



# Dell Learning Hub

for Dell Partners

## Competency-aligned training and Proven Professional certifications.

### Pursue or Maintain Competencies

The Dell Learning Hub offers a consistent user experience, curated competency-aligned content, and flexible training access through the program year for individuals, multiple learners and teams to pursue and maintain competencies.

Refer to the following resources for competency requirements and details:

#### 1. Services competencies

[Delivering Services](#) page on the Dell Technologies Partner Program [Services Competency Matrix](#) for product-specific competency requirements

#### 2. Portfolio/Solutions Competencies

[Accepted Proven Professional Certifications](#) for a list of accepted certifications associated Recommended Training

## Pick Your Partner Dell Learning Hub Plans

The plans provide access to a curated collection of training aligned to competencies.

### Single Plan ★

For individual learner training for one competency in the program year

- 1 On Demand Package
- 1 On Demand Training
- 1 On Demand Lab

### Multi+ Plan ★★★

For individual learner training for multiple competencies and additional technologies in a program year

- All benefits of Multi Plan
- Additional On Demand Training
- Additional On Demand Labs

### Multi Plan ★★

For individual learner training for multiple competencies in the program year

- Unlimited On Demand Packages
- Unlimited On Demand Training
- 3 On Demand Labs

### Team Plan ★★★★★

For larger teams training for multiple competencies in the program year

- 50 On Demand Packages
- 50 On Demand Training
- 50 On Demand Labs

# Purchase any number of Single, Multi and/or Multi+ plans.

Plan Features	Partner - SINGLE	Partner - MULTI	Partner - MULTI+	Partner - TEAM
Price TC (Training Credits)	1,000 TC/Person	3,000 TC/Person	7,000 TC/Person	18,000 TC/Team <sup>1</sup>
Plan Access Period	1 Year from invoice	1 Year from invoice	1 Year from invoice	1 Year from invoice
On Demand Package	1/Person	Unlimited	Unlimited	50/Team
On Demand Training	1/Person	Unlimited	Unlimited	50/Team
On Demand Lab	1/Person	3/Person	Unlimited	50/Team
Skills Maintenance Collection	Unlimited	Unlimited	Unlimited	Unlimited
LEARN Collection <sup>2</sup>	N/A	N/A	Unlimited	N/A

Additional Purchase Options	Partner - SINGLE	Partner - MULTI	Partner - MULTI+	Partner - TEAM
Proven Professional Voucher	50% off retail	50% off retail	50% off retail	50% off retail
Virtual Classroom	20% off retail	20% off retail	20% off retail	20% off retail
Classroom	20% off retail	20% off retail	20% off retail	20% off retail

## Get Started with a Dell Learning Hub Plan that suits you

- Review our purchase [tutorial](#).
- [Contact us](#) for assistance.
- If you have Training Credits you wish to redeem for a Dell Learning Hub training plan, visit our [support page](#) and select View Registration & Purchase Options Help for assistance.
- Once you have access to your Dell Learning Hub, utilize our [tutorial](#) to get started!

## COMPETENCY REQUIREMENTS AND PARTNER PROGRAM GENERAL QUESTIONS

- For Services Competencies, review the [Services Delivery Enablement Matrix](#).
- For Portfolio/Solution Competencies, review the [Accepted Proven Professional Certifications page](#).
- Consult with your Partner Account Manager.
- Submit a case to the [Channel Services Helpdesk](#) located within the “Support” menu option on the Partner Program portal.

Join your peers for discussions, questions and trending topics at the [Dell Learning Community](#).

<sup>1</sup> Partner-Team plan first year's fee is 18,000 TC. Annual renewal 15,000 TC.

<sup>2</sup> The LEARN Collection includes the complete portfolio of the latest Dell On Demand Training and Labs available to our customers.

**DELL**Technologies