

# EMC Educational Services for SAP

## The Big Picture

### Constantly evolving technology

- Keep your skills fresh
- Maximize system potentials

### On-Demand e-Learning

- Courses available whenever and wherever you need them
- No travel required

### Curriculum highlights

- Covers all areas
- Technical implementation
- Pre-sales positioning
- Business solutions

## Value statement

SAP landscapes represent some of the broadest, most complex IT environments found today. New paradigms in landscape technology—including the transition to cloud computing and Unified Storage—create new challenges for professionals seeking to remain current with the newest technologies. EMC® educational curriculum is designed to support the full spectrum of SAP-related training needs.

### Classes offered by EMC cover various levels of experience:

- “Introduction to SAP” is for the novice student and covers fundamental concepts and terminology, while other classes facilitate conversations around data center evolution.
- Detailed technical “how to” training is for implementation of EMC solutions for SAP.

### Courses offered support major EMC solution areas for SAP. These include:

- **Virtualization**—learn building blocks in the transition to cloud computing; explore in detail: multi-tiered virtualization of storage, network, and application
- **Backup and Recovery**—crucial to all organizations, techniques supporting database, file systems, and application are covered in addition to use of SAP BR\*tools, EMC Replication Manager, and more
- **Intelligent Cloning**—learn about the use of SNAPS, cloning of JAVA and ABAP-based SAP stacks, and multiple database and operating system combinations
- **Continuous Data Protection**—gain exposure to RTO, RPO best practices, SANTap, and EMC RecoverPoint
- **Information Intelligence**—discover integration with R/3 workflow, typical implementation uses, and immediate cost savings to SAP customers

SAP customers wrestle with these solutions areas on a daily basis. These courses are designed to enable field and partner resources to support their customers through data center evolution and landscape transitions. Material covered in these courses includes technical implementation details; how to position success stories; business justifications; and more.

The knowledge you gain enables you to shift the conversation from selling EMC products to selling EMC-SAP solutions and services. Customer decision makers—those who usually control the funding—are typically interested in solving business problems. These decision makers are also higher in the organizational structure than those who make product or commodity purchases. Raising the discussion to a higher level within customers’ organizations enables you to more easily demonstrate EMC solutions’ added value to your customers. This leads to increased customer satisfaction and loyalty.

## Description

- eLearning classes cover various solutions areas and are created by EMC's SAP experts.
- A student can take the classes at his or her own time and pace.
- Each class includes modules which enable the student to start, stop, and resume classes as needed.
- Many courses end with a short multiple-choice exam that enables you to test your knowledge, re-affirm learning points, and possibly repeat those modules that were not fully understood the first time.
- eLearning courses are offered at an affordable fee and also eliminate various other costs such as travel and hotel.

Note: EMC Education Services also offers a wide range of other classes that covers a variety of technical and general subjects—both online and in physical classrooms.



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### Take the next step

Find out more about EMC's SAP classes by visiting <http://education.emc.com>.

- In the **Course Title:** search box (upper-right part of the screen), type **SAP**.
- Also see **Learning Paths** for specific courses and prerequisites.