

# Understanding the NetApp Partner Program

Minimum number of certified partner professional staff required for each country

ACCREDITATION OR CERTIFICATION	STAR INTERNATIONAL	STAR LOCAL	PLATINUM	GOLD	SILVER
<b>NetApp Partner Sales Professionals</b> > NASP Info > NASP Exam & Enrollment	6	6	4	2	
<b>NetApp Partner Systems Engineer Professionals</b> > NASEP Info & Exam	3	3	2	1	
<b>NetApp Professional Services Certification</b> > PSC Info	Yes	Yes	Yes		
<b>Advanced Certifications (NCDA)</b> > NetApp Certification Quick Reference Guide				2	



# NetApp Certification Quick Reference Guide

## NetApp Storage Basic & Intermediate Training

Basic NetApp Configuration and Administration (BNCA)  
DATA ONTAP CIFS Administration (CIFS)  
Data ONTAP NFS Administration (NFS)  
NetApp Protection Software Administration (NPSA8)  
SnapProtect Solution Administration (SPSA)  
SAN Implementation (SANIMP)  
Architecting SAN on NetApp Storage (SANARCH)  
Performance Analysis on Data ONTAP (PAD)  
NetApp MultiStore Administration (NMA)  
Managing NAS and Performance on Clustered Data ONTAP (NASPAD)



## Pre-Sales Certification Part 1

Clustered Data ONTAP Administration (DCADM)



## Pre-Sales Certification Part 2

Clustered Data ONTAP Installation Workshop (NA-COIW)



## Post-Sales Certification

SAN Implementation (SANIMP)  
Architecting SAN on NetApp Storage (SANARCH)  
NetApp Certified SAN Implementation Engineer (NS0-502)  
or  
NetApp Certification Implementation Engineer - SAN, Cluster-Mode (NS0-504)



NetApp Protection Software Administration (NPSA8)  
NetApp Certified Backup and Recovery Implementation Engineer (NS0-510)



# FlexPod Certification Quick Reference Guide

To take the following courses to become a Certified or Premium FlexPod partner you should be

- a.) A NetApp Gold, Platinum or Star Partner and
- b.) A Cisco Gold UCT Partner

## Sales Enablement

- **Application Business Relevance**
- Firefly > <http://www.fireflyeducate.com/Home>

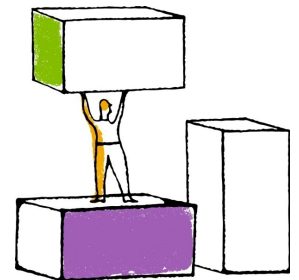
## Pre-Sales Enablement

- **Architecture and Design for FlexPod**
- *2 day instructor led course*
- Fast Lane > <http://www.flane.co.uk/course/fl-adfp>

## Post-Sales Enablement

- **FlexPod Implementation Best Practices**
- *2 day remote lab session*
- TNI Labs > <http://nexus-demo.labgear.net/Home.asp>

x 1 of each are needed for a Certified FlexPod Partner  
x 2 of each are needed for a Premium FlexPod Partner

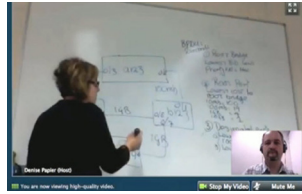
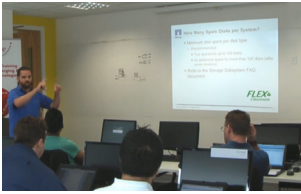


# E-Series Certification Quick Reference Guide

## Configuring and Monitoring NetApp E-Series Storage Systems (NA-CMESERIES)

- > <http://www.flane.co.uk/course/na-cmeseries>

# **Fast Lane Launches New EMEA FLEX™ Schedule!**



Taking you direct into a live instructor led classroom environment without compromising on quality, learning experience or knowledge transfer.

### **Benefits of Fast Lane's FLEX™ Classroom:**

- More courses Guaranteed-to-Run™
- Interactive state of the art on-line training experience
- Remote students can attend from their home or office, saving you time and money on travel and accommodation.

### **Some of the key features of our FLEX™ Classroom are:**

- Instructor-Led Training
- Hands-on labs
- Voice and video for remote students to interact with the Instructor and local students
- Break out rooms that include both remote and local students
- Electronic whiteboard for Instructor notes
- VoIP or conference bridge audio
- Low bandwidth requirements for remote students

**To view our full UK and EMEA training schedule go to:**

<http://www.flane.co.uk/FLEX>



**NetApp FREE exam vouchers  
& web based training!**



**Receive a FREE NetApp exam voucher for any of the following certification courses listed below, if you book the following courses together:**

- ( **Data ONTAP 7-Mode Administration (D7ADM)**  
+  
**Accelerated NCDA Bootcamp 7-mode (ANCDABC87)** )
- Clustered Data ONTAP 8.2 Administration (DCADM)**
- ( **SAN Implementation (SANIMP)**  
+  
**Architecting SAN on NetApp Storage (SANARCH)** )

**We will also provide you with access to the web based training required to meet the pre-requisites for your desired course.**

# Tailored, Bespoke & Closed Courses

Fast Lane specialises in tailoring courses and curricula to suit your company's requirements and objectives, whilst taking into consideration the delegates level of knowledge and expertise.



## Why Opt for a Fast Lane closed training course?

- **Reduced Cost** > travel and hotel costs are eliminated for onsite courses.
- **Less disruption to your business** > courses are scheduled to suit you.
- **More effective** > delegates benefit from a course tailored to meet their exact requirements increasing the business impact of the training.
- **Save time** > by improving the focus and relevance for delegates, less time is spent on areas outside their skill requirement.



Whether it's a standard authorised vendor course, specialised technology training, or a workshop designed for your company, our Subject Matter Experts can conduct every type of training session on site at your company's premises or a closed course at a location of your choice.

