

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



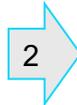
Foundational

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



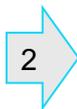
Foundational

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

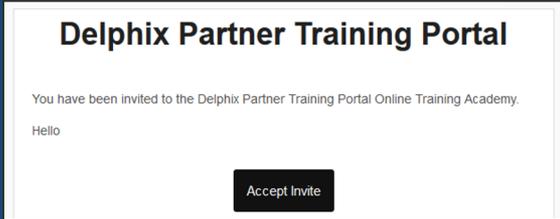


Achieve all 3 Customer Facing Badges & complete the eLearning

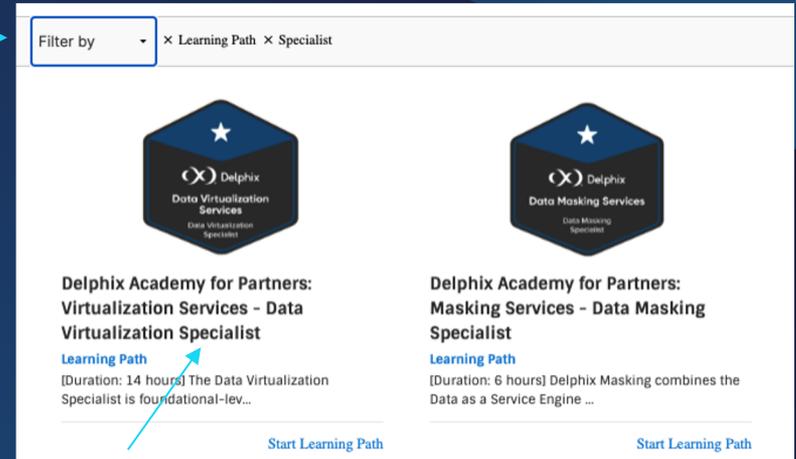
Mastery

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”

