

Realize Technology Value with Training

An IDC Infographic sponsored by Hewlett Packard Enterprise (HPE)

Training Matters

\$24% HIGHER PROFIT MARGIN at companies with comprehensive training

1 hour of training **SAVES** **5 hours** of lost productivity

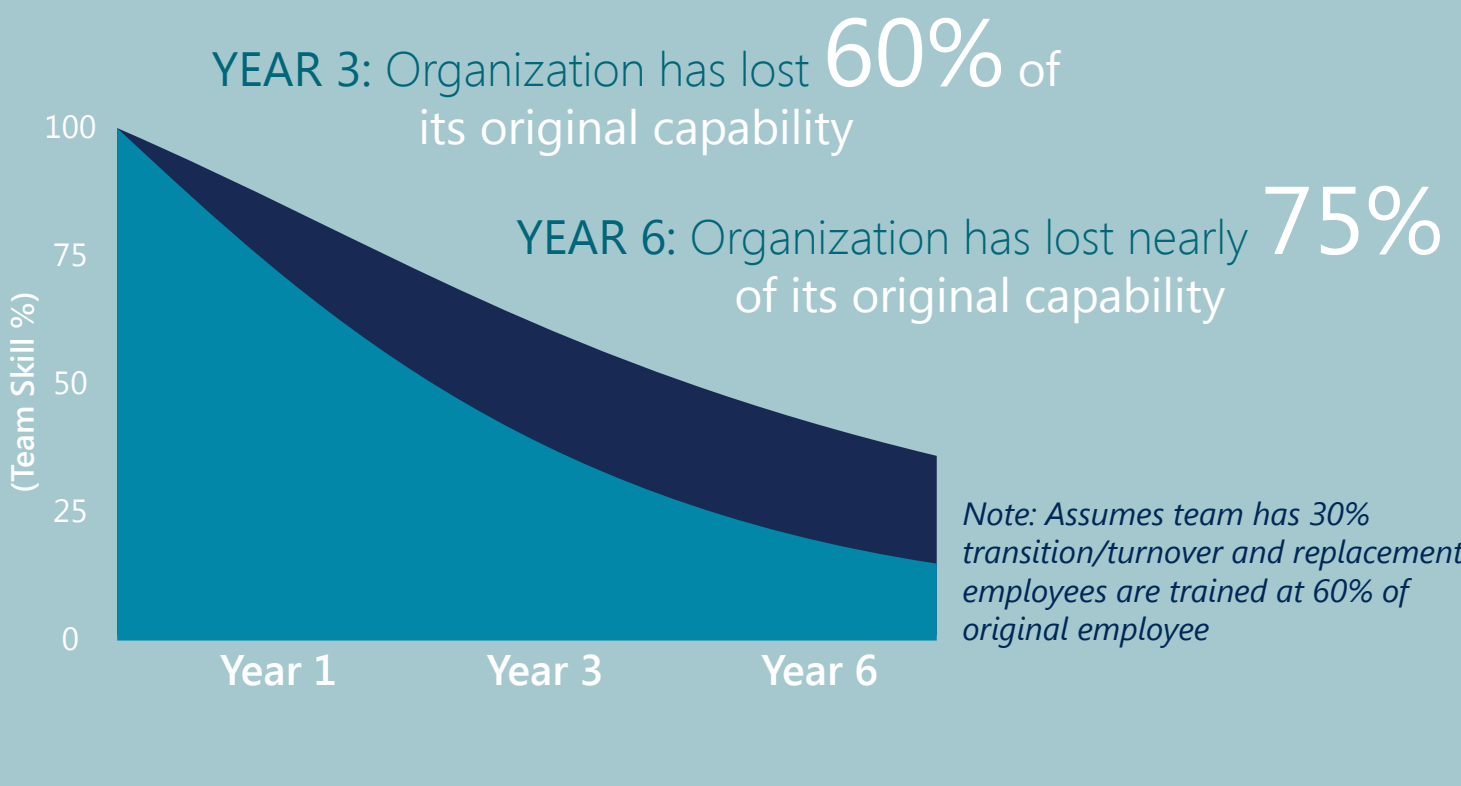
50% LESS SUPPORT NEEDED for trained users

21% LESS TIME NEEDED by support teams to fix problems

80% of IT managers say **TRAINING CRITICAL** to project success

Ongoing Training Matters

Skills and performance degrade over time without ongoing training



Training and certification increases capability at any time in a professional's career

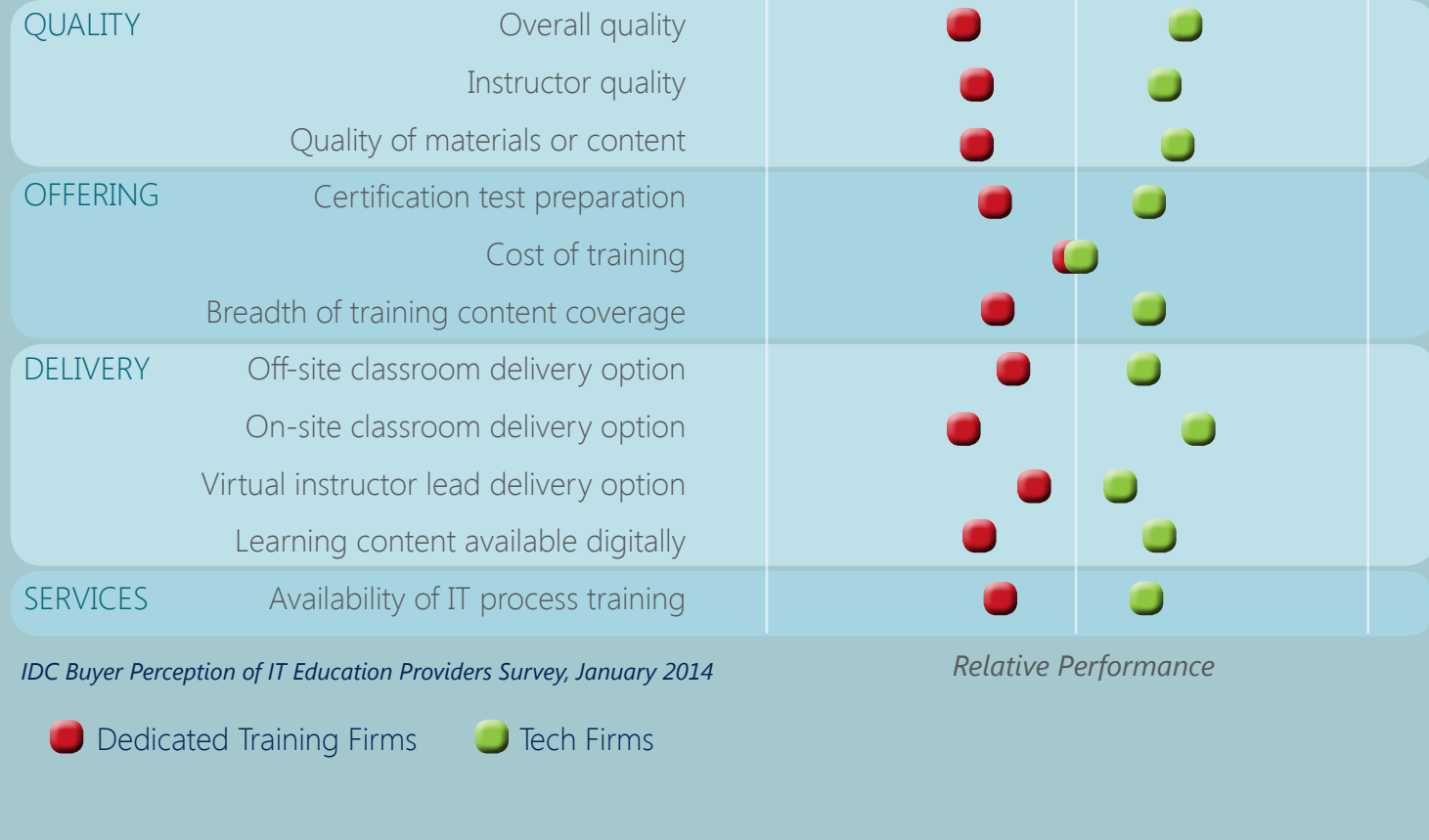


The HPE Value Proposition

IDC MarketScape Leader
4 YEARS Running for
IT Education and Training

Global coverage
Unmatched technical expertise
Targeted education consulting services

Technology Vendors Provide Better Training



HPE is an IDC MarketScape Leader for IT Education and Training in essential skill areas, including:

Project Management Training (IDC#:250178, August 2014)
Cloud Training (IDC#250180, August 2014)
Big Data/Analytics Training (IDC#250181, August 2014)
Storage Training (IDC#250182, August 2014)
ITIL/ITSM Training (IDC#250185, August 2014)
Security Training (IDC#250186, August 2014)
Microsoft Training (IDC#250188, August 2014)

HPE Education Services

Complete continuum of training delivery options



HPE Education Services/Offerings

