





# Delphix Academy for Partners







**Sales (~5 Hours)**

- 5 eLearning Courses
- 1 Learning Path
- 1 Certification
- Workshops
- Sales Advisor
- eLearning or Instructor led



**Solutioning/Presales  
(eLearning ~ 14 Hours)**

- 7-15 eLearning courses
- 3 Certifications
- Hands on labs
- Technical validation shadow
- Demo audible
- POV qualified
- eLearning or Instructor led



**Services  
(eLearning ~ 12-19 hrs)**

- 15-25 eLearning courses
- 2 Learning paths
- eLearning or Instructor led
- Current customer setting
- Hands on labs
- 3 Role based certifications
- Implementation Shadow
- Technical Deployment Advisor

## Foundational

Foundational-level training provides a solid foundation in both the concepts and essential activities to get started with Delphix.

## Competency

Competency-level certification provides learners with a deeper level product understanding to prepare them for customer facing engagements.

## Role-based

Role-based certifications provides learners with applied skills to use Delphix more competently in their field of expertise. They are mentored by a Delphix field engineer in a customer setting.

## Mastery

Master-level certification indicates a learner has achieved all role based badges and is truly a Delphix Master in the learning path.

# Digital Credential Program for Delphix Partners



*“By providing a syndicated badging solution for Delphix Partner certifications, our most impactful partners can be recognized for their achievements while also making use of their credentials within their networks on social media platforms and within the industry,” said Steve Karam, VP of Enablement and Training at Delphix. “For customers, these verifiable achievements make it easy to identify consultants who have the right skills to deploy and make the most out of the Delphix platform.”*

- Our new digital badging system allows learners to:
  - Easily manage and share achievements to his or her LinkedIn profiles, Twitter accounts, and more
  - Add credibility to verified achievement
  - Get early access to our roadmap sessions and product feature updates available to badge earners
- These verifiable achievements make it easy for customers to identify consultants who have the right skills to deploy and make the most out of the Delphix platform
- These badges are a powerful tool to validate skill levels and claim mastery to customers and the wider tech community. Individuals have the opportunity to expedite their career progression by showing various levels and combinations of competency and mastery along the way.

# Organizational Level

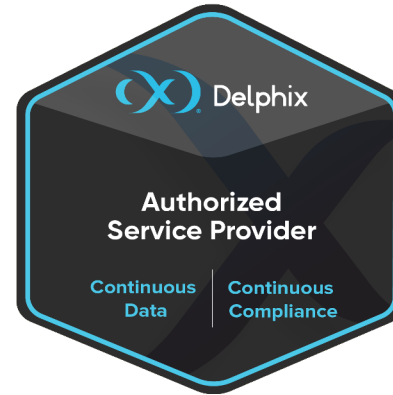
## Master Reseller



### *Organizational Level*

- 2 Authorized Sales Reps
- 2 Master Solution Engineers
- Recommendation by Delphix Channel Sales Manager

## Authorized Service Provider



### *Organizational Level*

- Minimum of 2 Master Field Engineers In the Discipline
- Recommendation by Delphix Channel Sales Manager

# Sales Representatives

## Authorized Sales Representative



### *eLearning Sales (~ 5hrs)*

- Sales Enablement
- Sales Demonstration
- Software Development Lifecycle
- Data Compliance and Masking
- Partners: How to work with the Delphix Teams

**Foundational**

## Master Reseller



### *Organizational Level*

- 2 Authorized Sales Reps
- 2 Master Solution Engineers

# Presales Engineering Track

## Pre-Sales Engineer Learning Path



### *eLearning Presales (~ 8.5hrs)*

- Sales Enablement
  - Sales Demonstration
  - Software Development Lifecycle
  - Data Compliance and Masking
  - Partners: How to work with the Delphix Teams
- 
- Solutioning features
  - Architecture overview



**Foundational**

## Solution Engineer Learning Path



### *eLearning Presales (~ 5.5hrs)*

- Architecture and sizing
- How to demo the Delphix features
- Self-service
- Replication
- Mask profiler
- Selective data distribution
- Cloud adoption (Replication)
- Objection handling
- Proctored demo
- Hands-on Lab Exercises(optional)



**Competency**

## Mastery Learning Path



## Master Solution Engineer

### *Customer Facing Engagements*

- Shadow demo x2
- Shadow POV x2

**Mastery**

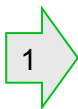
# Masking Professional Services Track

## Data Masking Specialist Learning Path



### eLearning Masking (~ 8.5hrs)

- Launching the appliance
- Configure masking
- Masking administration
- Connecting to data sources
- Identifying sensitive data
- Securing the data
- Optimizing performance
- Partners: How to work with the Delphix Teams



**Foundational**

## Data Masking Engineer Learning Path



### eLearning Masking (~3hrs)

- Project planning
- Complex source masking
- Tokenization/Reidentify
- Profiling many sources (API)
- DevOps integration for masking
- New Features 6.0 thru 6.0.5
- Hands-on Lab Exercises



**Competency**

## Customer Facing Engagements



*Technical Project Manager*



*Data Masking Architect*



*Data Masking Consultant*



**Role-Based**

## Mastery Learning Path



**Data Masking Master Field Engineer**

*Achieve all 3 Customer Facing Badges & complete the eLearning*

**Mastery**

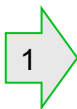
# Virtualization Professional Services Track

## Data Virtualization Specialist Learning Path



### eLearning Virtualization (~ 13hrs)

- Launching the appliance
- Configure virtualization
- Intro to data ingestion
- Capacity planning and sizing
- Fundamental best practices
- Virtualization for Delphix admins
- Monitoring and log management
- Self-service and replication
- Dataset performance optimization
- Partners: How to work with the Delphix Teams



Foundational

## Data Virtualization Engineer Learning Path



### eLearning Virtualization (~ 3.5hrs)

- Project planning
- API integrations
- DevOps integrations
- Cloud architectures
- Deployment architectures
- Public reference repositories
- New features 6.0 thru 6.0.5
- Hands-on Lab



Competency

## Customer Facing Engagements



Technical Project Manager



Data Virtualization Architect

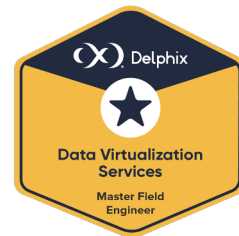


Data Virtualization Consultant



Role-Based

## Data Virtualization Master Field Engineer Learning Path

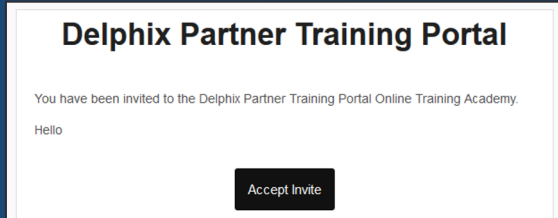


Achieve all 3 Customer Facing Badges & complete the eLearning

Mastery

# Login into our training portal to get started with your enablement

## Invitation Email



<https://training.delphix.com/>

Filter for the appropriate course or learning path.

We suggest to start with the “Specialist” Learning path for Virtualization and / or Masking.

PreSales Learning Paths can be found via “PreSales” and filter “Learning Path”

