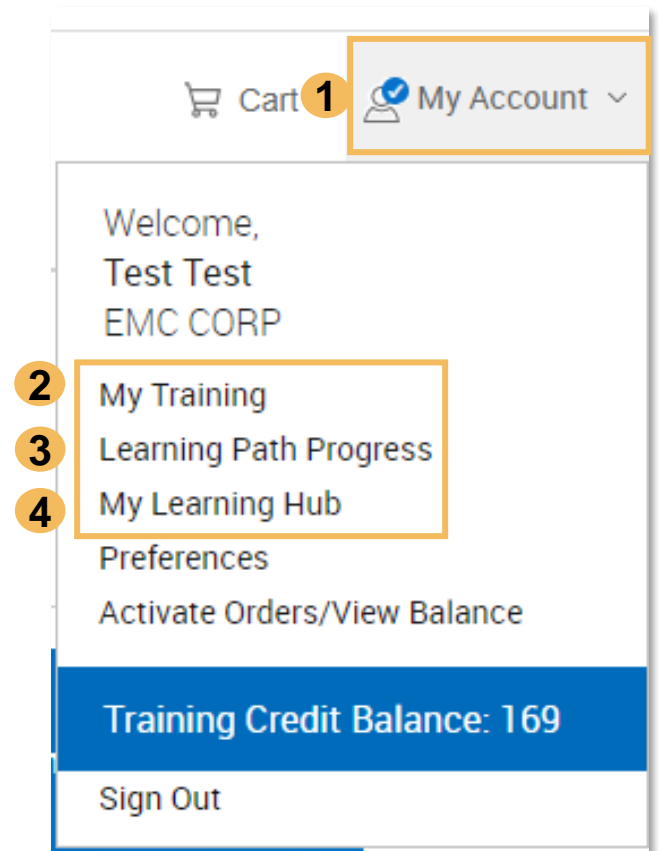
- If you have previously registered for a course or package via **My Learning Hub**, you **do not** have to go back into **My Learning Hub** to re-access the course/package each time after your have registered for it.

1 Go to **My Account**, then select:

2 **My Training** to access previously registered courses, labs or assessments

3 **Learning Path Progress** to access previously registered packages

4 If you are registering for a package, course, lab or assessment in your Dell Learning Hub Partner Plan for the **first** time, please access and select the item from your Collection within **My Learning Hub** to ensure you are utilizing your Dell Learning Hub benefits.



Using Dell Learning Hub (5 of 5)

Dell Learning Hub - User Tips

1 Dell Learning Hub Welcome Page: Be sure and check out your Dell Learning Hub welcome page! This page will feature additional links to help you conveniently and quickly navigate to other important areas such as:

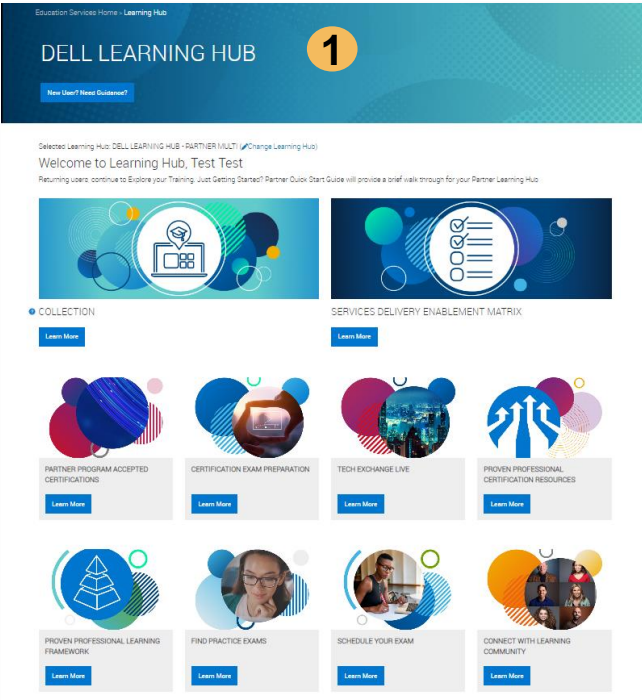
- Collection (provides access to your selected Dell Learning Hub Collection)
- Service Delivery Enablement Matrix
- Partner Program Accepted Certifications page
- Certification Exam Preparation
- Tech Exchange Live
- Proven Professional Certification Resources
- Proven Professional Learning Framework
- Find Practice Exams
- Schedule Your Exam
- Connect with Learning Community
- FAQ, Support and more

2 Additional Dell Learning Hub Categories: In addition to the services delivery competency-aligned categories such as Converged/Hyperconverged Infrastructure, Client, Data Protection, Networking, Professional Services, Proven Partner, Server, Storage and Dell APEX (Customer-Managed Offers), there are additional categories accessible from the competency-aligned Partner Plans available via the Dell Learning Hub.

For example, within the **Dell Learning Hub - Partner Single, Multi, Multi Plus and Team plans***, you also have access to categories containing the on demand training courses/packages for the following:

- **Foundations Skills Certifications:** access to on demand courses for the Foundations Skills certifications
- **Portfolio Solutions:** access to the on demand packages aligned to the recommended training for the [Accepted Proven Professional Certifications](#) page (Portfolio/Solutions competencies)
- **On Demand Labs:** access to competency-aligned On Demand Labs
- **Assessments:** access to competency-aligned assessments

**Please refer to your Dell Learning Hub Partner Plan details for any plan limits.*



Expand All | Collapse All

2

- FOUNDATIONS SKILLS CERTIFICATIONS
- CONVERGED/HYPERCONVERGED INFRASTRUCTURE - COMPETENCY ALIGNED
- PORTFOLIO SOLUTIONS - COMPETENCY ALIGNED
- DATA PROTECTION - COMPETENCY ALIGNED
- CLIENT – COMPETENCY ALIGNED
- NETWORKING - COMPETENCY ALIGNED
- STORAGE - COMPETENCY ALIGNED
- SERVER COMPETENCY ALIGNED
- ON DEMAND LABS COMPETENCY ALIGNED
- ASSESSMENTS - COMPETENCY ALIGNED
- DELL APEX - COMPETENCY ALIGNED
- PROFESSIONAL SERVICES - COMPETENCY ALIGNED



How to Locate Recommended Training: Dell Learning Hub

How to Locate Recommended Training: Dell Learning Hub (1 of 5)

This section provides instructions locating the training courses and packages referenced in the Recommended Training section of the Services Competency Guides accessible from the [Services Competency Matrix](#) page.

If you are not a Dell Learning Hub user, please proceed to the section of the deck titled [How to Locate Recommended Training: Partner Academy](#).

If you would like more information about the Dell Learning Hub, please proceed to the section of the deck titled [Dell Learning Hub & Purchase Options Information](#).

How to Locate Recommended Training: Dell Learning Hub (2 of 5)

Recommended Training - Dell Learning Hub Overview

Resource Requirements

In addition to completing all Competency pre-requisites, partners must hold the required number of individuals meeting the Current Requirements (N) or the Previous Requirements (N-1). Previous Requirements (N-1) will be recognized until new requirements are released. Maintaining the Current Requirements (N) will help ensure you retain this Services Competency at the end-of-year compliance audit.

The required number of certified individuals meeting current or previous requirements varies by region. Review the Services Delivery Enablement Requirements Guide or Program Tracker for your specific requirements.


Deployment Requirement										
Current Requirement (N)	<p>Dell Unity Deploy 2023</p> <p>OR</p> <p>Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0 (Retired as of February 28, 2023)</p>									
Recommended Training	<table border="1"> <thead> <tr> <th>ID/Number</th> <th>Title</th> <th>Duration</th> </tr> </thead> <tbody> <tr> <td>MR-7MM-UTYDO230</td> <td>Dell Unity Deploy and Operate 2023 [Partners] [On Demand]</td> <td>22 Hours</td> </tr> <tr> <td>MR-7MM-UTYDO23C</td> <td>Dell Unity Deploy and Operate 2023 [Partners] [Classroom]</td> <td>40 Hours</td> </tr> </tbody> </table> <p>On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.</p>	ID/Number	Title	Duration	MR-7MM-UTYDO230	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours	MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours
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Previous Requirement (N-1)	Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0									

Some certifications may require achievement of prerequisite certifications. Review the Exam Description linked in the Current Requirement (N) section to confirm any prerequisites. See Training Resources section for more details.

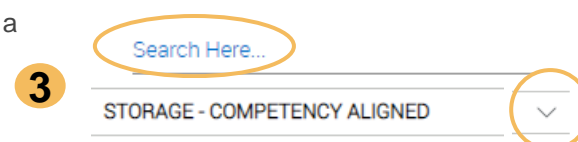
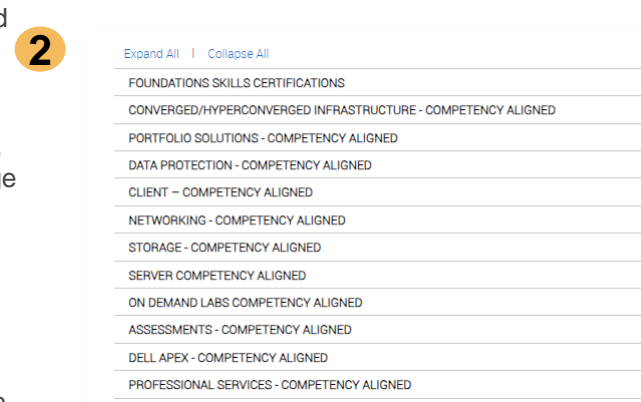
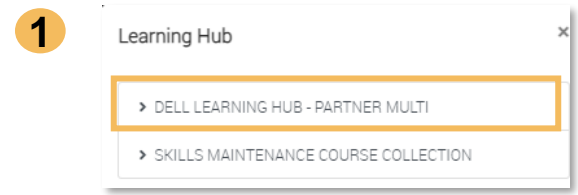
1 The on demand courses and packages referenced in the **Recommended Training** section of the **Services Competency Guides** are included in the Partner Plans available for the Dell Learning Hub. (ex: Dell Learning Hub - Partner Single, Dell Learning Hub - Partner Multi, Dell Learning Hub - Partner Multi Plus, Dell Learning Hub - Team)

2 In the Dell Learning Hub, the **Recommended Training** on demand courses and packages are organized by category. These categories are aligned to the **Services Delivery Enablement Matrix Product/Solution** categories such as Converged/Hyperconverged Infrastructure, Client, Data Protection, Networking, Professional Services, Proven Partner, Server, Storage and Dell APEX (Customer-Managed Offers).

- The **Recommended Training** on demand packages and courses are located in the same Dell Learning Hub category as the Product/Solution category assigned to the product in the Services Delivery Enablement Matrix. (Ex: The **Storage** Product/Solution category in the Matrix is aligned to the **Storage - Competency Aligned** category in Dell Learning Hub.)

3 Once in the Dell Learning Hub, expand  a category to locate a package/course on the category or use the **Search Here** functionality to search all the categories by keyword and course or package title or number.

Refer to the [Reference: Using Dell Learning Hub](#) section of this deck for more detailed instructions on using the Dell Learning Hub.



NOTE: Only Stream or On Demand packages and courses are accessible in the competency-aligned Partner Plans available via Dell Learning Hub. Packages and courses referencing ILT, Classroom or Virtual Classroom in the Recommended Training section will not be accessible in the competency-aligned Partner Plans available via the Dell Learning Hub and must be searched for in the Partner Academy. Refer to [How to Locate Recommended Training: Partner Academy](#) section of this deck for instructions.

How to Locate Recommended Training: Dell Learning Hub (3 of 5)

Locating a Package on Dell Learning Hub

Access your **Dell Learning Hub**. Refer to the [Reference: Using Dell Learning Hub](#) section of this deck for more details if needed.


1 Example: The **Recommended Training** section on the Services Competency Guide indicates the package title is **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** and the ID/Number is **MR-7MM-UTYDO230**.

• Within your Learning Hub Collection, locate the package via one of the following methods:

2 Enter package title **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** or ID/Number **MR-7MM-UTYDO230** in the **Search Here** field. (title shown in sample)

- Click on package title **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** in the search results.

OR


3 Locate and expand  category for **Storage - Competency Aligned** and locate the package by title. (titles are listed alphabetically)

- Click on package title **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** in the expanded category.

4 Once you select the Package title, the **Package Details** page will display.

5 Click on **Get Started** to register for the package. (Disregard any price shown.)


6 The package will then launch in the **Assigned Learning Path Details** page. You can then launch the courses within the package.

 After completing the above process, you can access the package in the future via the **Learning Path Progress** option under the **My Account** menu option.

Recommended Training	ID/Number	Title	Duration
1 On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.	MR-7MM-UTYDO230	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours
	MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours

2 Search Here...
Dell Unity Deploy and Operate 2023 [Partners] [On Demand]

→ [Dell Unity Deploy and Operate 2023 \[Partners\] \[On Demand\]](#)

3 STORAGE - COMPETENCY ALIGNED 

→ [Dell Unity Deploy and Operate 2023 \[Partners\] \[On Demand\]](#)

4 Dell Unity Deploy and Operate 2023 [Partners] [On Demand]

Package Number: MR-7MM-UTYDO230

Overview

5 [Get Started](#)

1,000.00 USD


1000 Training Credits

6 Assigned Learning Path Details

Learning Paths consist of courses that develop knowledge and skills for a targeted role or topic. Once you have registered for a course in this Learning Path, it will also be available from "My Training".

Duration for On-Demand courses is an estimation. Your actual completion time may vary based on prior knowledge and learning style.

Dell Unity Deploy and Operate 2023 [Partners] [On Demand]

Learning Path Status: 


How to Locate Recommended Training: Dell Learning Hub (4 of 5)

Locating a Course on Dell Learning Hub

Access your [Dell Learning Hub](#). Refer to the [Reference: Using Dell Learning Hub](#) section of this deck for more details if needed.

- 1 **Example:** The **Recommended Training** section on the Services Competency Guide indicates the title is **RecoverPoint Upgrades and Maintenance** and the ID/Number is **MR-7WN-NSRPUM**.
 - Within your Learning Hub Collection, locate the course via one of the following methods:
- 2 Enter package title **RecoverPoint Upgrades and Maintenance** or ID/Number **MR-7WN-NSRPUM** in the **Search Here** field. (title shown in sample)
 - Click on course title **RecoverPoint Upgrades and Maintenance** in the search results.

OR

- 3 Locate and expand  category for **Data Protection - Competency Aligned** and locate the package by title. (titles are listed alphabetically)
 - Click on course title **RecoverPoint Upgrades and Maintenance** in the expanded category.
- 4 Once you select the course title, the course registration page will display. Select the radio button next to your preferred language (if applicable) and click on **Register** to register for the course.
 - You may also see a **Launch** button if you have already registered for the course at an earlier time or via a package registration. Click on the **Launch** button to launch the course.



After completing the above process, you can access and launch the course via the **My Training** option under the **My Account** menu option.

The screenshot illustrates the process of finding a course on the Dell Learning Hub. It is divided into four numbered steps:

1. **Recommended Training** section: A table lists training options. The course **RecoverPoint Upgrades and Maintenance [MR-7WN-NSRPUM]** is highlighted with a yellow box. The table has columns for ID/Number, Title, and Duration.

Recommended Training	ID/Number	Title	Duration
On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.	MR-7WN-NSRPUM	RecoverPoint Upgrades and Maintenance	
2. **Search Here** field: The search bar contains the text "RecoverPoint Upgrades and Maintenance". A dropdown menu shows the search results, with "RecoverPoint Upgrades and Maintenance" selected and highlighted by a yellow arrow.
3. **DATA PROTECTION - COMPETENCY ALIGNED** category: A dropdown menu is expanded, showing "RecoverPoint Upgrades and Maintenance" as the selected option, highlighted by a yellow arrow.
4. **RecoverPoint Upgrades and Maintenance** course details: The course page displays the title, ID number (55_00637084), and a "Register" button. Below the title, there are links for "Course Description" and "Product Version". The course details are as follows:

Description:	This course focuses on the upgrade and replacement of RecoverPoint components. The course will include coverage of RecoverPoint upgrade operations, replacement of RecoverPoint appliances, upgrade of VNX splitter drivers, RecoverPoint maintenance and registering RecoverPoint.
Delivery Mode:	On Demand Class
Duration:	04:00
Language:	English
Prerequisites:	

How to Locate Recommended Training: Dell Learning Hub (5 of 5)

Accessing Previously Registered Courses and Packages:

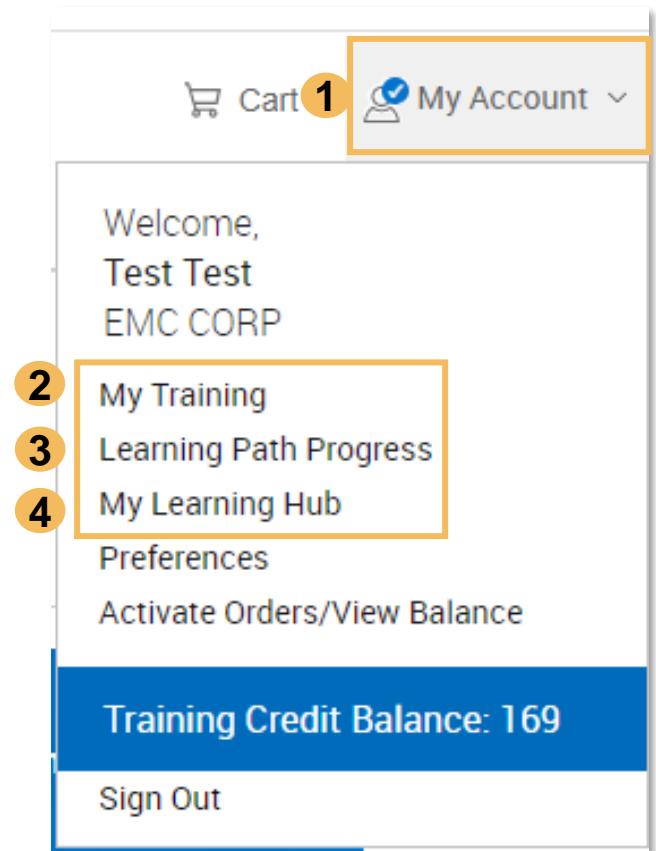
- If you have previously registered for a course or package via **My Learning Hub**, you **do not** have to go back into **My Learning Hub** to re-access the course/package each time after your have registered for it.

1 Go to **My Account**, then select:

2 **My Training** to access previously registered courses, labs or assessments

3 **Learning Path Progress** to access previously registered packages

4 If you are registering for a package, course, lab or assessment in your Dell Learning Hub Partner Plan for the **first** time, please access and select the item from your Collection within **My Learning Hub** to ensure you are utilizing your Dell Learning Hub benefits.



How to Locate Skills Maintenance Courses: Dell Learning Hub

1 Training Resources

Skills Maintenance and Additional Learning

Skills Maintenance courses are recommended for current service delivery partners to maintain knowledge and ensure readiness for customer engagements.

Additional Training courses provide opportunities to expand and strengthen product knowledge.

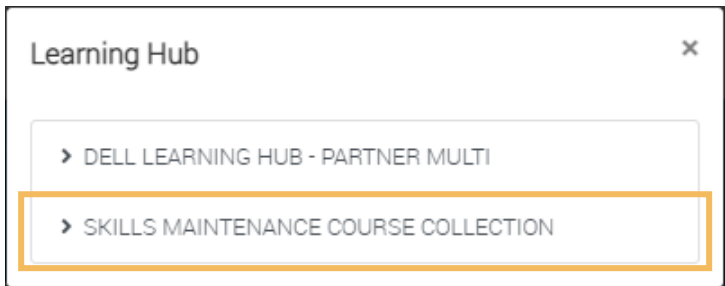
Visit the *View the Latest Updates* tab on the [Partner Academy](#) to stay current with recent portfolio and competency training updates.

To view all available courses aligned to this competency, please see the links below:

Skills Maintenance: [Unity](#)

Additional Training: [Unity](#)

2



1 In the **Training Resources** section of the Services Competency Guide, you will find a link to **Skills Maintenance** and **Additional Training** courses.

- The **Additional Training** courses must be accessed via Partner Academy. Please click [here](#) for instructions.
- This **Skills Maintenance** courses can be accessed via Partner Academy or Dell Learning Hub. Please click [here](#) for Partner Academy instructions.

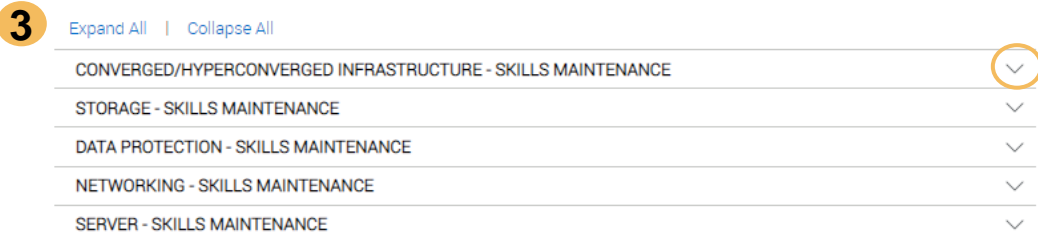
[Dell Learning Hub](#) Partner Plan users can access the Skills Maintenance courses via their **Skills Maintenance Course Collection**.

2 Select **your Skills Maintenance Course Collection** from within My Learning Hub.

3 Once in your **Skills Maintenance Course Collection**, expand the respective category to view all available Skills Maintenance courses for that category.

Refer to the [Reference: Using Dell Learning Hub](#) section of this deck for detailed instructions on using the Dell Learning Hub including how to switch between Dell Learning Hub Collections.

Search Here...



How to Locate Recommended Training: Partner Academy

How to Locate Recommended Training: Partner Academy (1 of 6)

This section provides instructions locating the training courses and packages referenced in the Recommended Training section of the Services Competency Guides accessible from the [Services Competency Matrix](#) page.

If you are a Dell Learning Hub user, please refer to the section of the deck titled [How to Locate Recommended Training: Dell Learning Hub](#) to utilize your Learning Hub to locate and register for the recommended training. Otherwise, you can utilize this section to help you locate courses or and packages via the Partner Academy.

If you would like more information about the Dell Learning Hub, please proceed to the section of the deck titled [Dell Learning Hub & Purchase Options Information](#).

How to Locate Recommended Training: Partner Academy (2 of 6)

Recommended Training - Partner Academy Overview

Resource Requirements

In addition to completing all Competency pre-requisites, partners must hold the required number of individuals meeting the Current Requirements (N) or the Previous Requirements (N-1). Previous Requirements (N-1) will be recognized until new requirements are released. Maintaining the Current Requirements (N) will help ensure you retain this Services Competency at the end-of-year compliance audit.

The required number of certified individuals meeting current or previous requirements varies by region. Review the Services Delivery Enablement Requirements Guide or Program Tracker for your specific requirements.

Deployment Requirement			
Current Requirement (N)	Dell Unity Deploy 2023		
	OR Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 2.0 (Retired as of February 28, 2023)		
Recommended Training	On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.		
	ID/Number	Title	Duration
	MR-7MM-UTYDO23O	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours
MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours	
Previous Requirement (N-1)	Specialist - Implementation Engineer, Dell EMC Unity Solutions Version 1.0		
Some certifications may require achievement of prerequisite certifications. Review the Exam Description linked in the Current Requirement (N) section to confirm any prerequisites. See Training Resources section for more details.			

The courses and packages referenced in the **Recommended Training** section of the **Services Competency Guides** can be located on the [Partner Academy](#).


The following slides provide instructions on locating these **Recommended Training** courses and packages using the **Partner Academy** search functionality or hyperlinked Title.

NOTE: While this guide provides instructions for locating courses and packages listed in the Recommended Training sections of the Services Competency Guides, it does not include detailed purchase instructions as these instructions may vary by partner and region.

Please proceed to the section of the deck titled [Dell Learning Hub & Purchase Options Information](#) for additional purchase information.

How to Locate Recommended Training: Partner Academy (3 of 6)

Locating a Package on the Partner Academy

- 1 Example:** The **Recommended Training** section on the Services Competency Guide indicates the package title is **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** and the ID/Number is **MR-7MM-UTYDO23O**.
- 2** From within the [Partner Academy](#), enter package title **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** or ID/Number **MR-7MM-UTYDO23O** into the Keyword Search field and click on the search icon.  (title used in sample)
- 3** Click on the package title **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** or **Learn More** action in the search results.
- 4** The **Package Details** page will display for the package.
- 5** The package price and required number of Training Credits will be displayed. If you have available Training Credits and are ready to register, click on the **Register** button to proceed to the cart and complete your registration. Otherwise, please refer to the section of this deck titled [Dell Learning Hub & Purchase Options Information](#) for additional purchase information.





After registering for a package, you can access the package via the **Learning Path Progress** option under the **My Account** menu option.

1

Recommended Training	ID/Number	Title	Duration
On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.	MR-7MM-UTYDO23O	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours
	MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours

2

3

1 Results TABLE CARD

Title	Type	Price	Action
NEW Dell Unity Deploy and Operate 2023 [Partners] [On Demand] >	Package	1000.00 USD 1000 Training Credits	Learn More >

4

Dell Unity Deploy and Operate 2023 [Partners] [On Demand]

Package Number: MR-7MM-UTYDO23O

Overview

5

[Register](#)

1,000.00 USD

1000 Training Credits

How to Locate Recommended Training: Partner Academy (4 of 6)

Using a Hyperlinked Package Title on Partner Academy

- 1 **Example:** The **Recommended Training** section on the Services Competency Guide indicates the package title is **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** and provides a hyperlink to the Package Details page for the package.
- 2 Click on the hyperlinked **Dell Unity Deploy and Operate 2023 [Partners] [On Demand]** package title.
- 3 The **Package Details** page will display for the package.
- 4 The package price and required number of Training Credits will be displayed. If you have available Training Credits and are ready to register, click on the **Register** button to proceed to the cart and complete your registration. Otherwise, please refer to the section of this deck titled [Dell Learning Hub & Purchase Options Information](#) for additional purchase information.



After registering for a package, you can access the package via the **Learning Path Progress** option under the **My Account** menu option.

1

Recommended Training	ID/Number	Title	Duration
On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.	MR-7MM-UTYDO23O	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours
	MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours

2

Recommended Training	ID/Number	Title	Duration
On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.	MR-7MM-UTYDO23O	Dell Unity Deploy and Operate 2023 [Partners] [On Demand]	22 Hours
	MR-7MM-UTYDO23C	Dell Unity Deploy and Operate 2023 [Partners] [Classroom]	40 Hours

3


Dell Unity Deploy and Operate 2023 [Partners] [On Demand]
Package Number: MR-7MM-UTYDO23O
Overview

4


Register
1,000.00 USD
1000 Training Credits

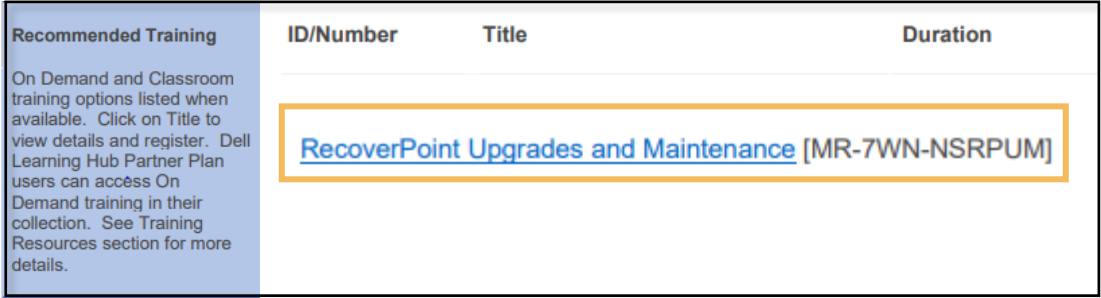
How to Locate Recommended Training: Partner Academy (5 of 6)

Locating a Course on Partner Academy

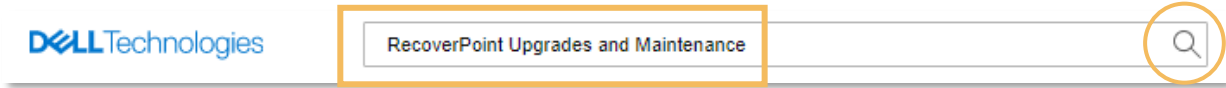
- 1 Example:** The **Recommended Training** section on the Services Competency Guide indicates the course title is **RecoverPoint Upgrades and Maintenance** and the ID/Number is **MR-7WN-NSRPUM**.
- From within the [Partner Academy](#), enter course title **RecoverPoint Upgrades and Maintenance** or ID/Number **MR-7WN-NSRPUM** into the search field and click on the search icon.  (title used in sample)
- Click on the course title **RecoverPoint Upgrades and Maintenance** or **Learn More** action in the search results.
- The **Course Details** page will display for the course.
- The course price and required number of Training Credits will be displayed. If you have available Training Credits and are ready to register, click on the **Register** button to proceed to the cart and complete your registration. Otherwise, please refer to the section of this deck titled [Dell Learning Hub & Purchase Options Information](#) for additional purchase information.


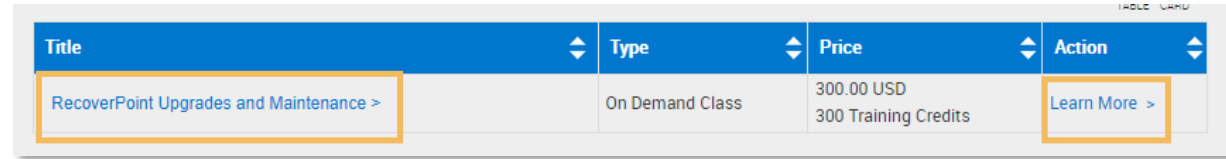
NOTE: If you are provided a hyperlinked course title, click on the hyperlinked course title and you will be immediately taken to step 4 of the above process.

 After registering for a course, you can access the course via the **My Training** option under the **My Account** menu option.

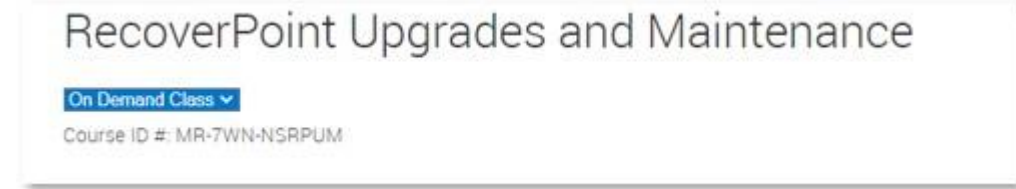
- 

1 On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.

Recommended Training	ID/Number	Title	Duration
		RecoverPoint Upgrades and Maintenance [MR-7WN-NSRPUM]	
- 

2 **DELL**Technologies 
- 


3

Title	Type	Price	Action
RecoverPoint Upgrades and Maintenance >	On Demand Class	300.00 USD 300 Training Credits	Learn More >
- 

4

RecoverPoint Upgrades and Maintenance

On Demand Class ▾

Course ID #: MR-7WN-NSRPUM
- 

5

Register


300.00 USD

300 Training Credits

How to Locate Recommended Training: Partner Academy (6 of 6)

Using a Hyperlinked Course Title on Partner Academy

- 1 **Example:** The **Recommended Training** section on the Services Competency Guide indicates the course title is **RecoverPoint Upgrades and Maintenance** and the ID/Number is **MR-7WN-NSRPUM**.
- 2 Click on the hyperlinked **RecoverPoint Upgrades and Maintenance** course title.
- 3 The **Course Details** page will display for the course.
- 4 The course price and required number of Training Credits will be displayed. If you have available Training Credits and are ready to register, click on the **Register** button to proceed to the cart and complete your registration. Otherwise, please refer to the section of this deck titled [Dell Learning Hub & Purchase Options Information](#) for additional purchase information.

 After registering for a course, you can access the course via the **My Training** option under the **My Account** menu option.

1

Recommended Training	ID/Number	Title	Duration
On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.		RecoverPoint Upgrades and Maintenance [MR-7WN-NSRPUM]	

2

Recommended Training	ID/Number	Title	Duration
On Demand and Classroom training options listed when available. Click on Title to view details and register. Dell Learning Hub Partner Plan users can access On Demand training in their collection. See Training Resources section for more details.		RecoverPoint Upgrades and Maintenance [MR-7WN-NSRPUM]	

3

RecoverPoint Upgrades and Maintenance

On Demand Class ▼

Course ID #: MR-7WN-NSRPUM

4

Register

300.00 USD

300 Training Credits

How to Locate Skills Maintenance and Additional Training Courses: Partner Academy

1 Training Resources

Skills Maintenance and Additional Learning

Skills Maintenance courses are recommended for current service delivery partners to maintain knowledge and ensure readiness for customer engagements.

Additional Training courses provide opportunities to expand and strengthen product knowledge.

Visit the *View the Latest Updates* tab on the [Partner Academy](#) to stay current with recent portfolio and competency training updates.

To view all available courses aligned to this competency, please see the links below:

Skills Maintenance: [Unity](#)

Additional Training: [Unity](#)

3 8 Results



Title	Type	Price	Action
Dell EMC Unity OE 4.4 Technical Differences >	On Demand Class	FREE 0 Training Credits	Learn More >
Dell EMC Unity OE 4.5 Technical Differences >	On Demand Class	FREE 0 Training Credits	Learn More >

4

5 Dell EMC Unity OE 4.4 Technical Differences

On Demand Class ▾

Course ID #: ES532STG00444

6

Register

Free

0 Training Credits

Register

300.00 USD

300 Training Credits

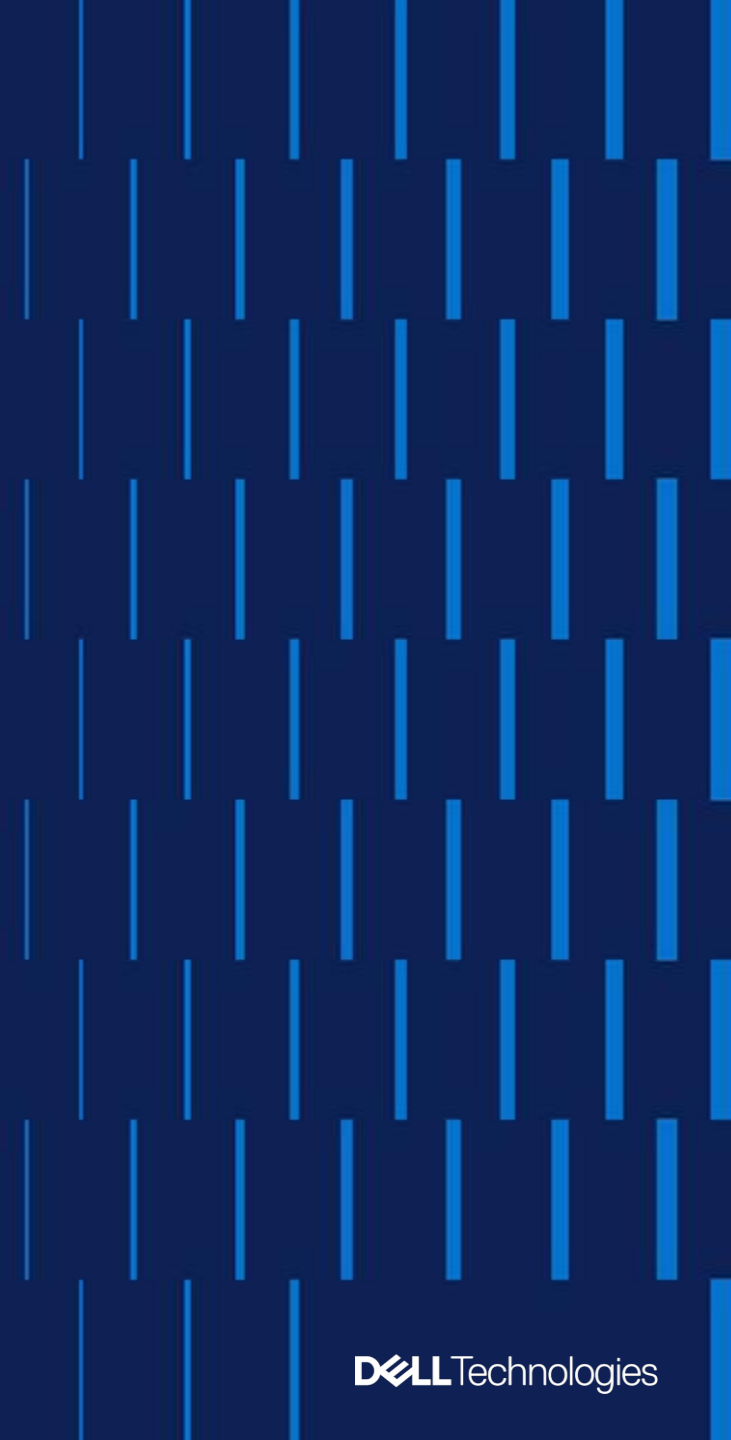
- 1 In the **Training Resources** section of the Services Competency Guide, you will find a link to **Skills Maintenance** and **Additional Training** courses.
 - The **Additional Training** courses must be accessed via Partner Academy.
 - This **Skills Maintenance** courses can be accessed via Partner Academy or Dell Learning Hub. Please click [here](#) for Dell Learning Hub instructions.
- 2 To access the **Skills Maintenance** or **Additional Training** courses from the Partner Academy, click on the respective hyperlink.
- 3 Upon clicking the hyperlink, a list of courses will be displayed as search results.
- 4 Click on the course **Title** or **Learn More** action in the search results.
- 5 The **Course Details** page will display for the course.
- 6 Click on the **Register** button to register for the course.
 - If the course is free, the course will automatically launch.
 - If the course is priced, the course price and required number of Training Credits will be displayed. If you have available Training Credits and are ready to register, click on the **Register** button to proceed to the cart and complete your registration. Otherwise, please refer to the section of this deck titled [Dell Learning Hub & Purchase Options Information](#) for additional purchase information.



After registering for a course, you can access the course via the **My Training** option under the **My Account** menu option.



Support



Dell Learning Hub & Purchase Options Information

While this guide provides instructions for locating training courses and packages referenced in the Recommended Training section of the Services Competency Guides accessible from the [Service Competency Matrix](#) page, it does not include detailed purchase instructions as these instructions may vary by partner and region.

- Partners may [purchase Dell Learning Training Credits](#) or redeem existing, eligible Dell Learning Training Credits to register for packages and courses or activate a competency-aligned Partner Plan for [Dell Learning Hub](#).
- If you are not currently a user of the competency-aligned Partner Plans available via the Dell Learning Hub and would like more information, please review the [Dell Learning Hub brochure](#) for plan details, pricing and purchase and access instructions or visit the [Dell Learning Hub](#) page.
- For additional assistance, please contact your account sales team or contact the [Dell Learning Support Team](#).

Support Options

- **Dell Learning Support:** Visit our Dell Learning [Support](#) page.
- **Dell Learning Hub:** Review the [Dell Learning Hub brochure](#) for plan details, pricing and purchase and access instructions.
- **Services Competency Matrix, Services Competency Guides, Competency Requirements, Resource Requirements and/or Partner Program General Questions:**
 - Review the [Services Competency Matrix](#) page.
 - Consult with your Partner Account Manager.
 - Submit a case to the [Channel Services Helpdesk](#) located within the “Support” menu option on the [Partner Portal](#).

