



World-class IBM training

Get more out of your technology investments

Critical business drivers demand training

Up-to-date technology skills form the foundation for any successful technology implementation. But technological competence is a moving target. New products and platform upgrades quickly lead to skill obsolescence, and competition for talent ratchets up the need for high-quality training. Buy training when you buy technology, because...

- **Technology skills are quickly outdated** — Continually evolving technology demands an ongoing training commitment.
- **Today's technologies are complex** — Your systems and applications are your organization's lifelines. Ensuring that IT employees are well-versed in all features and functions is critical.
- **Competition for key talent is fierce** — The career development opportunities training facilitates can be a key differentiator for highly qualified candidates.
- **It's smarter to train than recruit** — Training existing staff is faster and cheaper than finding, recruiting and training new talent.

Training delivers real business value

When training is added to an IBM solution, your company can install systems and applications more efficiently, integrate them more effectively and reap the benefits sooner. A well-executed training program helps organizations achieve competitive success by supporting:

- **Smoother implementations** — New technologies are integrated faster and more effectively.
- **Optimization of resources** — IT staff and end users can get more out of your company's technologies.
- **Quicker issue resolution** — Employees are better able to prevent, find and fix system problems.
- **Fewer end-user support requests** — Properly deployed and managed applications perform better.
- **Greater attraction/retention of valuable employees** — Professional development opportunities draw more desirable candidates and enhance certification opportunities.

IBM – the choice for training

Choose IBM for your training needs, and you're choosing a training partner with an uncommon commitment to your success:

- **Expert instructors with real-world experience** — Our excellent instructors, high quality materials and hands-on labs combine for an experience that keeps students coming back.
- **Single-source solution** — Learners can get all their training needs met in one place with an extensive catalog of IT courses spanning IBM hardware and software; complementary products from our Business Partners; and key technology areas such as Service Oriented Architecture, Linux and security.
- **Global reach** — More than 8,000 classroom and e-learning offerings in our course catalog, with 50,000+ public classes scheduled worldwide every year, and training available in more than 55 countries.



Build your skills —
and your resume.

Sign up today for technical training from IBM

Learn more on page two about our training offerings.



The IBM Training portfolio...

Technical Training

A flexible curriculum encompassing hundreds of courses in dozens of curriculum areas.

- **Public classes** — We offer more than two dozen curriculum areas.

IBM Software Training:

- Application Development Technologies
- Information Management
- Lotus
- Rational Software
- Service Oriented Architecture (SOA)
- Tivoli and Systems Management
- WebSphere Product Family

IBM Systems and Technology Training

- Cisco Certified Training
- IBM Storage and Storage Networking
- IBM System i
- IBM System p, AIX, and UNIX
- IBM System x
- IBM System z (z/OS, z/VM, Linux)
- Linux
- Networking Protocols and Technologies
- **Training paths** — Detailed curriculum guidance illustrates which courses are needed, and in what order, to achieve a specific skill or certification.
- **Certification** — Extensive certification preparation and testing strengthens skills and boosts professional expertise.

Technical Conferences

Bringing together leading-edge thinkers, technology gurus and business experts at more than 30 technical conferences and seminars worldwide.

- **Network with peers and gurus** — Explore the latest trends and product strategies with leading industry thinkers.
- **Try out new product releases** — Onsite labs provide hands-on experience at many events.
- **Build your credentials** — Multiple tracks and sessions for a wealth of educational and certification opportunities.

Training Services

Private training delivered at IBM or at your location, as a standard offering or customized to meet specific training requirements.

- **Onsite training** — Eliminate travel expenses and minimize time away from the job with off-the-shelf or custom courses delivered at your convenience.
- **Instructor mentoring** — Personalized instruction and on-the-job coaching strengthen IT skills and enhance the transfer of learning from the classroom to the job.
- **Blended learning** — Combine classroom and e-learning options to maximize the learning experience and help keep costs in check. Multiple delivery options let learners mix and match for the best fit.

Delivery Methods

Get world-class IBM training when and where you need it — in the format that best suits your organization. Our broad menu of delivery choices makes it easy to accommodate travel constraints and minimize downtime.

- **e-Learning** — Expansive e-learning options enable “anywhere, anytime” training convenience.
- **Instructor-led** — Public training offered in convenient locations around the world, or private training delivered onsite at the client’s location or at an IBM or IBM-partner facility.

IBM Education Pack

A discount purchase program that gives your employees access to the top-notch classroom training, technical conferences and e-learning offerings that IBM is renowned for — at a very competitive price.

- **Flexible** — Multiple entry purchase levels offer savings for a wide range of training budgets.
- **Convenient** — Lock in training dollars at up to 10% off now, train when you need it!
- **Comprehensive** — Select from hundreds of training choices in multiple formats.

IBM Training

Build your skills. Build your value. We can help.

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IBM Corporation
1133 Westchester Avenue
White Plains, New York 10604

U.S.A.

Printed in the United States of America

11-06

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