

Partner Training & Certification Guide



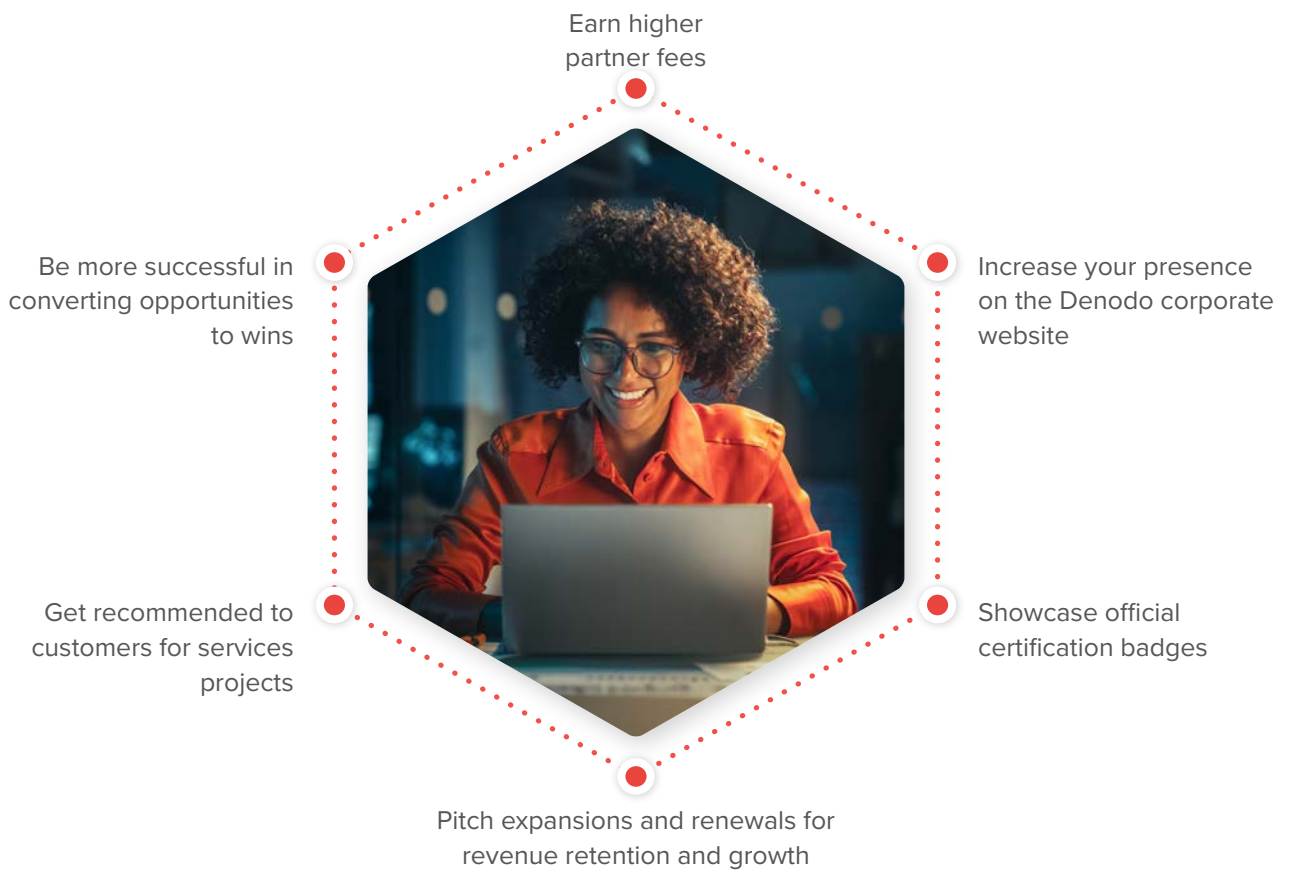
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Unlock Your Team's Potential

The Denodo Partner Training & Certification program delivers world-class curriculum with professional certification to position, develop, showcase, and deploy the Denodo Platform. Through our training, you may choose from Business, Technical, Product, Demo, Proof-of-Concept (PoC), and Implementation Ready courses of study, providing unparalleled opportunities to elevate your team's skills and maximize value to customers.

Completion of Denodo training and certification empowers you to:



This guide provides the key to unlock your expertise with Denodo, empower the professionals in your team, and drive client results.

Access Training & Certification

TRAINING DISCOUNTS

Free

Unlimited on-demand training and certification for all partners

50%

Discount on live, instructor-led training for all Foundation, Silver, Gold, Platinum partners

25%

Discount on live, instructor-led training for all Registered partners



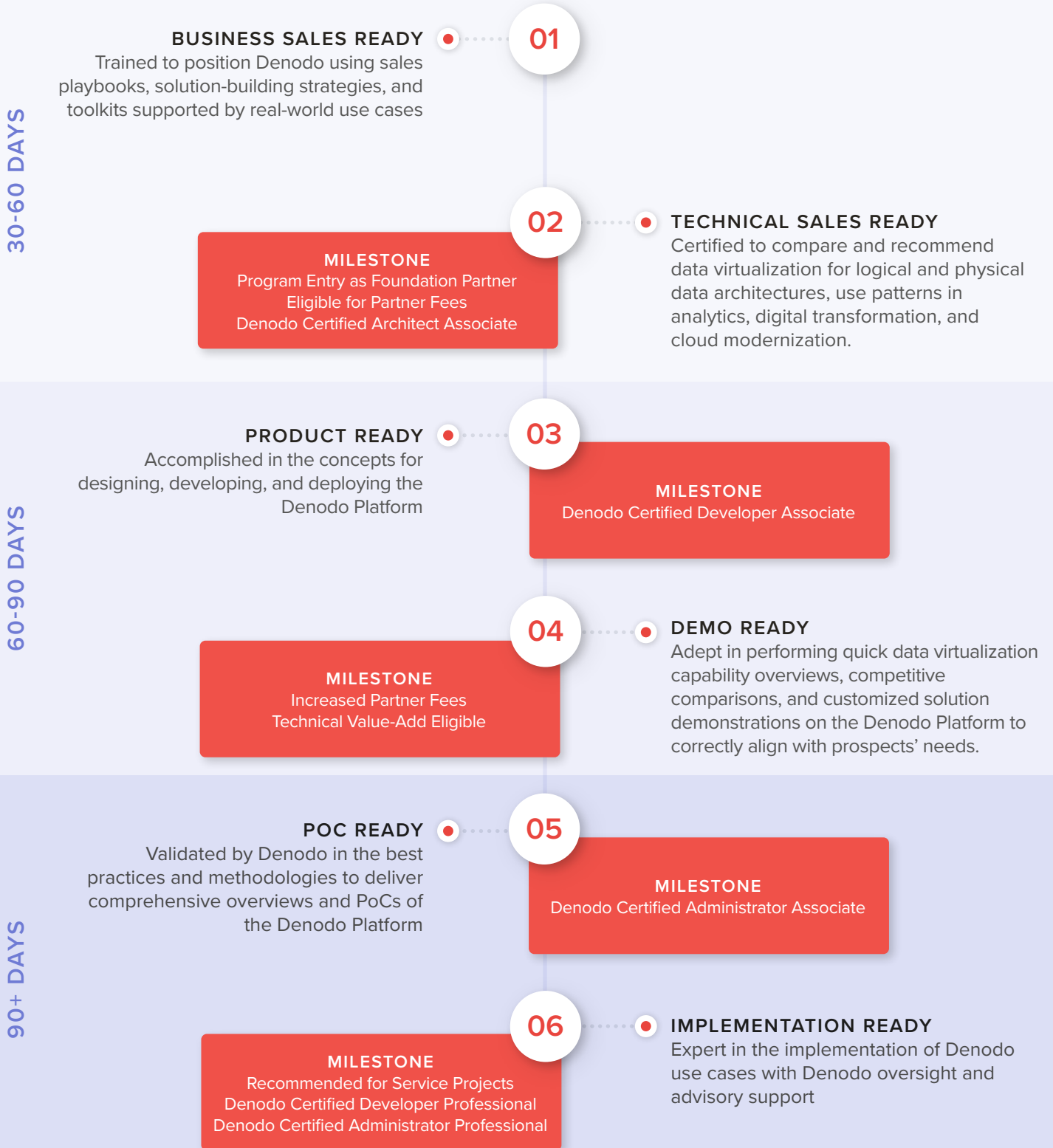
ACCESS TO FREE PARTNER TRAINING, CERTIFICATION, AND DISCOUNTS CAN BE FOUND ON THE **DENODO PARTNER PORTAL**.

To access the training & certification resources from this guide, please make sure you are logged into the **Denodo Partner Portal** at this time.

Readiness Phases & Milestones

The Denodo Partner Program contains six distinct Readiness Phases serving as milestones to validate your expertise and strengthen your credibility in the industry.

Reaching specific Readiness Phases allows you to ascend in the program, receive richer benefits, and differentiate yourself amongst your peers.



BUSINESS SALES READY [PROGRAM ENTRY REQUIREMENT]

Upon completion of this phase, you should be able to:

- Describe who Denodo is, what we do, and why we are different
- Understand how to position Denodo
- Recognize and define Denodo use cases, including when Denodo is not the appropriate use case
- Discuss Denodo competitors, objection handling, and how to respond to questions
- Defend ROI



TRAINING

Fundamentals of Selling Denodo



SUPPLEMENTARY RESOURCES

- **Business Sales Toolkit**
 - Online sales tutorials
 - Corporate messaging & slides
 - Customer case studies
 - ROI tools



TIME TO COMPLETE

- 5 hours for completion of on-demand training
- Additional time as needed to review supplementary resources

TECHNICAL SALES READY [PROGRAM ENTRY REQUIREMENT]

Upon completion of this phase, you should be able to:

- Conduct deep technical presentations on data virtualization
- Explain reference architectures for logical data fabric and data marketplace and compare other approaches (replication, consolidation, etc)
- Explain data virtualization use patterns (logical architectures such as logical data warehouse, data services, data lakes, cloud modernization, etc)
- Discuss sizing and deployment models including hybrid/multi-cloud



TRAINING

Data Virtualization Architect



CERTIFICATION

- **Denodo Platform 8.0 Certified Architect Associate**
 - This exam consists of 35 multiple-choice questions
 - A passing score is 72%
 - [Download Exam Guide](#)



SUPPLEMENTARY RESOURCES

- **Technical Sales Toolkit**
 - Technical FAQs and checklists
 - Solution architecture for use cases
 - Technical handbooks & manuals
 - Architectural diagrams
- **Denodo Community - Architect Resources**
 - Denodo Reference Architecture
 - Solutions and Use Cases
 - Learning Path for Architects



TIME TO COMPLETE

- 8 hours for training course
- 1 hour for Certified Architect Associate Exam
- Additional time as needed to review supplementary resources

PRODUCT READY

Upon completion of this phase, you should be able to:

- Understand the concepts for designing, developing, and deploying real projects with the Denodo Platform
- Maximize the performance of the queries executed on the Denodo Platform
- Define the vision of project management with the Denodo Platform and the roles involved in the project
- Discuss advanced configurations in Denodo views



TRAINING

- [Connecting and Combining Data with Denodo](#)
- [Denodo Performance Best Practices](#)
- [Denodo Project Management](#)
- [Building API Services with Denodo](#)
- [Advanced Configuration of Denodo Views](#)
- [Denodo Platform Endpoints](#)
- [Denodo Data Management](#)



CERTIFICATION

- [Denodo Platform 8.0 Certified Developer Associate](#)
 - This exam consists of 50 multiple-choice questions
 - A passing score is 72%
 - [Download Exam Guide](#)



SUPPLEMENTARY RESOURCES

- [Denodo Community - Developer Resources](#)
 - [Connect, Combine, and Push](#)
 - [Performance Optimization](#)
 - [Learning Path for Developers](#)



TIME TO COMPLETE

- 20 Hours
- 1.5 hours for Certified Developer Associate Exam
- Additional time as needed to review enablement resourcese

Note: It is strongly recommended to complete the Business Sales Ready, followed by the Technical Sales Ready, prior to attempting the Product Ready phase.

DEMO READY

Upon completion of this phase, you should be able to:

- Execute standard demos highlighting data virtualization capabilities and differentiation
- Develop bespoke demos highlighting the value of Denodo for customer-specific needs
- Handle technical Q&A



TRAINING

Delivering an Effective Demo



ASSESSMENT

- Delivering an Effective Demo - Assessment



SUPPLEMENTARY RESOURCES

- **Demo Toolkit**
 - Pre-recorded demo
 - Virtual machine demo
 - Checklists/videos to deliver an effective demo



PREREQUISITES

- **Product Ready Training**



TIME TO COMPLETE

- 2.5 hours for on-demand training courses
- 1 hour for Denodo Demo Professional Assessment
- Additional time as needed to review supplementary resources, prepare demo, etc.

Note: It is strongly recommended to complete both Technical Sales Ready and Product Ready training/certification in sequence, before attempting Demo Ready.

Upon completion of this phase, you should be able to:

- Execute all pre-POC tasks
- Conduct PoC and defend results against success criteria
- Complete a data virtualization implementation across the full project lifecycle
- Optimize performance, service levels and customer satisfaction



TRAINING

- [Denodo Platform Installation](#)
- [Denodo Operations Management](#)
- [Denodo Security Management](#)
- [Denodo Task Scheduling](#)
- [Denodo Performance Monitoring](#)
- [Denodo Deployment Configuration](#)



CERTIFICATION

- [Denodo Platform 8.0 Certified Administrator Associate](#)
 - This exam consists of 40 multiple-choice questions
 - A passing score is 72%
 - [Download Exam Guide](#)



SUPPLEMENTARY RESOURCES

- [PoC Toolkit](#)
 - Templates/requirements to get started with a PoC
 - Methodology to implement a PoC
 - Checklists/videos to deliver a winning PoC
 - Checklists/videos on delivery best practices and 'housekeeping'
 - Sizing tools
- [Denodo Community - Administrator Resources](#)
 - Infrastructure Implementation
 - Security Architecture
 - Operational Best Practices
 - Learning Path for Administrators



PREREQUISITES

- [Product Ready Training](#)



TIME TO COMPLETE

- 14 hours for training courses
- 1.5 hours for Certified Administrator Associate Exam
- Additional time as needed for real-life field experience to plan/deliver a:
 - Pilot or PoC with a Denodo sales engineer.
 - SOW or project implementation with a Denodo technical services and/or Denodo customer success manager.

IMPLEMENTATION READY

Upon completion of this phase, you should be able to:

- Successfully implement a Denodo use case with Denodo oversight and advisory support.
- Have an advanced understanding of designing, developing, and deploying real projects with the Denodo Platform
- Install, manage, and maintain your Denodo deployments



CERTIFICATION

Denodo Platform 8.0 Certified Developer Professional

- This exam consists of 70 multiple-choice questions
- A passing score is 75%
- [Download Exam Guide](#)

Denodo Platform 8.0 Certified Administrator Professional

- This exam consists of 70 multiple-choice questions
- A passing score is 75%
- [Download Exam Guide](#)

*Certifications for Implementation Ready are intended to be completed collectively by members of the partner organization and do not need to be completed by a single individual.



ADDITIONAL REQUIREMENTS

- Technical Sales Ready
- Denodo Proposal Review for a registered opportunity
- Completed Partner Implementation Checklist (download from the partner portal)



SUPPLEMENTARY RESOURCES

- [Implementation Toolkit](#)
 - Data Virtualization Delivery Best Practices with Denodo
 - Data Virtualization Housekeeping



PREREQUISITES

- Product Ready Training & Certification
- PoC Ready Training & Certification



TIME TO COMPLETE

- Prerequisite Readiness Phases
 - Product Ready: 22 hours
 - PoC Ready: 16 hours
- 2 hours for Certified Developer Professional Exam
- 2 hours for Certified Administrator Professional Exam
- Additional time as needed for preparation and approval of:
 - Denodo Proposal Review
 - Partner Implementation Checklist

Recognition & Credentials

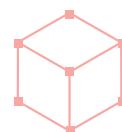
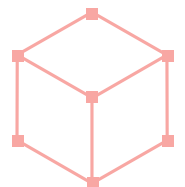
Recognition is granted upon successful completion of training or certification.

	TRAINING COURSE	ASSOCIATE CERTIFICATION	PROFESSIONAL CERTIFICATION
Denodo Certificate	✓	✓	✓
Denodo Badge		✓	✓
Denodo Registry	✓	✓	✓

DENODO CERTIFIED ASSOCIATE BADGES



DENODO CERTIFIED PROFESSIONAL BADGES



The **Denodo Professional Certification Registry** is a public, online registry of individuals who have earned a Denodo certification. It is used by partners and customers to verify, validate and showcase the training and certification credentials of individuals.

FAQs

WHY GET CERTIFIED?

Becoming Denodo Certified earns you recognition for your skills and experience with the Denodo Platform. This will open the door to increased services revenue opportunities, differentiate yourself as a data virtualization professional, enhance your credibility with peers and customers, and enable you to optimize the Denodo Platform so you can do your best work for customers.

HOW MUCH DOES THE TRAINING COST?

On-demand training is free for Denodo Partners. You can register for recommended Training & Certification (aligned with the Readiness Phases) directly from the [Denodo Partner Portal](#). If you wish to complete common courses outside of the Readiness Phases, you may do so using the Promo Codes outlined in this [Step-by-Step Guide](#).

CAN I COMPLETE THE TRAINING COURSES OUT-OF-SEQUENCE?

We strongly recommend completing courses in the recommended sequence to help ensure you are adequately prepared and gain relevant prerequisite knowledge. You may be blocked from taking out-of-sequence courses.

AM I EXPECTED TO COMPLETE ALL PHASES IN THE PARTNER TRAINING & CERTIFICATION GUIDE?

No. Individuals may complete one or more phases relevant to their role, but in sequence. However, a Partner company is expected to complete all phases in order to be successful across all stages of the customer-engagement lifecycle within the first year of partner program membership.

WHAT IS THE IMPACT IF CERTIFIED EMPLOYEES LEAVE OUR ORGANIZATION?

If a certified employee leaves the organization, Denodo will allow you (the Partner company) to become recertified within a 6 month period. Failure to recertify within this time period could lead to a reduction in tier level and/or partner fees.

WHAT IF I DON'T PASS THE CERTIFICATION EXAM?

If you do not pass on the first attempt, you must wait two weeks after the last failed attempt to take the exam again. You may take the exam up to three times in one year from the date of your first attempt.

I COMPLETED TRAINING/CERTIFICATION ON A PREVIOUS VERSION OF THE DENODO PLATFORM. HOW DO I KNOW IF MY TRAINING/CERTIFICATION IS STILL VALID AND COMPLIANT WITH DENODO PARTNER PROGRAM REQUIREMENTS?

For recognition within the Denodo Partner Program, only the two most recent versions of the Denodo Platform are considered.

THERE IS A SURVEY TOWARDS THE END OF THE COURSE. IS THAT MANDATORY?

Yes. The survey is mandatory to achieve course completion.

UPON SUCCESSFULLY COMPLETING A COURSE/EXAM, HOW LONG WILL IT TAKE TO RECEIVE MY CERTIFICATE/BADGE?

You will receive your certificate/badge within 30 days of successful course/exam completion.

FOR A FULL LIST OF TRAINING FAQs, VISIT:
[Denodo On-Demand Training FAQ](#)

FOR A FULL LIST OF CERTIFICATION FAQs, VISIT:
[Denodo Certification FAQ](#)

Resources

DENODO ANALYST REPORTS	Denodo Analyst Reports provide independent evaluations that recognize and position Denodo as a leader in the market. These reports are published by technology and market research companies that provide independent comparisons on data integration vendors. The Denodo Platform has consistently been positioned as a leader by Gartner, Forrester and BARC.
DENODO CLOUD	Denodo Cloud is a set of Denodo solutions to quickly deploy the Denodo Platform on leading public cloud platforms including Amazon Web Services (AWS) Cloud, Microsoft Azure, and Google Cloud Platform (GCP). From there, you can gain access to test drives and free trials on AWS, Azure and GCP. You can also use these platforms to start a paid cloud subscription.
DENODO COMMUNITY	The Denodo Community is a technical support and learning hub. It provides you with the tools to learn about the Denodo Platform, Denodo Express, and data management. You have unlimited access to all the assets on the Denodo Community including knowledgebase, manuals, videos, tutorials, drivers, and Q&A.
DENODO DATAFEST	Denodo Datafest is our annual user conference that brings together data enthusiasts across the globe. The conference highlights trends in machine learning, hybrid/multi cloud, data science, logical data fabric and more. This in-person event is hosted in the Americas, EMEA, and APAC, and streamed live for on-demand viewing.
DENODO EXPRESS	Denodo Express is a complete, free, data virtualization tool that allows you to explore the power of the Denodo Platform. Denodo Express comes with online community-based support, tutorials, and videos. Denodo Express is available on a 1 year, free, renewable license, and can be downloaded from the Denodo Community.
DENODO PARTNER CONNECT WEBINAR SERIES	The Denodo Partner Connect Webinar Series is a monthly series tailored exclusively to empower Denodo partners with the in-depth knowledge and real-time expert advice required to stand as industry leaders in data management, data virtualization, and data integration with Denodo. Topic-based sessions are recorded and made available for on-demand replay.
DENODO PARTNER PORTAL	The Denodo Partner Portal is a dynamic, secure platform that is available to Denodo-approved partners. It can be used as a self-service learning platform to download content such as sales templates, presales materials, sales slide decks, lead nurturing content, etc. Plus, you can leverage its dynamic functionality to take your partnership to the next level and engage in online business plans, execute marketing campaigns, co-brand collateral, and more.
DENODO RESOURCE CENTER	The Denodo Resource Center is an extensive library of data virtualization resources aimed at helping you to understand how data virtualization can help your clients. Content and assets can be filtered by solution, industry or role. Assets are available in a variety of formats such as brochures, case studies, demos, e-books, podcasts, webinars, whitepapers and more.
DATA MANAGEMENT BLOG	The Data Management Blog is a Denodo-sponsored blog platform that focuses on modern data management practices and data management trends. It features posts on strategic uses of modern data management techniques, trending markets, common myths about data management, disruptive technologies, how to increase your ROI on data projects, and more. Blog posts are contributed from leading industry experts, analysts and partners.

Although we seek to make partners independently capable, you may seek and receive Denodo support as needed through all Training & Certification phases. For expert guidance or assistance, please contact partners@denodo.com.

Glossary

TRAINING

An official Denodo course available from the Denodo website under **Denodo On-Demand Training**. These courses are specifically designed to help our customers and partners build leading-edge data solutions that address data integration and information management needs.

CERTIFICATION

Certifications are official exams or assessments designed to evaluate your knowledge and expertise of the Denodo Platform. Certifications measure product competency across the following roles: Architect, Developer, Administrator. As a minimum requirement, individuals must successfully complete all pre-requisite training courses before attempting a certification exam. Denodo also recommends practical experience (eg: demos, PoCs, projects) to complement your learning and prepare you for certification.

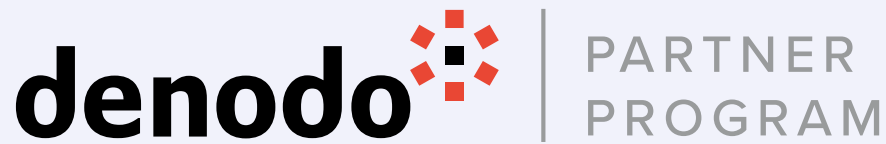
SUPPLEMENTARY RESOURCES

Supplementary Resources are additional platforms, learning activity and material (outside of Denodo training courses) to learn about data virtualization and modern data management practices. These can be delivered in any of the following mediums and can span sales content, technical content or both:

- On-demand (webinars, toolkits, partner portal, Denodo Community, Data Management blog).
- Virtual/physical events (public or partner-specific live webinars, bootcamps, workshops, Denodo Datafest).
- Partner support through email or support site.
- Jointly working on customer projects.

PARTNER READINESS PHASES

The Partner Readiness Phases referenced in this guide are: (i) business sales ready (ii) technical sales ready (iii) product ready (iv) demo ready (v) PoC ready (vi) implementation ready. These phases help you to understand the most relevant training depending on the stage of customer engagement. Each phase includes a suggested mix of training, certification and supplementary resources.



Working together to make you **stronger.**

Don't take our word for it. [Click here](#) to see
what our partners have to say.



Denodo is a leader in data management. The award-winning Denodo Platform is the leading logical data management platform for delivering data in the language of business, at the speed of business, for all data-related initiatives across the organization. Realizing more than 400% ROI and millions of dollars in benefits, Denodo's customers across enterprises in 30+ industries all over the world have received payback in less than six months. For more information, visit www.denodo.com

Visit partners.denodo.com | Email partners@denodo.com

