

# Navigating the Partner Academy to access Credential and Competency Training



Depending on your Company's area of focus there are many Portfolio and Solutions Competencies to select from. This guide is intended to assist you in learning how to access the available learning paths that will help qualify your Company for a Competency. Refer to the Benefits and Requirements Document to determine the specific requirements based on your region and tier status.

## Portfolio and Solutions Competency Framework

Refer to this chart to determine the available Portfolio and Solution Credentials by Role that support each Competency

FOCUS AREA	COMPETENCY	SALES	SYSTEM ENGINEER - TECHNICAL
APEX	Dell APEX	<ul style="list-style-type: none"> <li>Dell APEX</li> </ul>	<ul style="list-style-type: none"> <li>Dell APEX</li> </ul>
I S G	Storage	<ul style="list-style-type: none"> <li>Data Center Portfolio <b>or</b> Storage</li> </ul>	<ul style="list-style-type: none"> <li>MidRange Storage</li> <li>High-end Storage</li> <li>Unstructured Storage</li> </ul>
	Server	<ul style="list-style-type: none"> <li>Data Center Portfolio <b>or</b> Server</li> </ul>	<ul style="list-style-type: none"> <li>Server</li> </ul>
	Networking	<ul style="list-style-type: none"> <li>Data Center Portfolio <b>or</b> Networking</li> </ul>	<ul style="list-style-type: none"> <li>Data Center and Edge Networking</li> </ul>
	Data Protection	<ul style="list-style-type: none"> <li>Data Center Portfolio <b>or</b> Data Protection</li> </ul>	<ul style="list-style-type: none"> <li>Data Protection</li> </ul>
	Converged/Hyper-Converged Infrastructure	<ul style="list-style-type: none"> <li>Converged Infrastructure</li> <li>HyperConverged Infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Converged Infrastructure</li> <li>HyperConverged Infrastructure</li> </ul>
C l i e n t	Core Client	<ul style="list-style-type: none"> <li>Core Client</li> </ul>	<ul style="list-style-type: none"> <li>Core Client</li> </ul>
	Workstation	<ul style="list-style-type: none"> <li>Workstation</li> </ul>	<ul style="list-style-type: none"> <li>Workstation</li> </ul>
	Dell Clients for VDI	<ul style="list-style-type: none"> <li>Dell Clients for VDI</li> </ul>	<ul style="list-style-type: none"> <li>Dell Clients for VDI</li> </ul>
	Dell Endpoint	<ul style="list-style-type: none"> <li>Dell Endpoint Security</li> </ul>	<ul style="list-style-type: none"> <li>Dell Endpoint Security</li> </ul>
	Latitude Rugged	<ul style="list-style-type: none"> <li>Latitude Rugged</li> </ul>	<ul style="list-style-type: none"> <li>Latitude Rugged</li> </ul>
S o l u t i o n s	Dell Technologies Unified Workspace	<ul style="list-style-type: none"> <li>Dell PCaaS</li> </ul>	<ul style="list-style-type: none"> <li>Dell PCaaS</li> </ul>
	Dell Technologies Data Centric Workloads – Analytics & AI	<ul style="list-style-type: none"> <li>Dell Technologies Data Centric Workload Solutions</li> </ul>	<ul style="list-style-type: none"> <li>Data Center Workloads – Data Analytics &amp; AI</li> </ul>
	Dell Technologies Data Centric Workloads – MS SQL	<ul style="list-style-type: none"> <li>Dell Technologies Data Centric Workload Solutions</li> </ul>	<ul style="list-style-type: none"> <li>Data Center Workloads – MS SQL</li> </ul>
	Dell Technologies Data Centric Workloads – MS Oracle	<ul style="list-style-type: none"> <li>Dell Technologies Data Centric Workload Solutions</li> </ul>	<ul style="list-style-type: none"> <li>Data Center Workloads – Oracle</li> </ul>
	Dell Technologies Data Centric Workloads – SAP	<ul style="list-style-type: none"> <li>Dell Technologies Data Centric Workload Solutions</li> </ul>	<ul style="list-style-type: none"> <li>Data Center Workloads – SAP</li> </ul>
	CSP Solution	<ul style="list-style-type: none"> <li>Sales/Non-Technical CSP Solution</li> </ul>	<ul style="list-style-type: none"> <li>SE/Technical CSP Solution</li> </ul>
	OEM Solutions	<ul style="list-style-type: none"> <li>OEM Solutions</li> </ul>	

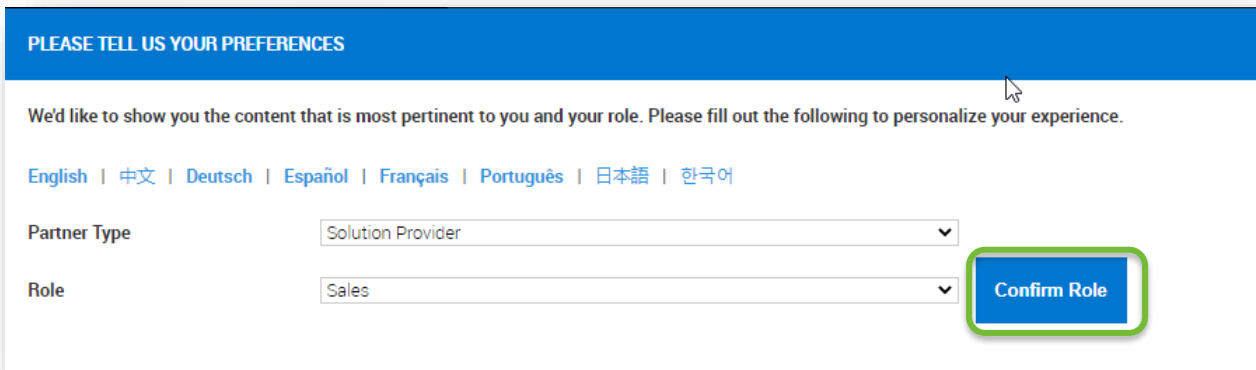
# GET STARTED on Your Path to Dell Technologies Success

To get started, log in to the partner portal. Select “Training” and click on the link to “Enter the Partner Academy”.

Follow these steps to complete your credential:

1

When you first enter the Partner Academy, you’ll be prompted to select your Partner Type and Role; then select the **Confirm Role** button.



PLEASE TELL US YOUR PREFERENCES

We'd like to show you the content that is most pertinent to you and your role. Please fill out the following to personalize your experience.

English | 中文 | Deutsch | Español | Français | Português | 日本語 | 한국어

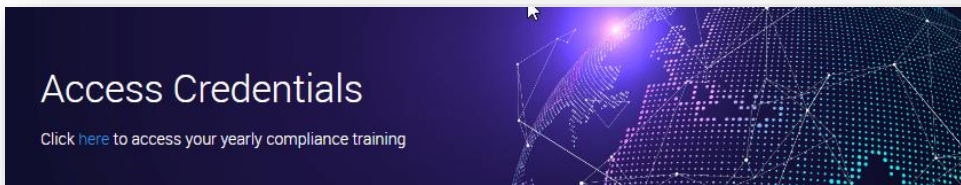
Partner Type: Solution Provider

Role: Sales

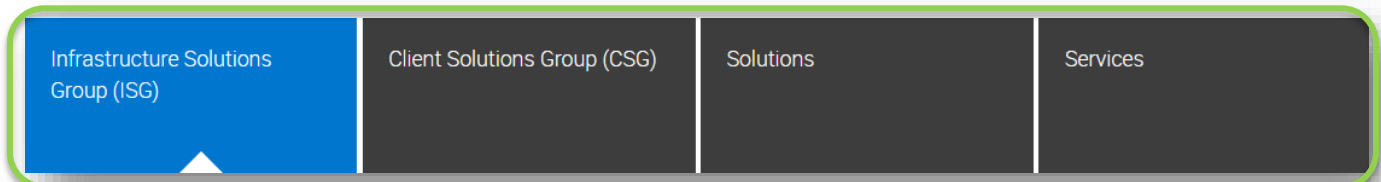
**Confirm Role**

2

On the Partner Academy homepage, Select the **Access Credentials** tile



On the Dell Technologies Credentials page, select your area of focus ISG, CSG, Solutions or Services.



Refer to the table on the first page to determine which Credential you are interested in earning and click on the appropriate sidebar to select your area of focus. Once selected, the Sales and SE credential learning paths will appear, simply click the one you want to get started on.

**3**

Once in your area of focus, select the Learning Path you want to take.

**EXAMPLE:**

You are a System Engineer and your Company is working towards earning a Storage Competency. Your area of focus is on MidRange Storage and you want to earn the SE: MidRange Storage Credential 2023

- SERVER
- STORAGE
- NETWORKING
- DATA PROTECTION
- CONVERGED
- HYPER-CONVERGED
- DISTRIBUTION ONLY

## Storage

Data capital is increasingly being seen as an extremely valuable asset. Select this learning path to learn how to sell and position the Dell EMC storage portfolio to help your customers manage their data capital.

Your company will earn a **Storage Competency** when the appropriate number of Sales and SE credentials are earned.

**Sales:**

Please complete one of the learning paths below:

**OPTION 1: SALES: DATA CENTER PORTFOLIO CURRICULUM 2023 >** Est Time: 7 hrs 40 mins

This curriculum provides a high level overview of our Server, Storage, Networking, and Data Protection portfolios.

Complete all courses within this learning path to earn your Sales: Data Center Portfolio Credential 2023.

**OPTION 2: SALES: STORAGE CURRICULUM 2023 >** Est Time: 7 hrs 20 mins

This curriculum provides a more focused look at our High-End, Mid-Range, and Unstructured storage portfolio.

Complete all courses within this learning path to earn your Sales: Storage Credential 2023.

**SE:**

Please complete one of the learning paths below:

**OPTION 1: SE: MID-RANGE STORAGE CURRICULUM 2023 >** Est Time: 5 hrs 45 mins

This curriculum offers a more technical look at the PowerStore, Unity XT, and SC Series products of our Mid-Range storage portfolio.

Complete the courses within this learning path to earn your SE: Mid-Range Storage Credential 2023.

**OPTION 2: SE: HIGH END STORAGE CURRICULUM 2023 >** Est Time: 5 hrs 05 mins

This curriculum offers a more technical look at the PowerMax, PowerFlex, and XtremIO products of our High End storage portfolio.

Complete the courses within this learning path to earn your SE: High End Storage Credential 2023.

In this example you would click on Option 1 in the SE section to register for the SE: Mid-Range Storage Curriculum 2023 learning path.

## 4

## Start Completing the courses within the Learning Path to work towards earning your Credential

Once the learning path you have selected has fully loaded, you are ready to begin taking the training. You will see a list of all of the required courses that are part of the learning path. To begin taking a course, simply click on the **Register** button.

As you successfully pass a course, the status will change to “**Completed**” and you will see the **Status bar** in the upper right-hand corner move towards 100%. (If you are a returning student, any courses contained within the learning path that you have previously passed will be marked as ‘**Successful**’ and you will only have to focus on the new or recently updated courses in order for you to earn your credential thus reducing your total training time and protecting your previous learning investments.

The screenshot displays the 'SE: MidRange Storage Curriculum 2021' interface. At the top right, a 'Learning Path Status' bar shows 17% completion. Below this, the curriculum path is expanded to show two modules. The first module, 'Dell Technologies Advantage Sales | Complete 2 of 2', contains two courses: 'The Dell Technologies Advantage' (Status: Successful) and 'Dell Technologies Whiteboard' (Status: Successful). The second module, 'Storage Strategy and Portfolio | Complete 6 of 6', contains six courses, all with a status of 'Not Registered'. Callouts with arrows point to the 'View Progress Launch' button for the first course and the 'Register' button for the first course in the second module.

Course Title	Delivery Mode	Duration:	Status	Action
The Dell Technologies Advantage	On Demand Class	00:35	Successful	View Progress Launch
Dell Technologies Whiteboard	On Demand Class	00:10	Successful	View Progress Launch
▼Module Name:Storage Strategy and Portfolio   Complete 6 of 6				
Course Title	Delivery Mode	Duration:	Status	Action
Why Dell Technologies for Storage			Not Registered	Register
Dell EMC Storage Positioning Overview			Not Registered	Register
Winning in Storage with Data Reduction			Not Registered	Register
Dell EMC Storage Portfolio Overview			Not Registered	Register
Dell EMC Data Storage Essentials Overview			Not Registered	Register
Future-Proof Program Overview			Not Registered	Register

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## Registering for a course

To begin taking the first course, simply click on the **Register** button. You will be prompted with:

- A list of language classes: select your language of preference **OR**
- A class marked Multi-language: this denotes a video with Closed Captions. Closed Captions languages are set in Edutube **OR**
- An English class: this course might only be available in English or the translated versions are not available yet.

Here is a sample of a course with a list of language classes to select from:

1 -Select a Language class

Register											
	Class Number	Course Id	Title	Language:	Duration:	Facility	Price	Training Credit	Modality Name	Start Date	End Date
<input type="radio"/>	0001458108	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	English	30.0		0 USD	0	On Demand Class	01/09/2020	
<input checked="" type="radio"/>	0001512576	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Korean	30.0		0 USD	0	On Demand Class	01/09/2020	
<input type="radio"/>	0001512577	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Chinese	30.0		0 USD	0	On Demand Class	01/09/2020	
<input type="radio"/>	0001512578	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	French	30.0		0 USD	0	On Demand Class	01/09/2020	
<input type="radio"/>	0001512579	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	German	30.0		0 USD	0	On Demand Class	01/09/2020	
<input type="radio"/>	0001512580	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Spanish	30.0		0 USD	0	On Demand Class	01/09/2020	
<input type="radio"/>	0001512581	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Portuguese	30.0		0 USD	0	On Demand Class	01/09/2020	
<input type="radio"/>	0001512567	MR-8WN-GSTB5385R2	Why Dell Technologies for Storage	Japanese	30.0		0 USD	0	On Demand Class	01/09/2020	

REGISTER CANCEL

2 - Register

Here is a sample of a course with a Multi-language selection:

1 -Select the class

Register											
	Class Number	Course Id	Title	Language:	Duration:	Facility	Price	Training Credit	Modality Name	Start Date	End Date
<input checked="" type="radio"/>	0001511753	MR-8WN-ESGB5367R1	SD-WAN Edge Solution Technical Product Line Overview	Multi-language	20.0		0 USD	0	On Demand Class	12/16/2020	

REGISTER CANCEL

2 - Register

Here is a sample of a course with an English class only:

1 -Select the class

Register											
	Class Number	Course Id	Title	Language:	Duration:	Facility	Price	Training Credit	Modality Name	Start Date	End Date
<input checked="" type="radio"/>	55_00713584	MR-8WN-GSTB5326	Client Solutions Strategy Overview	English	20.0		0 USD	0	On Demand Class	12/20/2016	

REGISTER CANCEL

2 - Register

## 6

### Verify your Credential and print out the Credential Certificate

Congratulations! Once your Learning Path progress bar is showing 100% Complete and you have met all the prerequisites, your Credential will be triggered in CertTracker within 72 hours. The first time you earn a Credential with Dell EMC you will receive an email from CertTracker with instructions on how to access your account.

7

**Expand your knowledge beyond Competency training**

After you have earned your Credential and gained foundational knowledge, we encourage you to visit the other tabs from the **POPULAR TASKS** bar to further your learning and be armed with the latest messaging and product information to give you a competitive edge.