

An IDC Infographic sponsored by Hewlett Packard Enterprise (HPE)

Training Matters

HIGHER PROFIT MARGIN at companies with comprehensive training

Thour SAVES 5 hours of lost productivity

50% LESS SUPPORT NEEDED for trained users

21% LESS TIME NEEDED by support teams to fix problems

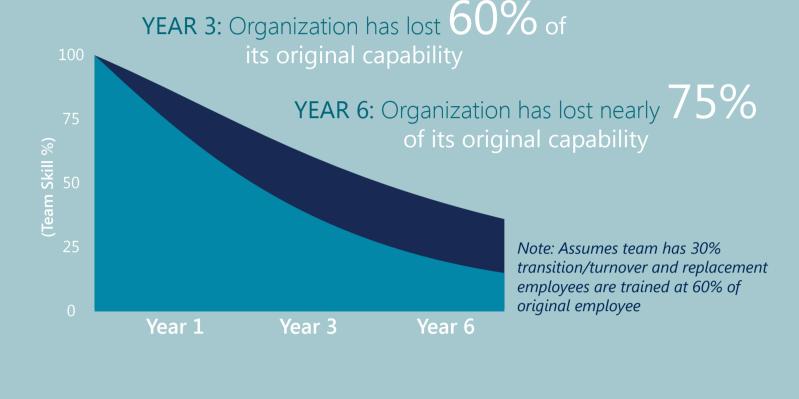
80% of IT managers say TRAINING CRITICAL

to project success

Skills and performance degrade over

Ongoing Training Matters

time without ongoing training



at any time in a professional's career IT professional with certification and 3 years of experience has

Training and certification increases capability



IDC MarketScape Leader 4 YEARS Running for IT Education and Training

The HPE Value Proposition

Global coverage Unmatched technical expertise Targeted education consulting services

Technology Vendors Provide Better Training

Overall quality

Instructor quality

Cost of training

Quality of materials or content

Certification test preparation

QUALITY

OFFERING

DELIVERY

Weaker

Parity

Stronger

Breadth of training content coverage Off-site classroom delivery option



ITIL/ITSM Training (IDC#250185, August 2014) Security Training (IDC#250186, August 2014) Microsoft Training (IDC#250188, August 2014)

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)

HPE Education Services Complete continuum of training delivery options



Self-Paced

eLearning

Systems



Video On-Demand

Instruction



Services, please visit the HPE web site at: www.hpe.com/services/education

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Analyze the Future