



QUICK REFERENCE GUIDE FOR

NetApp Training

Fast Lane is NetApp's only Worldwide Authorized Learning Partner delivering both standard and customized courses in public and private sessions on NetApp storage and security technologies. All instructors are certified by NetApp University and all courses are taught using Authorized NetApp courseware. NetApp Training Units (TUs) are accepted as payment for all Fast Lane delivered NetApp courses.

Fast Lane can work with you or directly with your customer to coordinate a private NetApp class at their location. The class can be a standard program or we can combine topics from several courses to create a learning solution that addresses your customer's precise needs. Many of these courses are also available as Instructor-Led Online (ILO) training via WebEx.

For a complete list of NetApp instructor-led courses, please go to www.fastlaneus.com. New courses including SnapManager for Oracle and Fundamentals of Performance Analysis and Operations Manager 3.7 are available now. New V-Series and SANscreen courses will be available soon.

NetApp Authorized Training Benefits:

- ◆ Adding training to your proposals gives your customer a more complete solution
- ◆ A well-trained customer is a more satisfied customer
- ◆ A well-trained customer requires less technical support and will invest in more storage hardware
- ◆ Sales of TUs provide you with quota relief

Onsite Training Benefits:

- ◆ Customers can talk openly about proprietary network environment and implementation plans
- ◆ Customers have exclusive access to instructor
- ◆ More timely than waiting for public class to come to a convenient location
- ◆ More cost effective — saves travel and expenses for attendees

Questions for Customers:

- ◆ Does your workforce possess the skills and knowledge required to integrate new NetApp technologies?
- ◆ Does your organization require or need certified individuals?
- ◆ Who determines training needs?
- ◆ Who is responsible for the training budget?



For Additional Information Contact:

Alan Lee
VP of Sales
alan.lee@fastlaneus.com
(919) 674-3102



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Training Unit Requirements

Public Class TUs:

- ◆ 12 TUs per student per day of training, i.e., a five day DOTF class requires 60 TUs

NOTE: The ten-day Fast Lane exclusive NCDA Boot Camp requires 133 TUs per person and includes Prometric test vouchers. The five-day Fast Lane exclusive Advanced NCDA Boot Camp requires 70 TUs.

On-site TU Requirements (standard or tailored programs):

- ◆ 540 Training Units (TU's) = 5 day class at customer's site for up to 12 students
- ◆ 432 Training Units (TU's) = 4 day class at customer's site for up to 12 students
- ◆ 324 Training Units (TU's) = 3 day class at customer's site for up to 12 students
- ◆ 1 and 2 day tailored onsite classes can be made available upon request
- ◆ Other services such as off-site training rooms can be included at an additional rate as part of an on-site delivery
- ◆ Additional attendees can be accommodated upon request

Proposal Assistance:

We will be happy to assist you in crafting a tailored training component for any proposal; or we can respond on your behalf to a customer RFP for training.

Description of On-site Delivery Features:

Costs Include:

- ◆ Authorized NetApp courseware
- ◆ NetApp Certified Instructor
- ◆ Remote access to hands-on lab exercises
- ◆ Instructor travel and expenses

Customer is to provide a training room with Internet connection, computers for students, and projector to display presentation.

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