



EMC Proven Professional Program Guide



When information comes together,
your world moves ahead.



When information
comes together,
your performance
multiplies.

Information lives with EMC Proven™ Professional Certification. We'll teach you how to get more out of your EMC® products. Improve application performance. Reduce risk and error. And boost productivity. Since training helps you build solutions and resolve problems faster and more accurately, you'll feel as if you've added IT staff. Get Proven.

To learn more, call 1-888-EMC-TRNG or visit www.EMC.com/trainingtoday.

CONTENTS

EMC Proven Professional Overview	4
Getting Started with EMC Proven Professional	4
Certification Overview	5
EMC Proven Professional Storage Technologist	6
EMC Proven Professional Storage Administrator	7
EMC Proven Professional Technology Architect	11
EMC Proven Professional Customer Engineer	14
EMC Proven Professional Implementation Engineer	17
Product/Technology-Specific Certification	20
Accreditation Overview	21
EMC Proven Professional Sales Accreditation	22
EMC Proven Professional SE Accreditation	23



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EMC Proven Professional

Get Proven.

Join the thousands of IT industry leaders who have recognized the value in differentiating themselves by achieving EMC® Proven Professional recognition.

Earning this credential tells the world that you are among the elite in this rapidly expanding field. EMC Proven™ Professionals reap many benefits from the time and effort invested in the program.

- Excel in your current position
- Open new doors in your career
- Stand out from your peers
- Increase your earning power

Becoming an EMC Proven Professional validates your expertise in the latest EMC technology and solutions. EMC Proven Professional is an exam-based training, certification, and accreditation program used to validate the skills of EMC customers, partners, and employees.

The EMC Proven Professional Program, developed and managed by EMC Education Services, is comprised of three distinct sub-programs:

Certification: The certification program utilizes advanced curricula and requires proctored exams to meet industry and EMC standards for certification.

Product/Technology-Specific Certification: This category validates individual skills in focused product or technology areas.

Accreditation: The sales and systems engineer (SE) accreditation program for EMC Velocity² Partners instructs and tests partners on properly positioning EMC solutions in the market.

Getting Started with EMC Proven Professional

1. Select a Track

Review the options available to validate your expertise and determine which track aligns to your role, technical expertise, or knowledge requirements.

Not sure which track is right for you? Take a free, online self-assessment to receive immediate feedback on strengths and weaknesses

regarding your understanding of storage technology and EMC products. Self-assessments, also known as Practice Exams, are available in the Training section of Powerlink™.

2. Purchase Training

EMC Education Services classes can be purchased through training subscriptions, Training Units, ValuePaks (training bundles), or on a per-class basis by contacting EMC Education Services or your account manager.

3. Register for Training

EMC Education Services courses are accessed online via the Training area of Powerlink, allowing you to search for courses, view course descriptions and schedules, and register*. This is the easiest and fastest method to find and register for training using a pre-purchased subscription, ValuePak, or Training Units. You may also pay by credit card.

If you experience difficulty with course registration, please call or e-mail your regional EMC training center and a representative will assist you.

*Registration for EMC training courses is integrated with EMC's information portal, Powerlink. Visit <http://powerlink.EMC.com> to request a Powerlink account.



“The thing that’s nice about the EMC Proven Professional Program is that it immediately impacted my production environment.”

Ruben Williams
Option One Mortgage

Training Subscriptions

EMC training subscriptions allow individual students to take any regularly scheduled training at any time or training location for a fixed price for a full year. Training subscriptions now include up to three unique Video Instructor-Led Training titles. A subscription can yield thousands of dollars in savings compared to standard costs for an active learner.

Certification Overview

Information storage and management is one of the fastest growing segments of the IT industry. Differentiate yourself in this ever more visible field by becoming an EMC Proven Professional. Becoming certified can open new doors in your career by developing an area of expertise that enables you to move from individual contributor to technology advisor.

Program Structure

EMC Proven Professional is an exam-based certification program that is considered the most comprehensive in the information storage and management industry. The program offers certification tracks that validate skills in broad storage technology capabilities and concepts.

NEW Storage Technologist: Ideally suited for all professionals with responsibility for planning, designing, managing, or using storage technology, this track addresses modern storage and information availability concepts.

Storage Administrator: This track focuses on the integration and management of EMC solutions in diverse environments and is strongly recommended for customers or partners managing information infrastructure using EMC technology and solutions.

Technology Architect: This track is designed for partners that provide detailed networked storage architecture and design using EMC solutions.

Customer Engineer: This track is suited for contracted service partners that provide installation and maintenance services to EMC customers.

Implementation Engineer: This track is required for partners engaged in providing implementation and configuration services, such as EMC Authorized Service Network partners.

Within each certification track (other than the broad Storage Technologist track), students must select an area of specialization. These specialties reflect the complexity of heterogeneous storage environments and the need to focus on key elements of storage management and infrastructure. Depending on the track selected, you may choose from up to six specialties.

Each participant can achieve three levels of recognition within the EMC Proven Professional program: Associate, Specialist, and Expert. To achieve certification at a given level, you must successfully pass the corresponding exam(s), as well as complete the previous level and its exam(s).

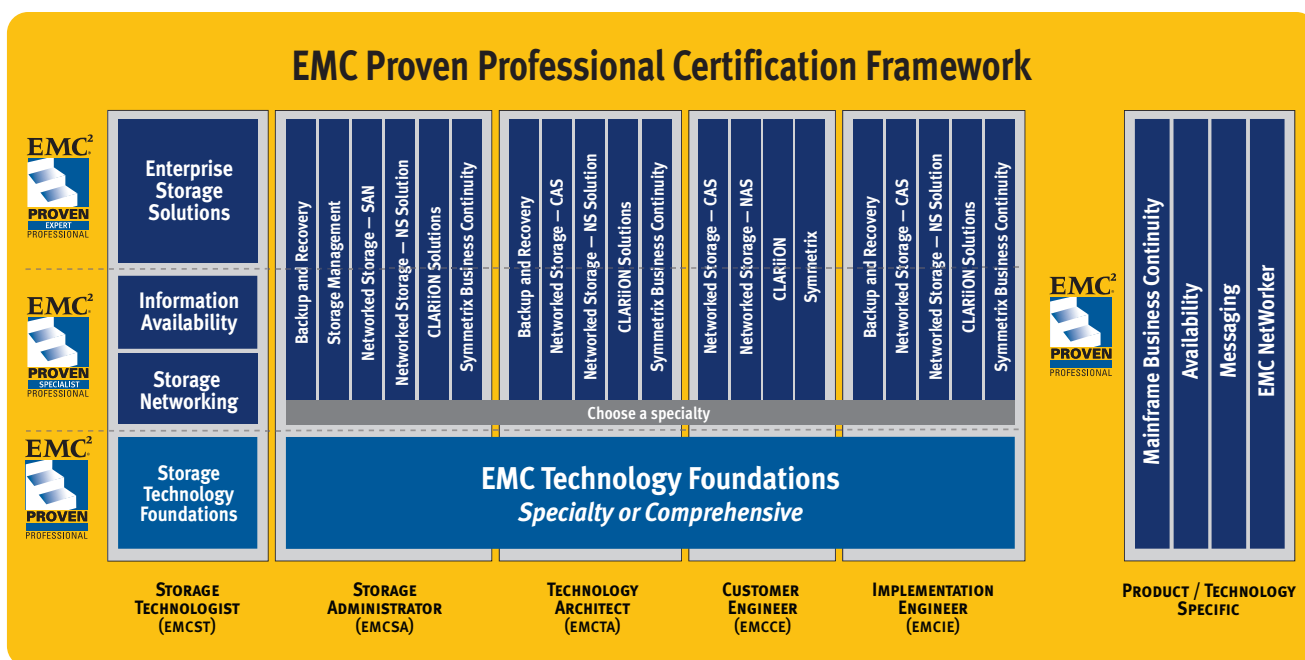
NEW Product/Technology-Specific

Certification: EMC Proven Professional also offers a series of Product/Technology-Specific Certifications, which validate specific skills surrounding a focused product or technology area.

Exams and Exam Preparation

EMC Proven Professional follows an exam sequence that validates a student's knowledge at each level. Exams are administered worldwide by Thomson Prometric.

EMC Proven Professional exams are based upon the content of supporting courses. It is strongly recommended that certification candidates prepare for exams by taking the classes found in the Supporting Study Material list associated with each specialty. In addition, EMC Education Services offers free online practice exams, which cover similar topics to the proctored exams, to help identify skill strengths and gaps.



EMC Proven Professional Storage Technologist

Certification Track for Any Storage or IT Professional

NEW



Ideally suited for all professionals with responsibility for planning, designing, managing, or using storage technology, this track addresses modern storage and information availability concepts. Participants are introduced to the program with EMC's industry-leading Storage Technology Foundations (STF) curriculum, which builds strong understanding of concepts associated with modern storage subsystems, connectivity, storage networking (SAN, NAS, and CAS), and information availability and management. Associate (EMCPA) recognition is provided after passing the corresponding STF exam. Further recognition can be achieved by completing the courseware and exams at the subsequent levels.

Associate Level (EMCPA)

Pass the following exam to achieve Associate Level



Supporting Study Material

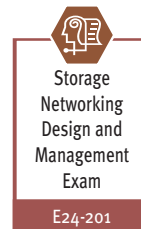
Storage Technology Foundations (5 days)

Or

- Introduction to Storage Technology
- Storage Systems Architecture
- Networked Storage Part 1: DAS and NAS
- Networked Storage Part 2: SAN
- Networked Storage Part 3: IP SAN and CAS
- Introduction to Data Availability
- Introduction to Storage Management

Specialist Level (EMCST)

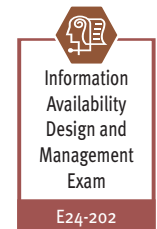
Achieve Associate and pass the following exams



Supporting Study Material

Storage Networking Design and Management (5 days)

And



Supporting Study Material

Information Availability Design and Management (5 days)

Available Fall 2006

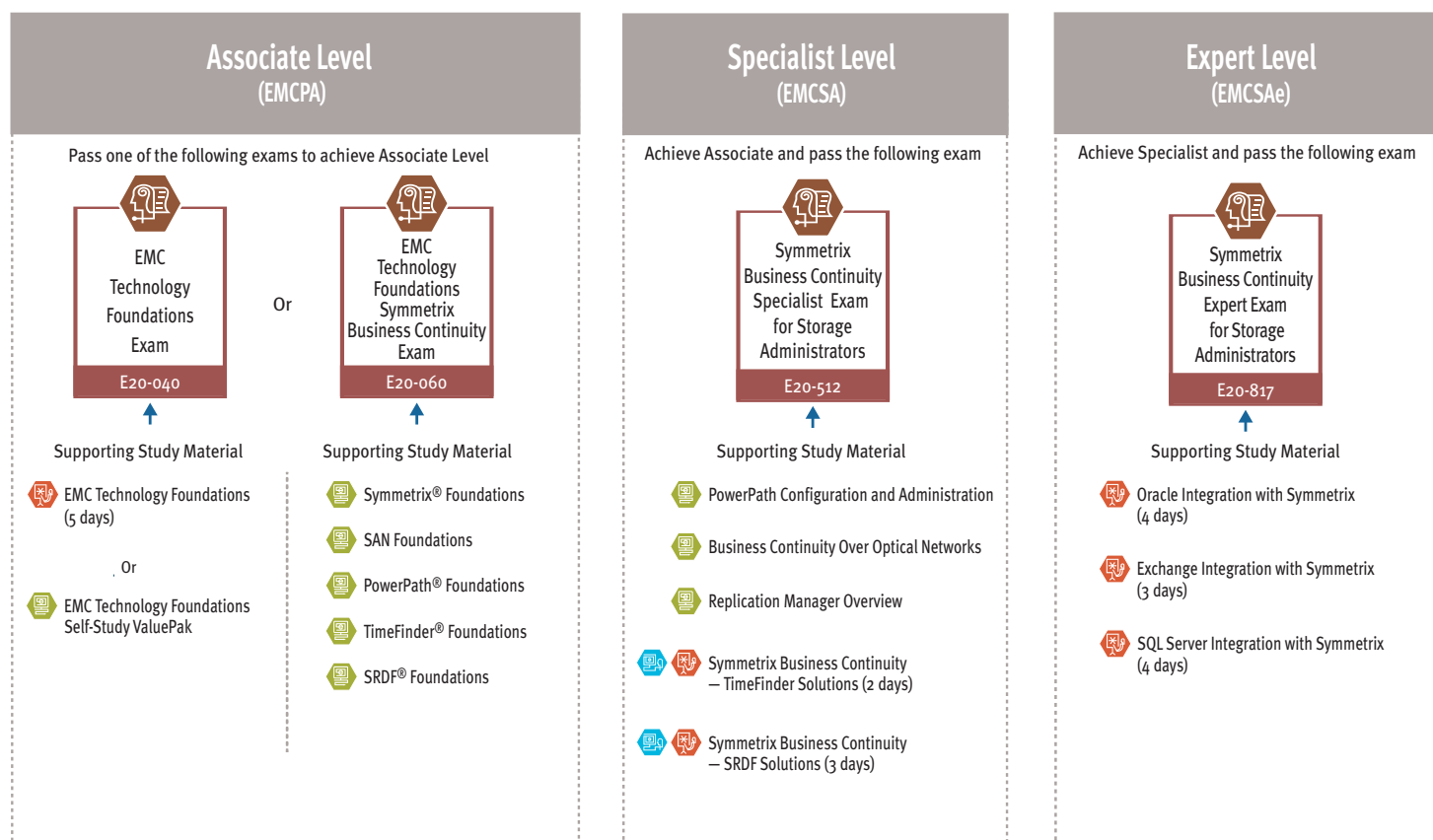
EMC Proven Professional Storage Administrator

Certification Track for EMC Customers and Partners



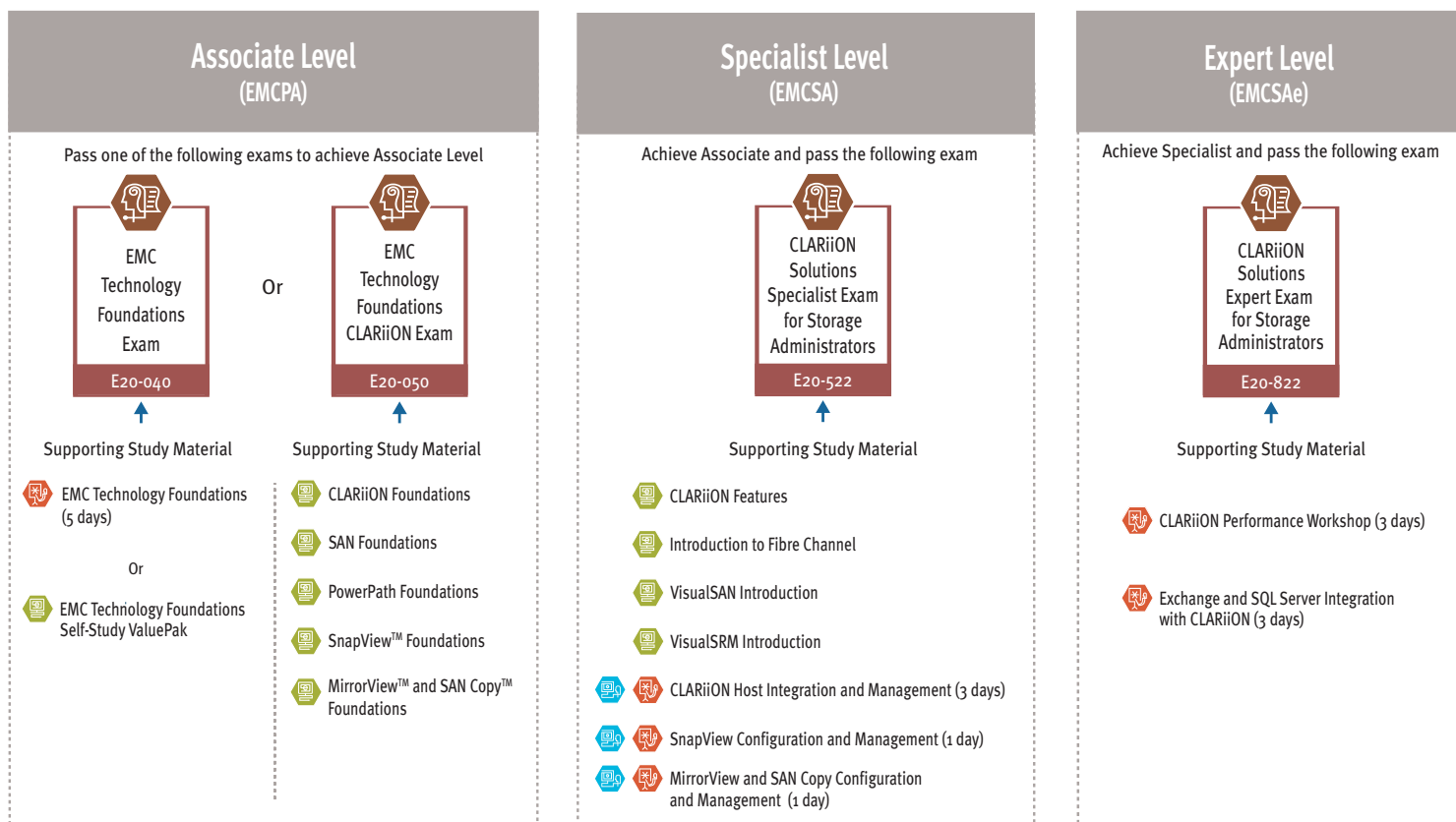
The EMC Proven Professional Storage Administrator track certifies customers and partners in the usability and administration of EMC information storage and management solutions. Development of expert knowledge in the management of EMC CLARiiON® solutions, Symmetrix business continuity, storage management, SAN, backup and recovery, and networked storage solutions in heterogeneous data center environments is available through this track and its related specialties. In addition, this administrator track ensures participants can utilize and manage EMC storage solutions to meet a variety of technical requirements in dynamic data center or IT environments. Included in this recognition are EMC best practices for fully leveraging integrated storage solutions for information management, protection, and sharing. This track is suited for all EMC customers and for partners that offer onsite residencies or managed storage services. The following specialties are offered within the Storage Administrator track.

Symmetrix Business Continuity Specialty

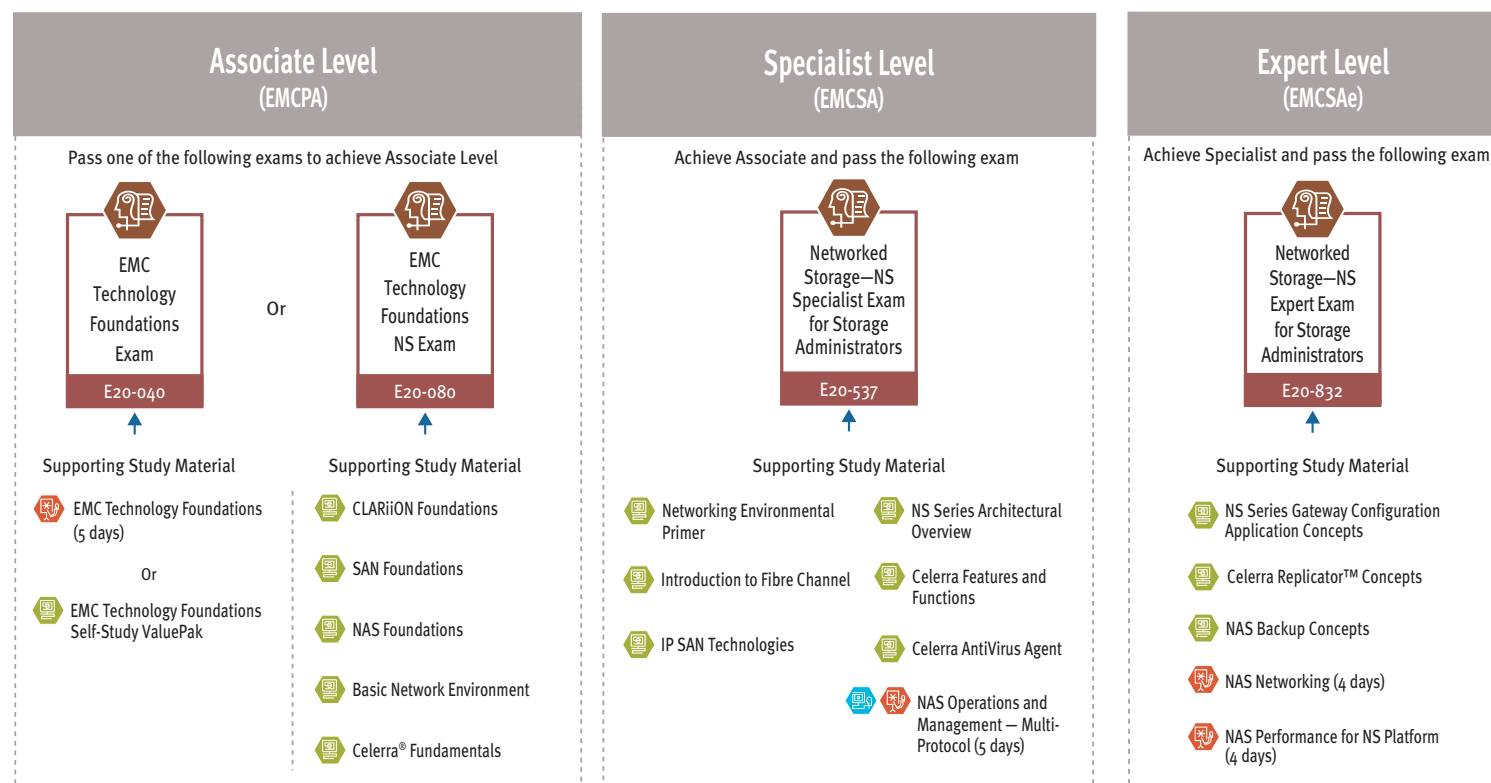


EMC Proven Professional Storage Administrator

CLARiiON Solutions Specialty

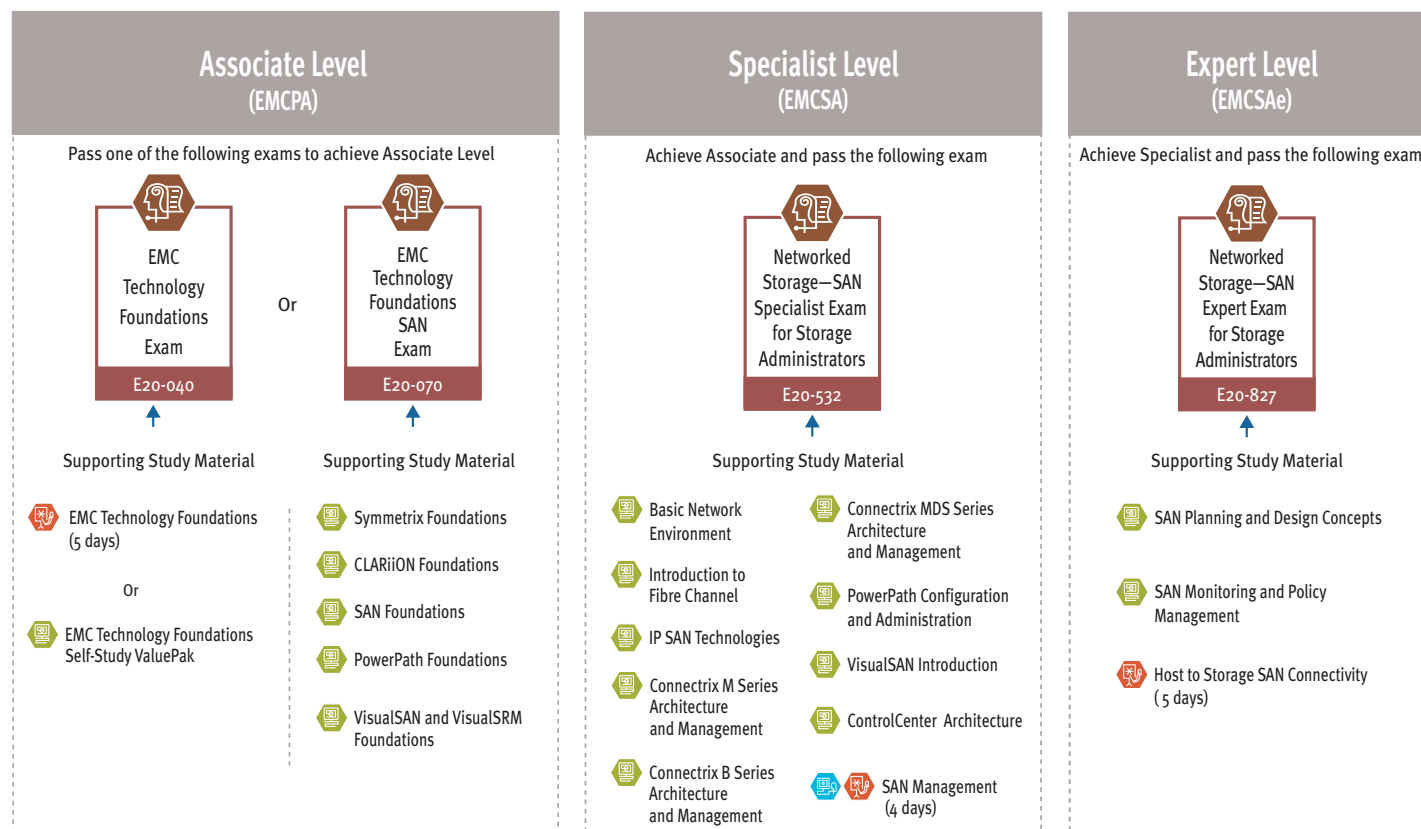


Networked Storage—NS Solution Specialty



EMC Proven Professional Storage Administrator

Networked Storage—SAN Specialty



Storage Management Specialty



EMC Proven Professional Storage Administrator

Backup and Recovery Specialty



EMC Proven Professional Technology Architect

Certification Track for EMC Partners

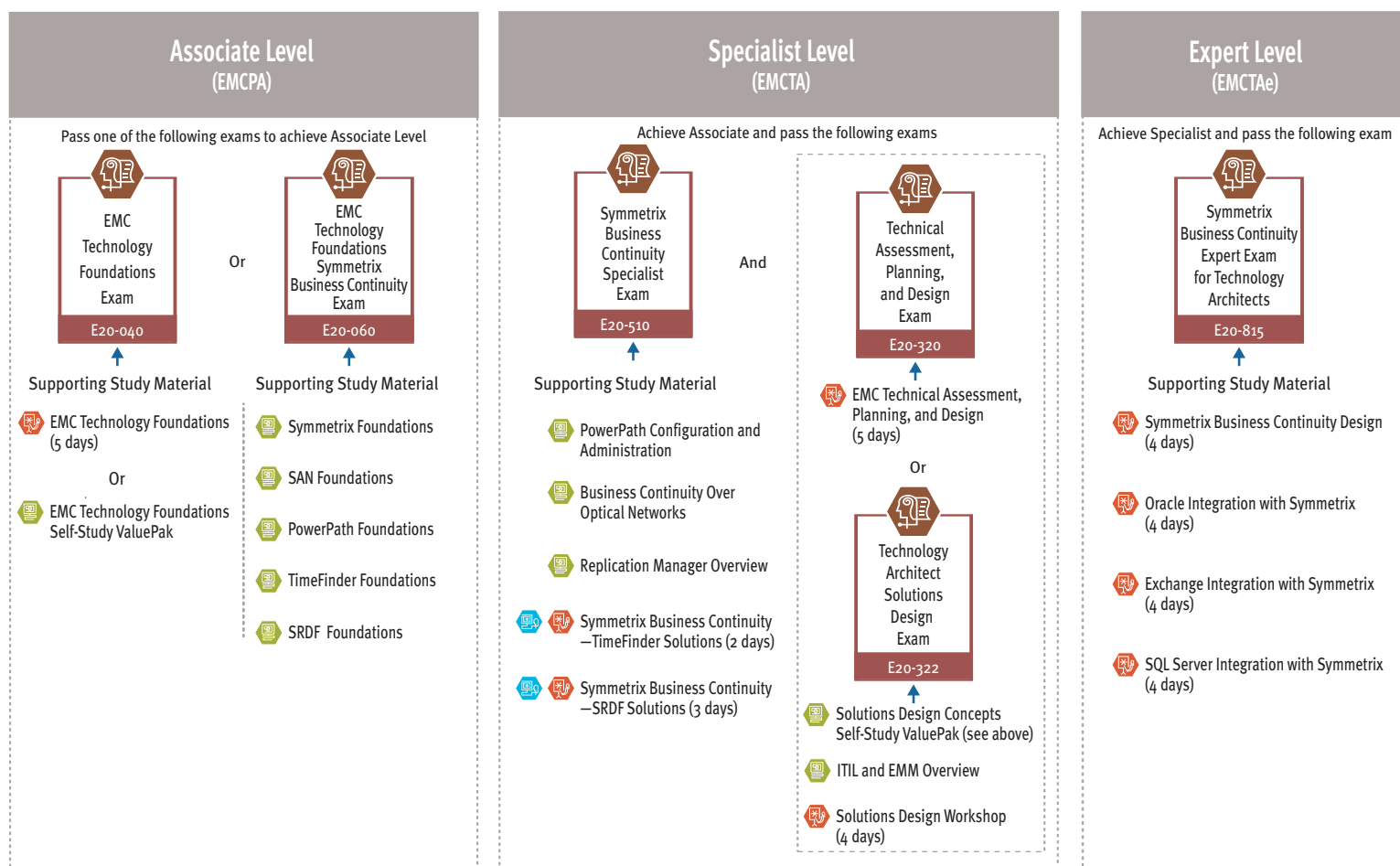
The EMC Proven Professional Technology Architect track certifies partners in the analysis, design, architecture, and administration of EMC networked storage solutions. Development of expert knowledge in the architecture and management of business continuity, backup and recovery, and networked storage solutions in heterogeneous data center environments is available through this track and its related specialties. In addition, this solution-focused track ensures participants can assess, architect, and administer EMC storage solutions that meet varying technical and business requirements. Incorporated in this recognition are EMC best practices for the design of integrated storage solutions. This track is designed for individuals in system engineering and professional consulting roles focused on architecting and recommending best-fit storage solutions. The following specialties are offered within the Technology Architect track.

Solutions Design Concepts Self-Study ValuePak

This suite of e-Learning modules is packaged in support of the E20-322 Technology Architect Solutions Design Exam, which is an option at the Specialist level for all Technology Architect specialties.

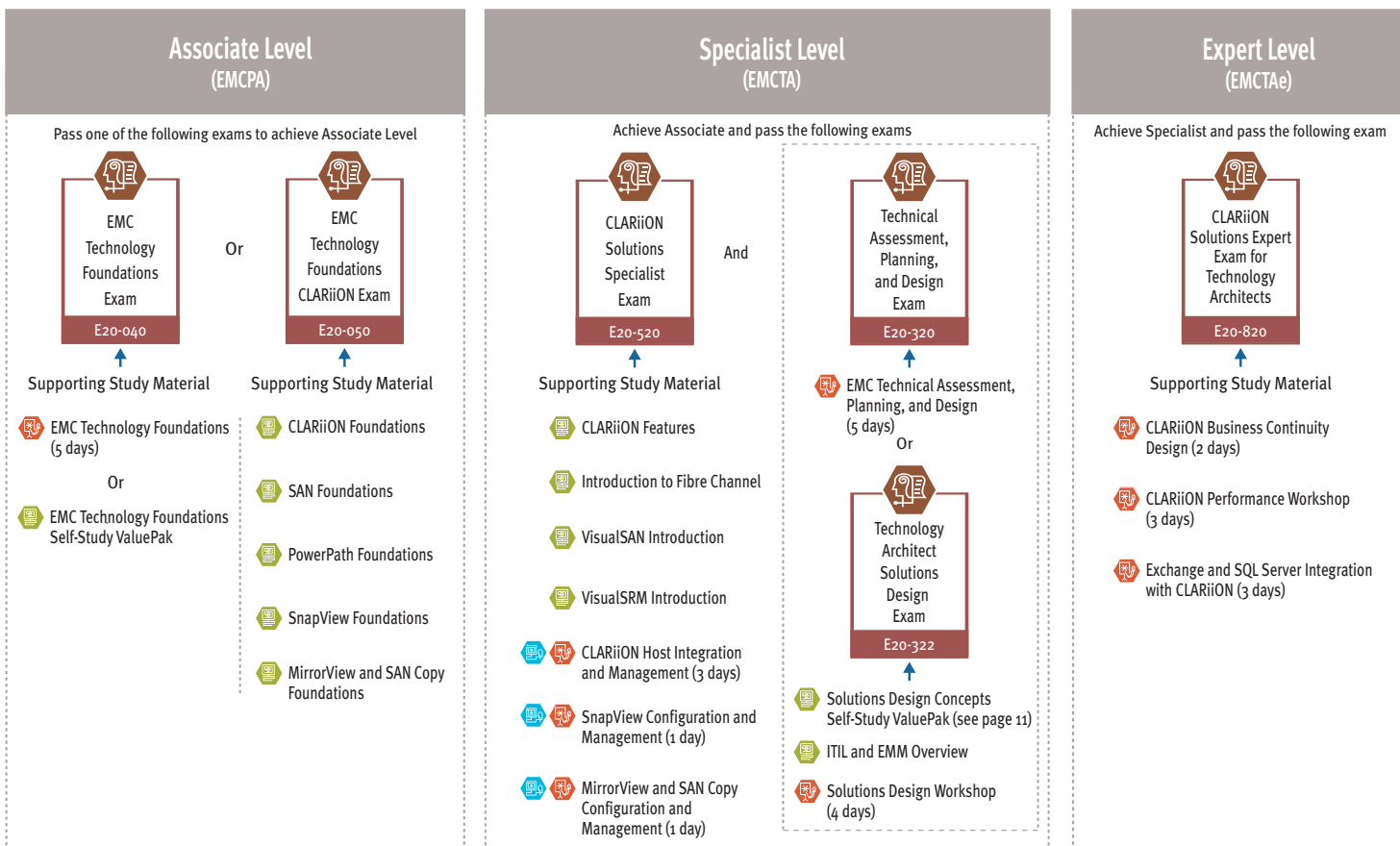
- Exchange Solutions Design Concepts
- Oracle Solutions Design Concepts
- Backup and Recovery Solutions Design Concepts
- SRM Solutions Design Concepts
- CAS Solutions Design Concepts
- NAS Solutions Design Concepts
- SAN Planning and Design Concepts
- CLARiiON Solutions Design Concepts
- Symmetrix Solutions Design Concepts
- Data Migration Solutions Design Concepts

Symmetrix Business Continuity Specialty

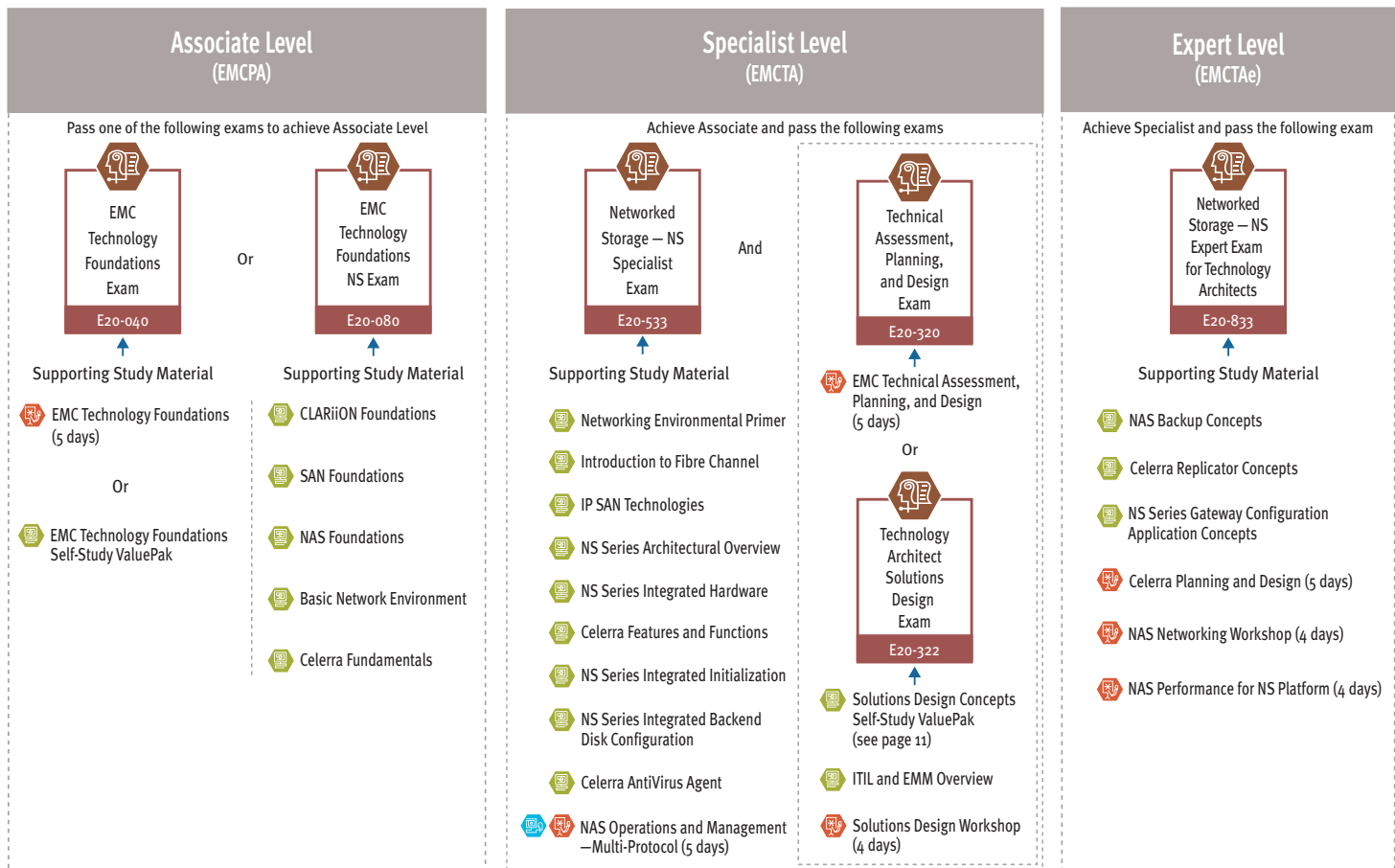


EMC Proven Professional Technology Architect

CLARiiON Solutions Specialty

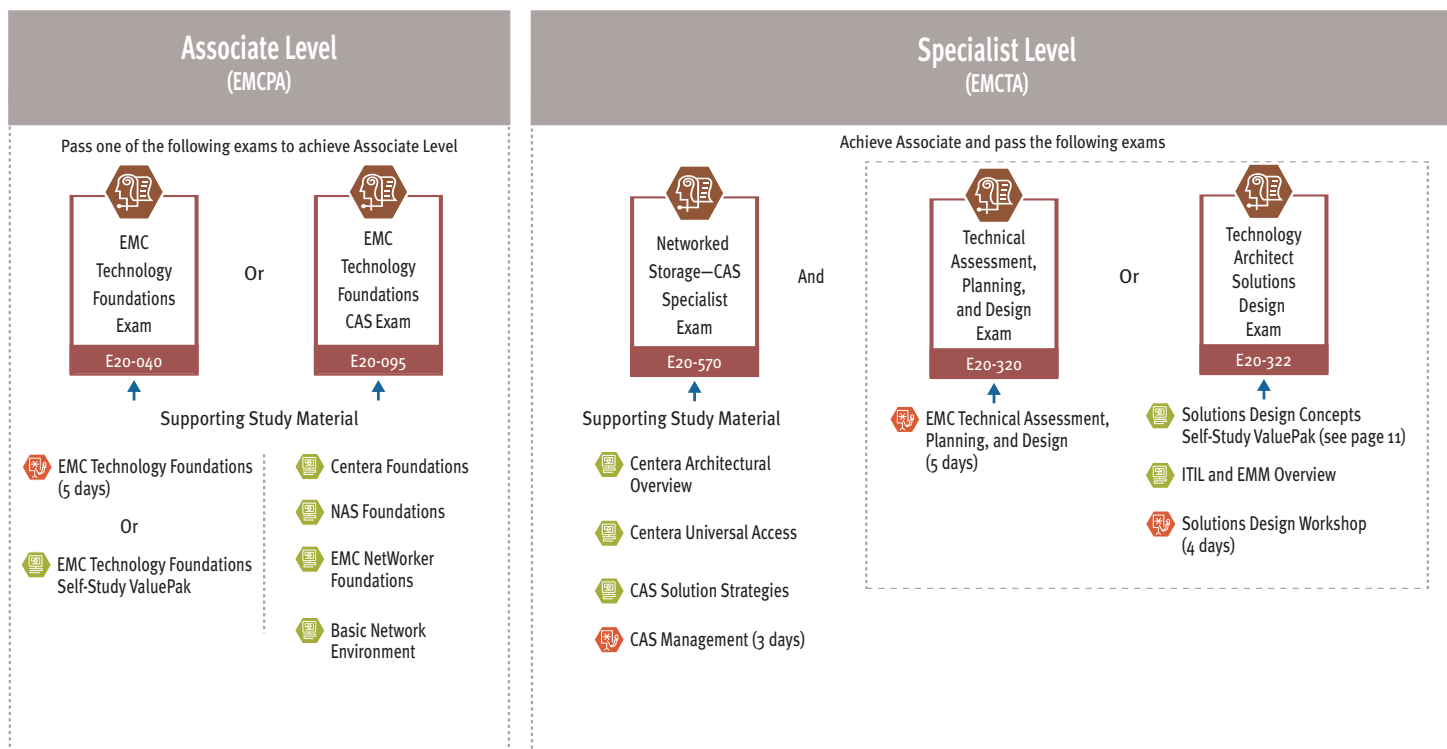


Networked Storage—NS Solution Specialty



EMC Proven Professional Technology Architect

Networked Storage—CAS Specialty

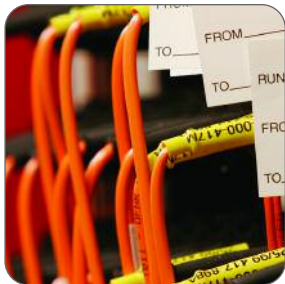


Backup and Recovery Specialty



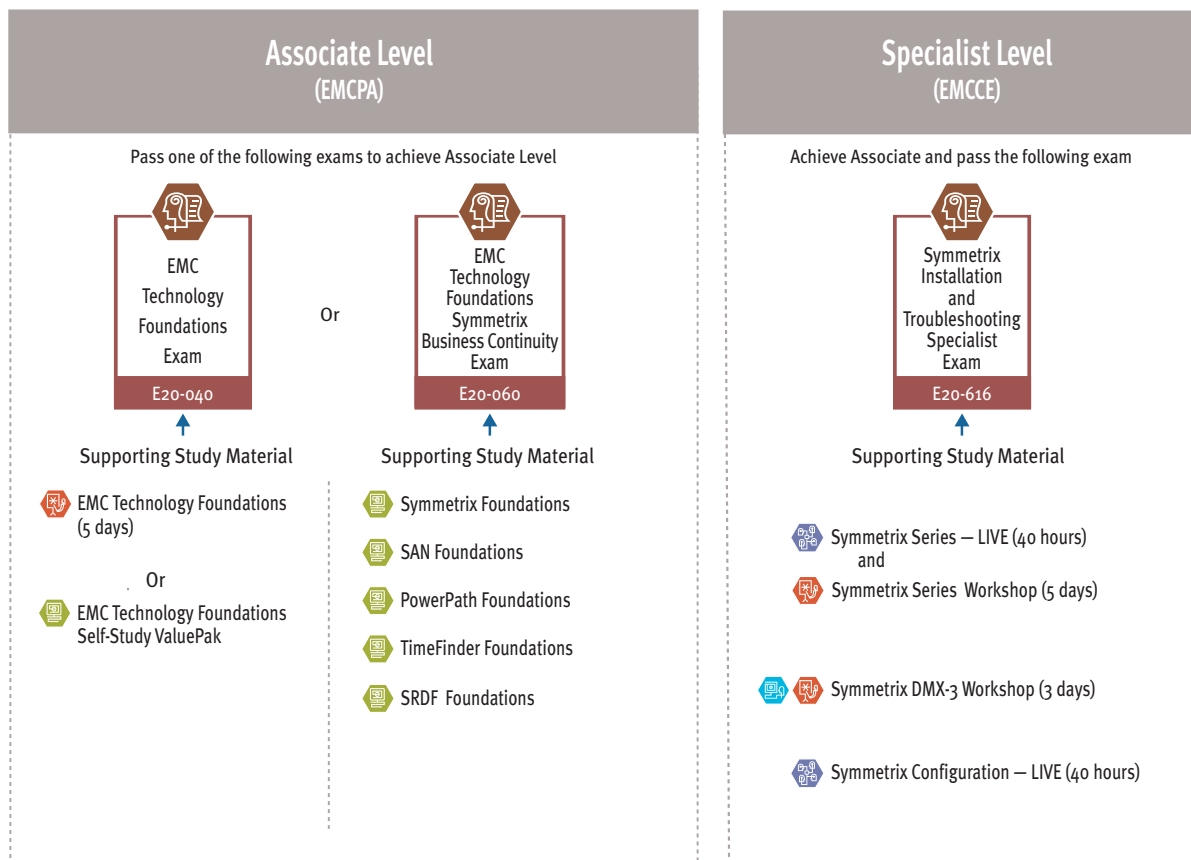
EMC Proven Professional Customer Engineer

Certification Track for EMC Partners



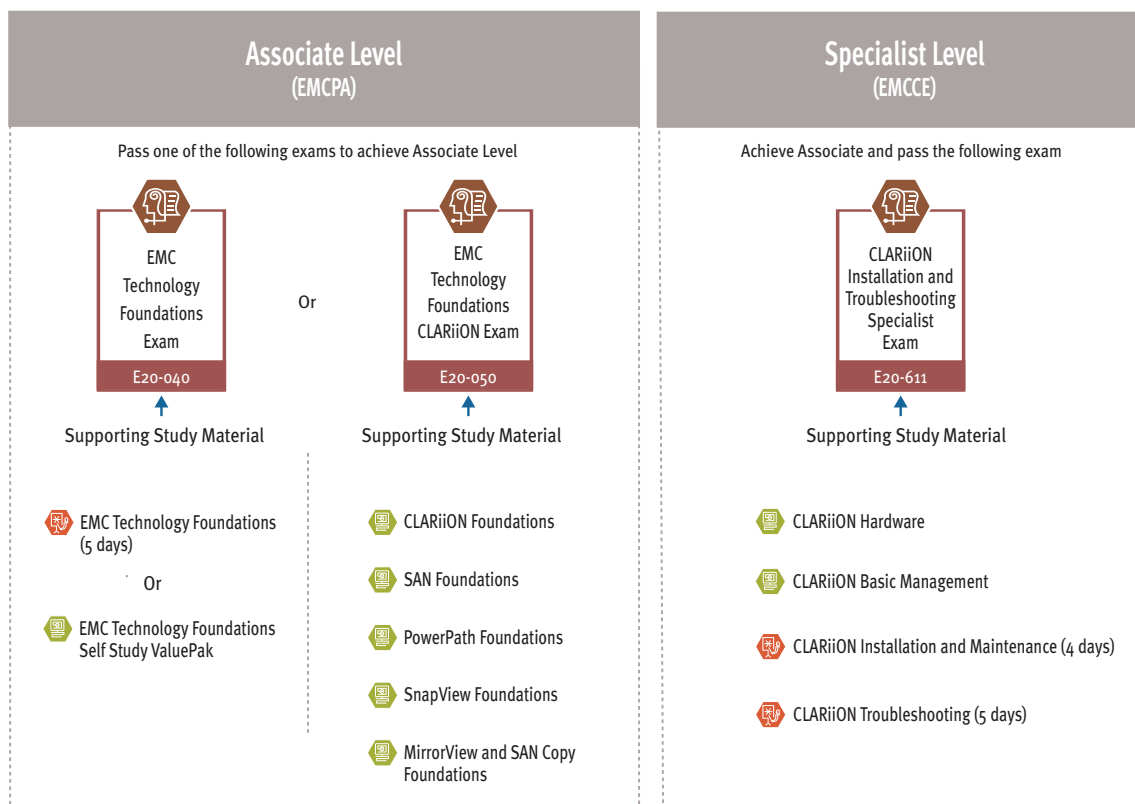
The EMC Proven Professional Customer Engineer track certifies partners in the installation, maintenance, and troubleshooting of EMC information storage and management hardware. Development of expert knowledge in the installation and configuration of Symmetrix, CLARiiON, and Celerra platforms in various operating system and network environments is available through this track and its related specialties. In addition, this hardware-focused track ensures that participants can troubleshoot successfully and maintain the core of an EMC networked storage infrastructure. At the expert level, participants demonstrate functional capabilities with EMC software solutions. Implicit in this recognition is an understanding of installation, configuration, and maintenance best practices and skills. In short, this track is designed for individuals in field service roles with responsibility for EMC hardware. The following specialties are offered within the Customer Engineer track.

Symmetrix Specialty

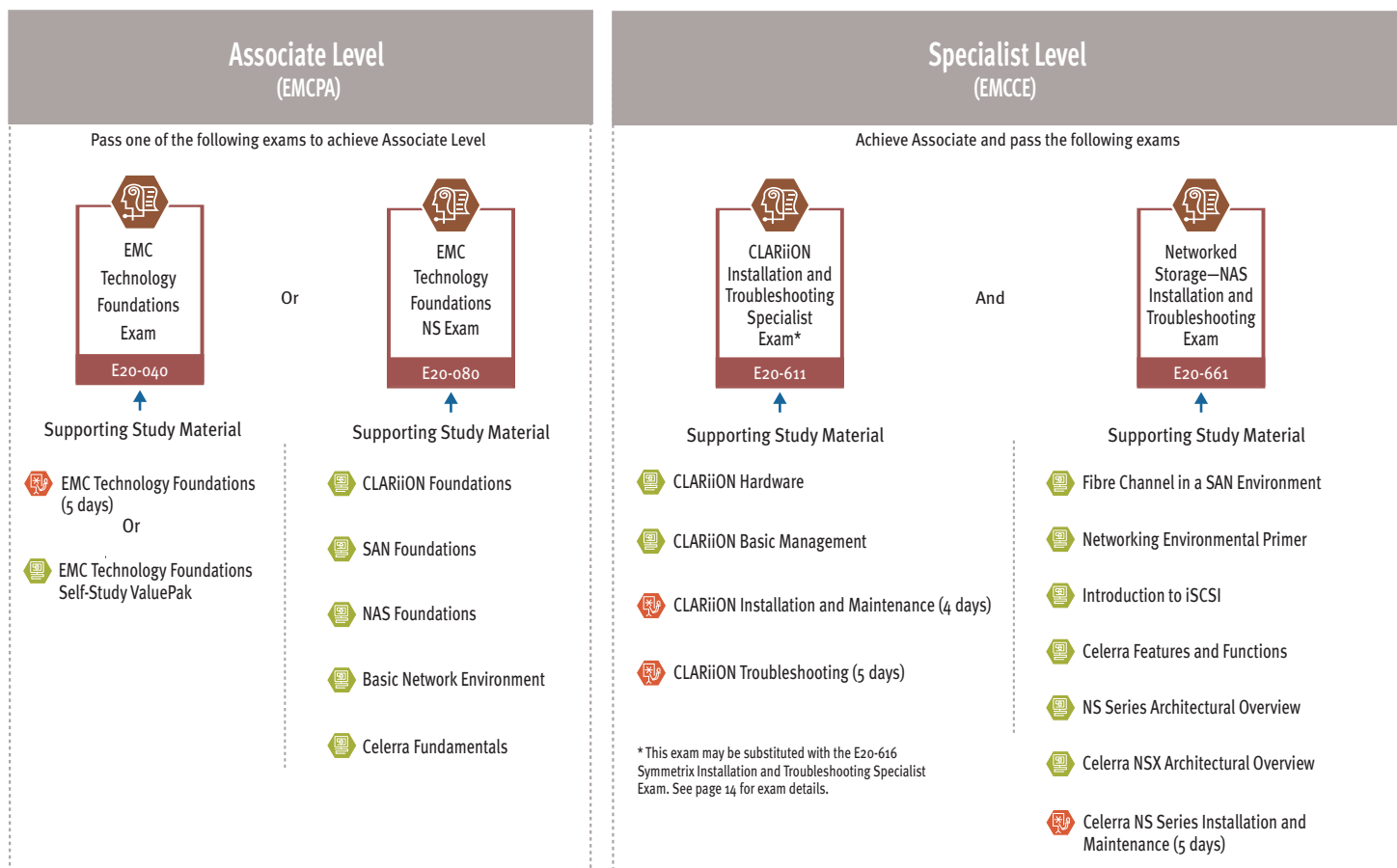


EMC Proven Professional Customer Engineer

CLARiiON Specialty



Networked Storage—NAS Specialty



EMC Proven Professional Customer Engineer

Networked Storage—CAS Specialty



EMC training subscriptions are the easiest and most cost effective way to achieve EMC Proven Professional certification. Subscription holders are entitled to unlimited classroom and online training for an entire year, plus three Video Instructor-Led Training titles, all at one low price. You'll also get three free exam vouchers to complete the certification exams. Contact EMC Education Services for more information.

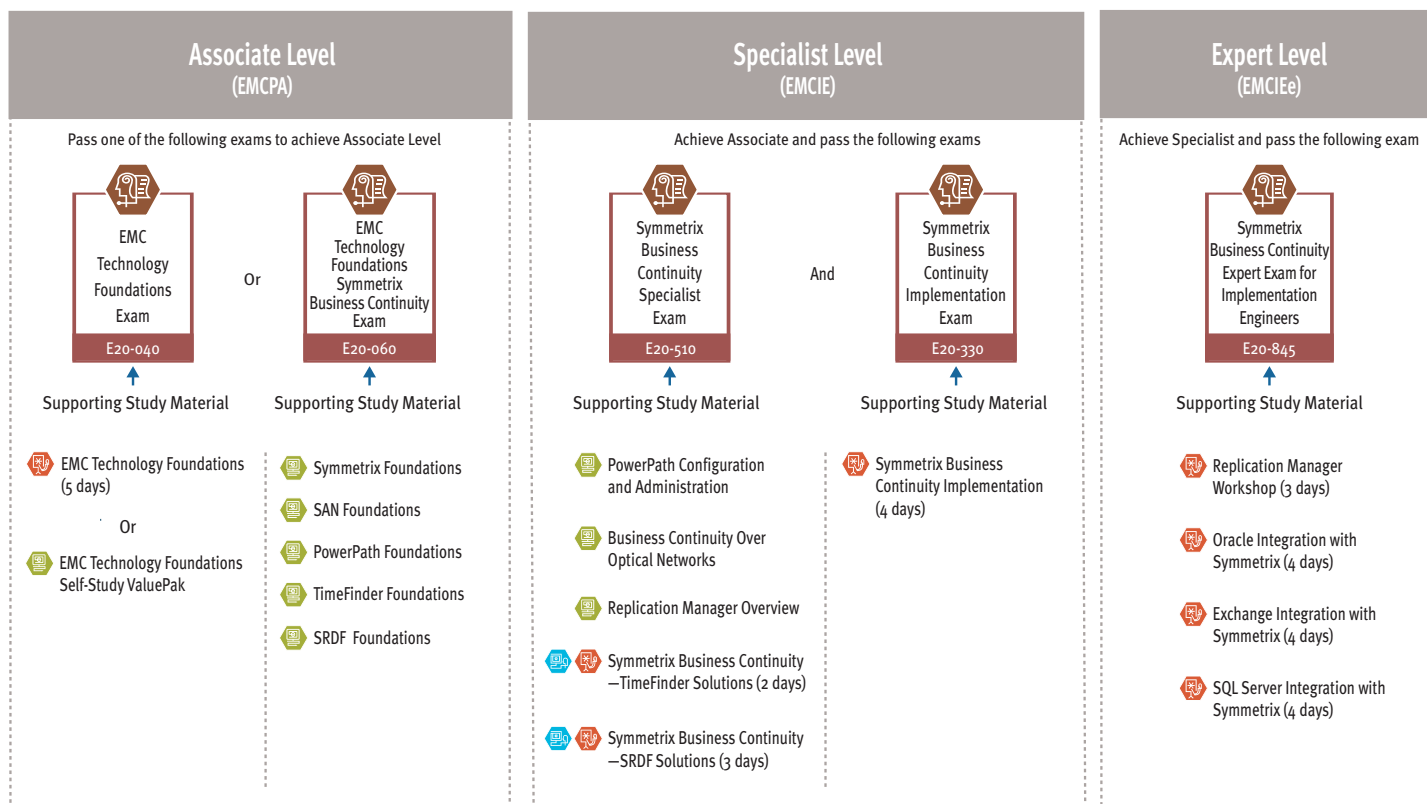
EMC Proven Professional Implementation Engineer

Certification Track for EMC Partners



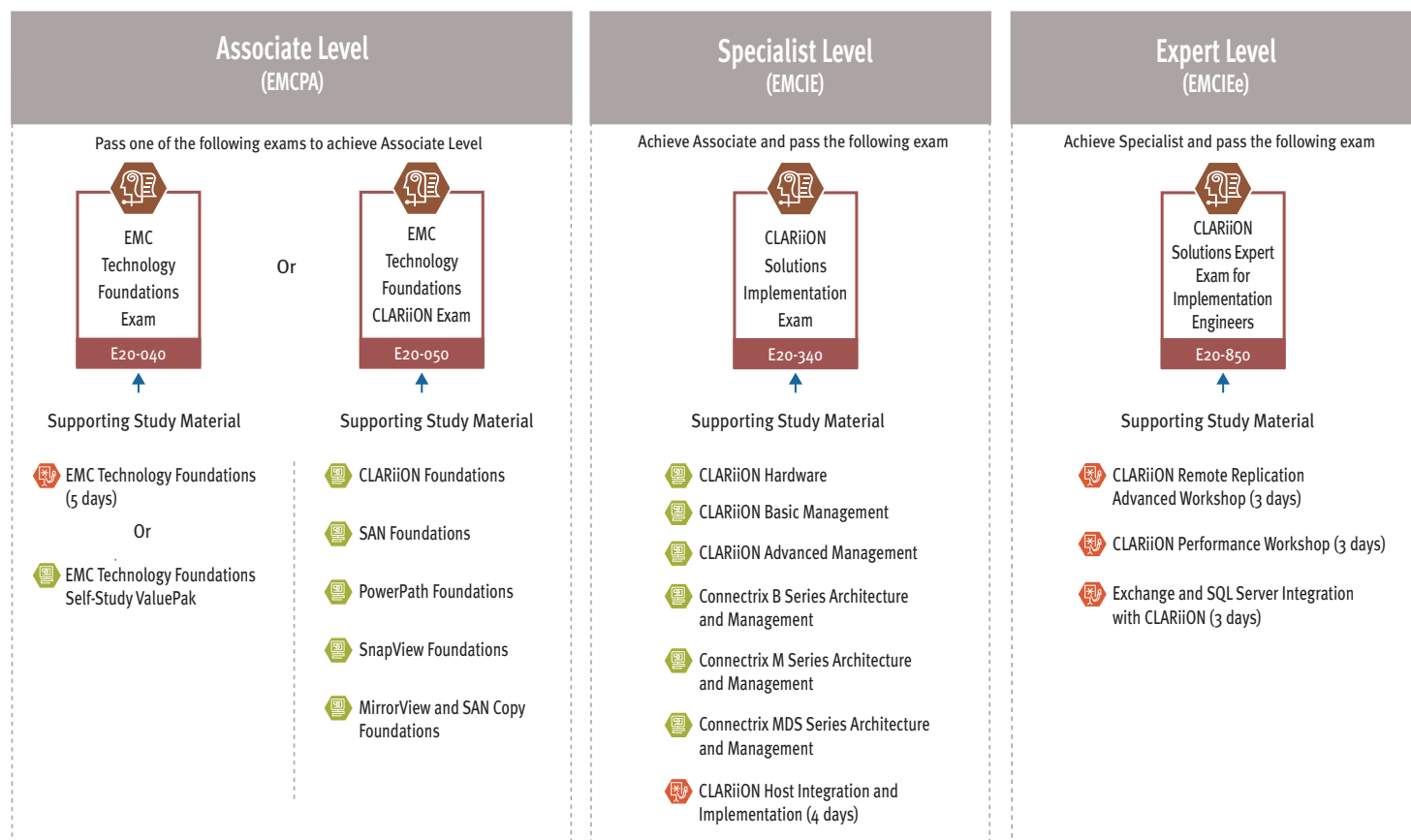
The EMC Proven Professional Implementation Engineer track certifies partners in the implementation, configuration, and troubleshooting of EMC networked storage solutions. Development of expert knowledge in the implementation and configuration of networked storage, backup and recovery, and business continuity software and solutions in multiple storage platforms, operating systems, and network environments is available through this track and its related specialties. In addition, this software-focused track ensures that participants can successfully troubleshoot implementation and post-implementation issues as they arise in customer environments. Implicit in this recognition is an understanding of EMC best practices for planning, implementing, and troubleshooting integrated storage software solutions. In short, this track is designed for individuals in field and professional service roles who focus on implementing EMC solutions and maintaining EMC software. The following specialties are offered within the Implementation Engineer track.

Symmetrix Business Continuity Specialty

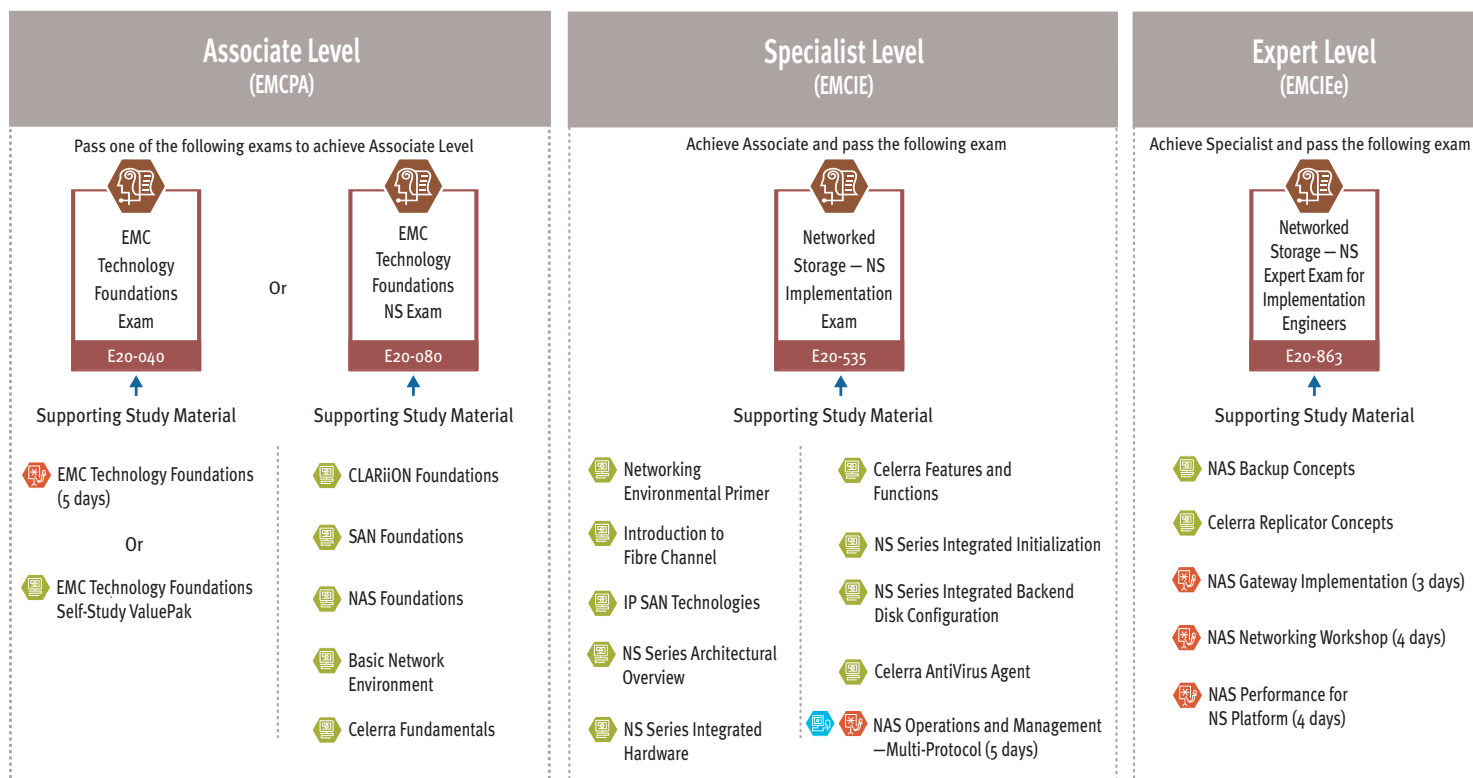


EMC Proven Professional Implementation Engineer

CLARiiON Solutions Specialty

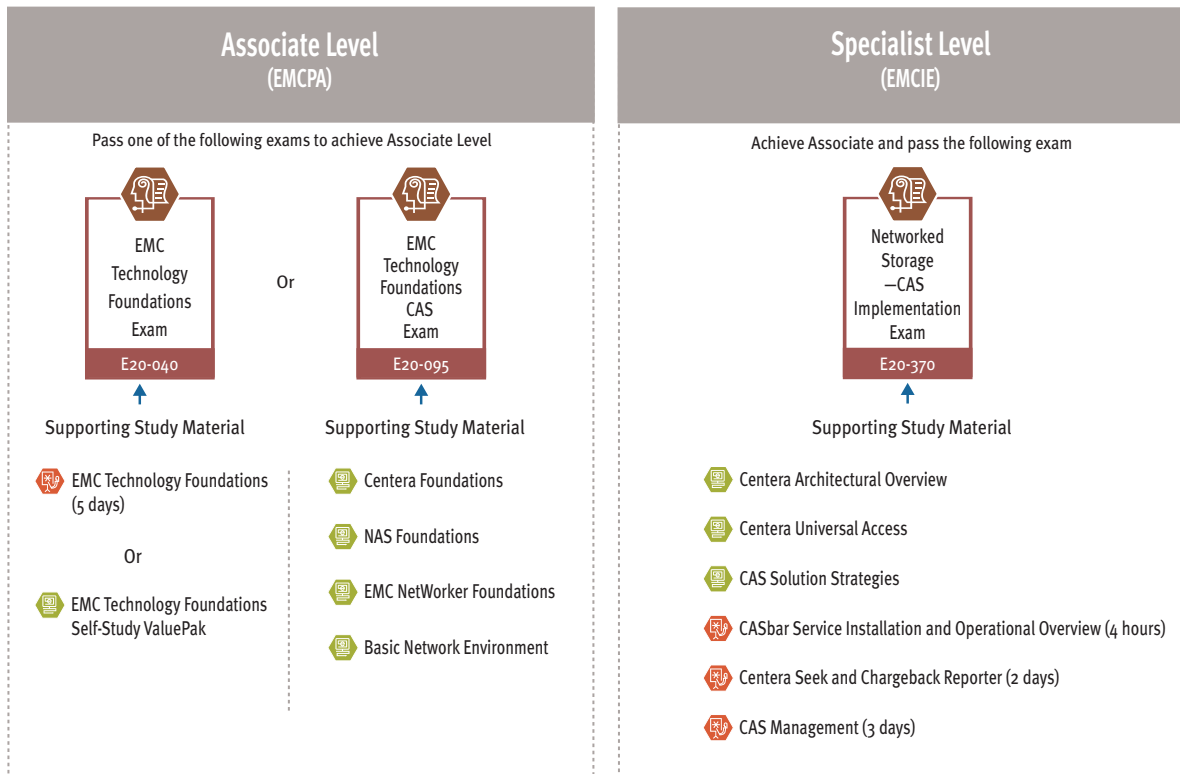


Networked Storage—NS Solution Specialty

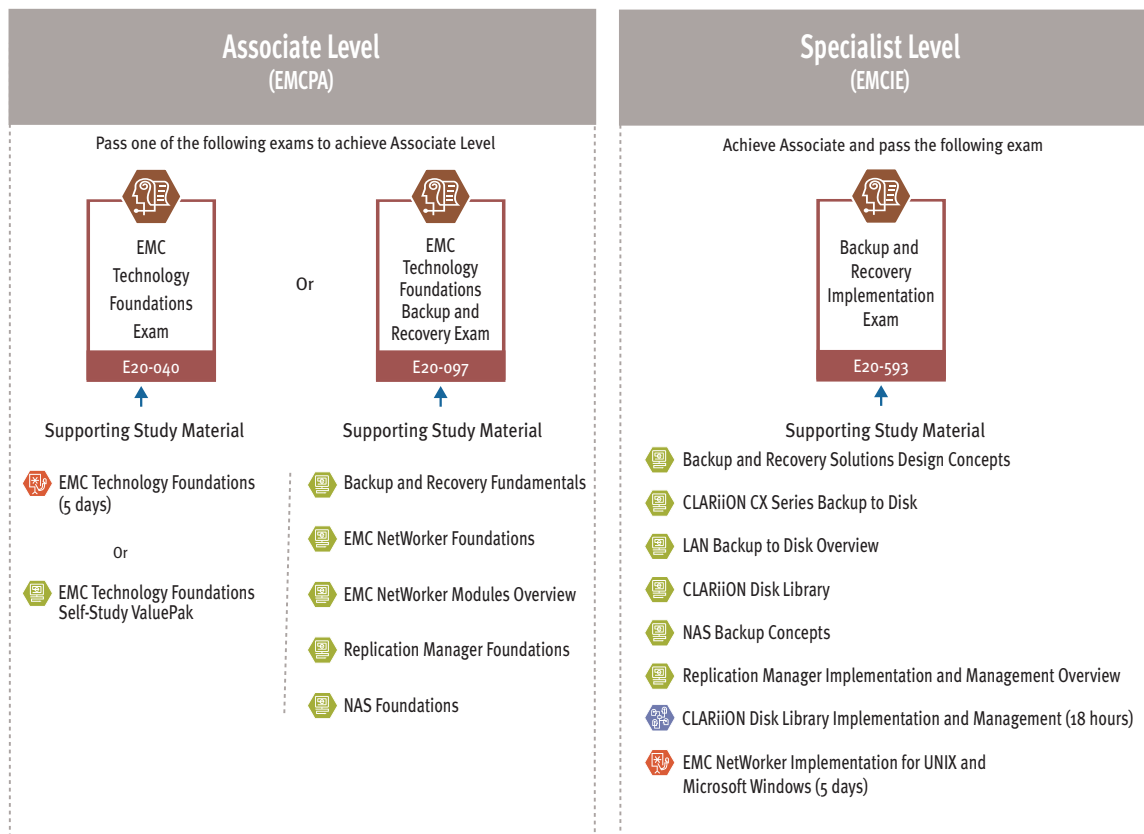


EMC Proven Professional Implementation Engineer

Networked Storage—CAS Specialty



Backup and Recovery Specialty



Product/Technology-Specific Certification

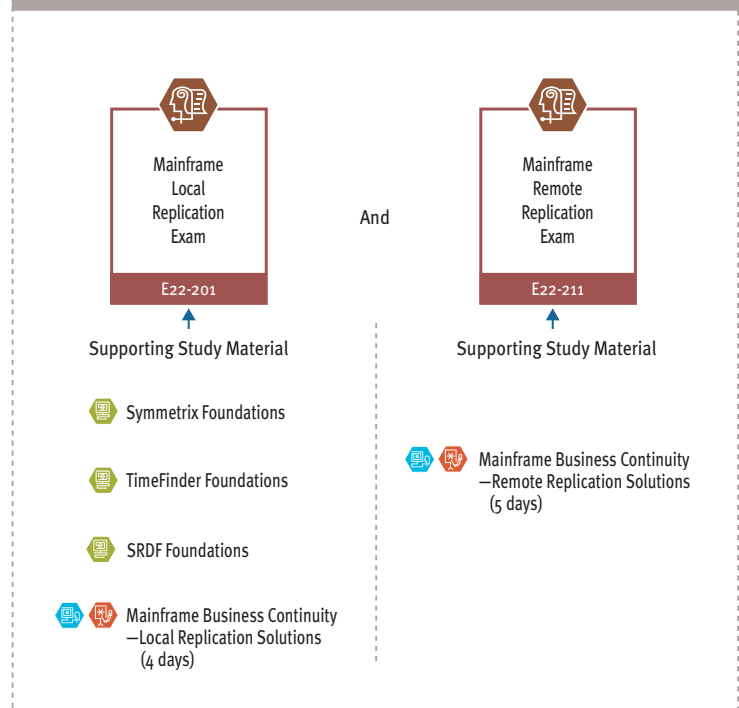
Certification Track for EMC Customers and Partners

NEW



Certifications within this category are suitable for those responsible for implementing, using, and managing specific EMC products (i.e., EMC NetWorker 7.2) or technologies (i.e., Mainframe Business Continuity). Product/Technology-Specific certifications differ from other EMC Proven Professional certifications in that they apply to a focused product or technology area instead of a broad range of related technologies.

Mainframe Business Continuity



Availability

EMC Availability Administrator

E22-106

Supporting Study Material

EMC AutoStart 5.1 Administration

Messaging

EMC EmailXtender and EmailXaminer Administrator

E22-183

Supporting Study Material

EMC EmailXtender 4.7 Administration for Microsoft Exchange

EMC EmailXtender 4.7 Administration for Lotus Notes

EMC EmailXaminer 3.x Administration*

EMC EmailXtender Foundations

* Relevant to Exam E22-183 only.

EMC EmailXtender Administrator

E22-181

Administrator

EMC NetWorker 7.2 Administrator

E22-128

Supporting Study Material

EMC NetWorker 7.2 Administration for UNIX (4 days)

EMC NetWorker 7.2 Administration for Microsoft Windows (4 days)

EMC NetWorker Foundations

Specialist

Achieve Administrator and pass the following exam

EMC NetWorker 7.2 Specialist

E22-141

Supporting Study Material

EMC NetWorker 7.2 Advanced Administration for UNIX and Microsoft Windows (3 days)

Accreditation Overview

In addition to the highly technical roles and tracks for certification, EMC Proven Professional includes two accreditation tracks for those in sales and systems engineer (SE) roles at EMC Velocity² partner organizations. EMC Proven Professional accreditation strives to prepare individuals in these roles to successfully position and sell EMC technology solutions.

Upon completion of the associated Sales and SE Accreditation tests, participants will be allowed to use the Sales and SE Accreditation logos.



Sales Accreditation

EMC Proven Professional Sales Accreditation validates a participant's knowledge of EMC solutions and helps to drive incremental business by provid-

ing customers with a high level of confidence. To earn Sales Accreditation status, those enrolled in the program must complete nine courses from the Sales Accreditation offerings and pass the corresponding tests with an 80 percent or better score. These courses and tests are available at no charge on Powerlink.



SE Accreditation

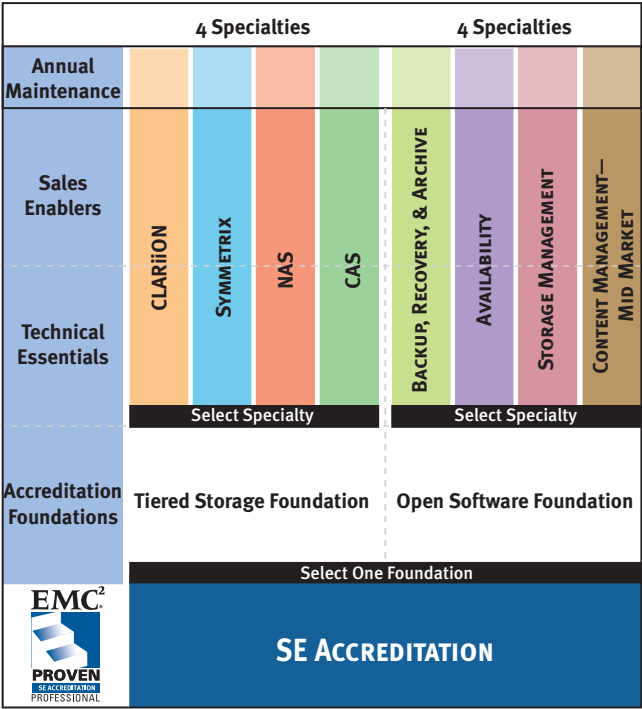
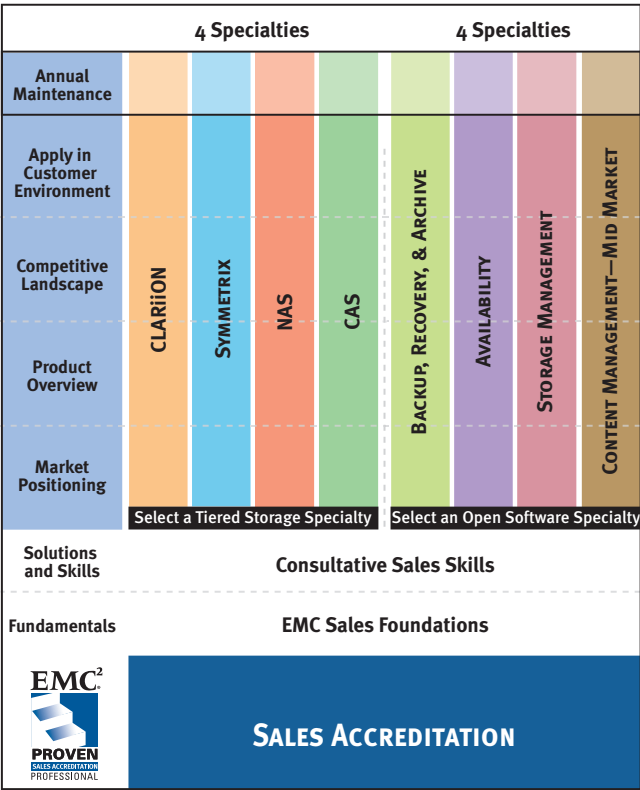
EMC Proven Professional SE Accreditation provides a solid technical and sales foundation for systems and sales engi-

neers. There are eight specialties from which to choose, each consisting of three segments: Foundations, Technical Essentials, and Sales Enablers. In order to achieve SE Accreditation, you must successfully pass one test from each of the segments with a score of 80 percent or better. Access to course schedule, registration, and pre-course materials can be found on Powerlink.

SE Accreditation Subscriptions

SEs can participate in any number of courses from the eight specialties listed on the following pages at a fixed cost with an SE Accreditation subscription. Subscriptions are valid for twelve months from the date of purchase.

The achievement of SE Accreditation means you have gained much of the knowledge required for certification. To further your expertise and accelerate your career, consider pursuing EMC Proven Professional certification in the Technology Architect track.

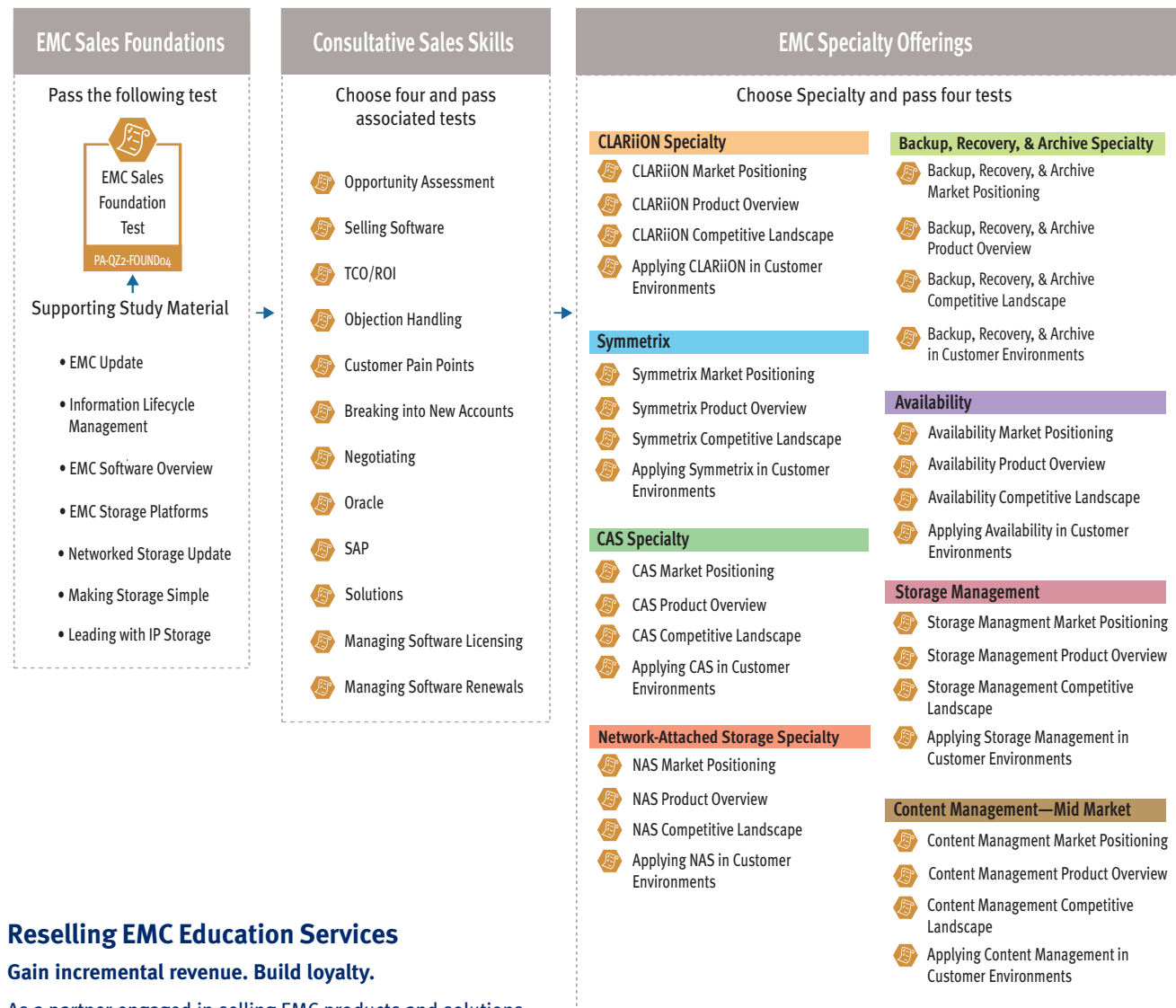


EMC Proven Professional Sales Accreditation

To earn Sales Accreditation status, an individual must successfully pass nine tests across three development groups:

- **EMC Sales Foundations:** A set of seven overview courses and one online test.
- **Consultative Sales Skills:** Choose four courses from a selection of 12. Each course includes one online test.
- **EMC Specialty Offerings:** Choose from one of eight specialty tracks and take the four courses associated with that track. Each course has one online test.

All courseware and tests are available through Powerlink.



Reselling EMC Education Services

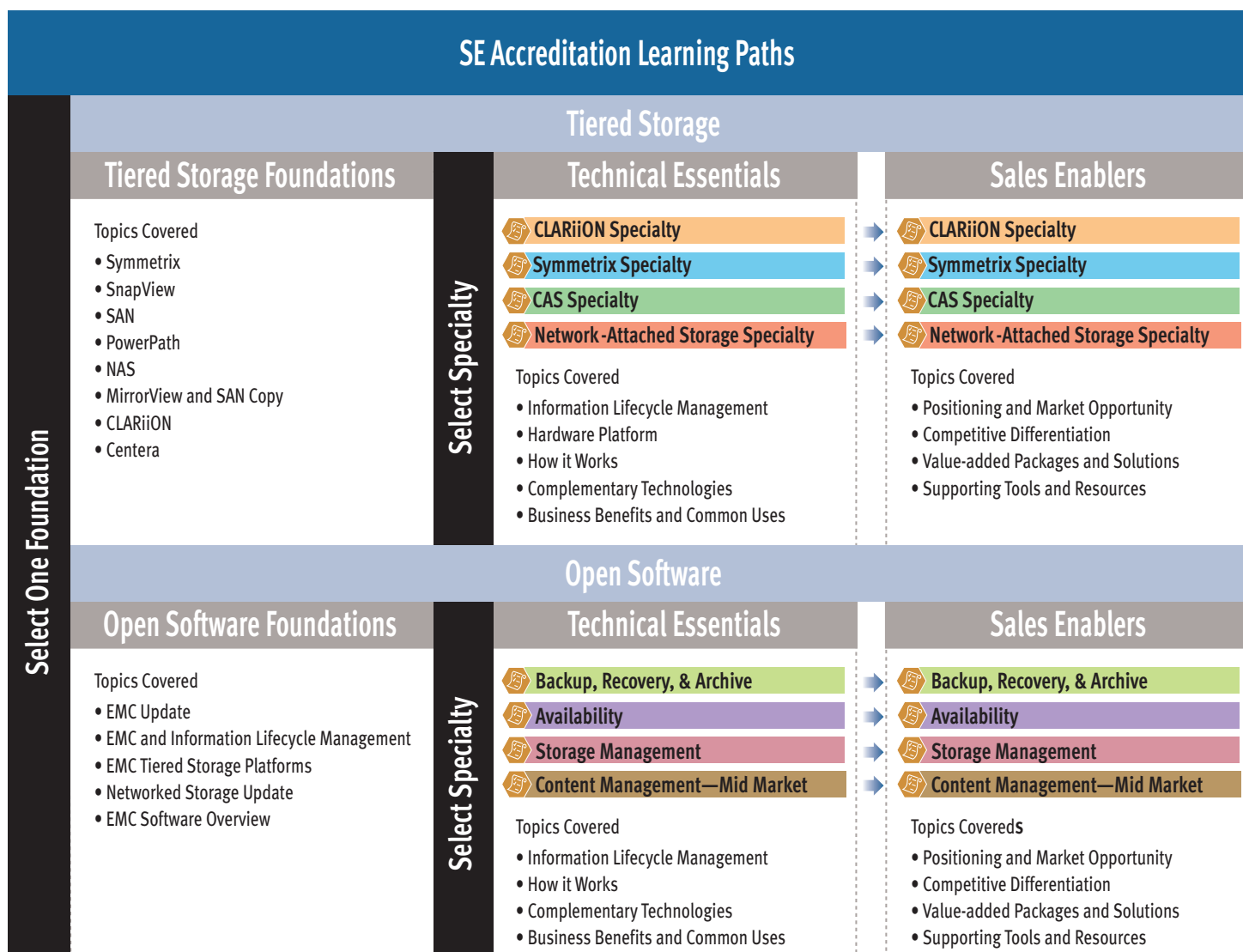
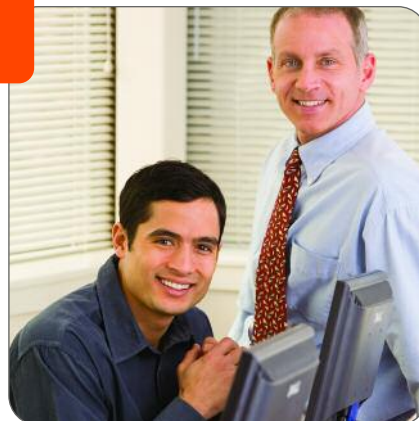
Gain incremental revenue. Build loyalty.

As a partner engaged in selling EMC products and solutions, EMC training is a complementary, value-added service that can benefit your customers and strengthen your relationships. To assist in selling EMC Education Services, there is a comprehensive suite of sales tools available to partners in the Training section of Powerlink. Contact your EMC sales representative or EMC Education Services to learn more about reselling EMC education.



EMC Proven Professional SE Accreditation

The EMC Proven Professional SE Accreditation program consists of eight specialties, each containing three segments: Foundations, Technical Essentials, and Sales Enablers. To achieve SE Accreditation, participants select one of two Foundations and pass the corresponding test. They then select an area of specialty and complete the remaining segments. Visit the Training area of Powerlink for detailed information on any of the eight SE Accreditation specialties, including courseware, tests, workshop dates, and SE Accreditation subscriptions.





Get Proven.

Visit the Training area of EMC.com or
Powerlink to learn more.

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