



INTEL PARTNER UNIVERSITY

Helping Partners Connect, Grow, and Innovate

INTEL PARTNER UNIVERSITY

Smart Training for the Data-Centric World

The world today is driven by data and data continues to define the future. The proliferation of the cloud beyond hyper-scale and into the network and out to the edge, the impending transition to 5G, and the growth of AI and analytics have driven a profound shift in the market, creating massive amounts of largely untapped data. This creates an enormous opportunity for Intel and our partners to help customers move, store and process it. Intel is dedicated to helping its partners thrive in this data-driven world by helping them create opportunities and expand to new market segments.

Driving innovative solutions into many new markets requires knowledgeable and highly trained partners who can specialize in advanced technologies. Through a significant investment in education, Intel empowers its partners to make the most of these growth opportunities. Exclusive to Intel® Partner Alliance members is the new Intel® Partner University, offering industry-leading curriculum with specialized training paths and personalized training recommendations.

Intel® Partner University – Go Beyond the Classroom

Intel strives to empower and equip its partners around the globe with the information and skills that can help them be successful. Training is a highly valued benefit for partners, and Intel strives to make access to Intel training easy and convenient.

Toward this goal, Intel is launching the Intel® Partner University. Intel® Partner University is an integrated, flexible and customizable partner training platform. Individuals earn competencies related to Intel products, technologies and solutions and receive digital badges which can be used to promote your skills to your customers.

The University is a hub for all of Intel's Partners, including Intel® Technology Providers, Intel® Authorized Distributors, Intel® Cloud Insiders, Intel® Solution Alliance, Local OEMs, and Original Design Manufacturers, to find relevant online training and live webinars to fulfill their learning needs. With the Partner University, Intel's objective is to:

- **Share knowledge** to enable partners to succeed in positioning and selling Intel® products and solutions
- Engage as many individuals as possible by giving partners **easy access** to valuable content and information
- Offer **timely knowledge** to partners so they can maximize their revenue and profit potential by creating the right Intel-based products and service offerings
- Help partners learn about **new market** information and **new opportunities** to grow their businesses
- Help partners **develop knowledge** in critical Intel product and technology areas through deep training with Competencies
- **Reward and recognize** the time and effort dedicated to training by individuals and companies

The University offers world-class training to Intel's partners, equipping them with the tools necessary to succeed in promoting their Intel-based solutions. Intel Partner University is a user friendly, training resource that offers a variety of digital training formats including, online video, and virtual and web-based trainings, at no cost to partners. Partners can access training modules anytime, anywhere.



The platform helps partners feel confident and knowledgeable about Intel products, services, and technologies. Sales staff can then better support customers before, during and after a sale, while those on the technical side have a deeper understanding of the technologies they use every day. Ultimately, the best solution to a training gap is better education. With Intel Partner University, the portal to learning a new skill is only a few clicks away.

Diverse & Deep Learning

Intel Partner University provides a vast portfolio of materials to better support Intel's channel partners and their employees.

The University hosts deep and wide curriculums across five key Intel product areas: Data Center, IOT, Client, Networking & Storage, and Programmable Solutions, with key sub-topics in each area.

There are hundreds of courses to choose from. Intel Partner University has a global reach, with many courses translated into multiple languages to connect with more people than ever before. Many courses are available across 15+ languages, including Simplified Chinese, Traditional Chinese, German, Polish, Russian, Spanish, and Portuguese.

Optimized for Innovation

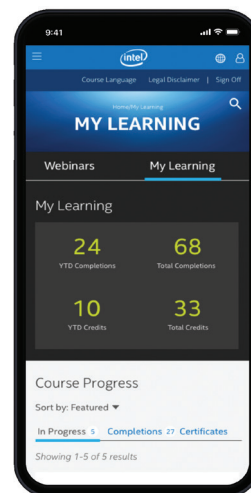
Intel Partner University courses are tested by Intel's own technical and sales teams to ensure best-in-class training. Many courses are based on the materials used to educate Intel's tech-savvy sales team. Courses are available in multiple formats, including virtual, video, on-demand, self-paced, short digestible courses, as well as webinars that can be attended live or on-demand after the fact, to meet the needs of each person's unique learning style and preference. Courses have been optimized for mobile learning, and the self-paced, short sessions can be consumed on mobile and desktop devices

The reimagined and innovative platform for Intel Partner University features an intuitive, personalized navigation.

The "My Home" content has personalized information, tracking where a person is in the training journey. Here, partners find course recommendations based on their profile and overall popularity, as well as highlighted courses that have been assigned to them.

As partners begin their training journey, "Training" helps partners easily select from one of the five key topic areas: Client Computing, Network & Storage, Data Center, Programmable Solutions and IOT. Partners can filter by course format, market segment, sales skills, and solutions or any combination of the above to narrow down the courses.

The University also makes scheduling and tracking webinars effortless. The "Webinars" section allows partners to see a visual calendar and a synopsis of upcoming webinars. This enables anyone to easily pre-register for a webinar or click to

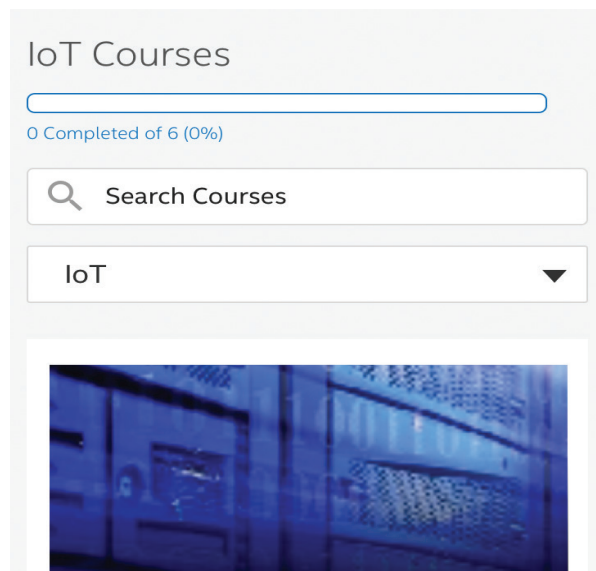


join one live. Past webinars are available on-demand and can be viewed when and where partners choose.

The "My Learning" feature keeps things organized by tracking all completed courses, while also signaling where someone leaves off if they don't have time to complete the course in one sitting. Partners can also launch courses and keep track of the credits earned for each completed training in the "My Learning" section.

Develop Skills & Knowledge for Growth

Intel Partner University helps partners grow. For those ready to go beyond the basics, trainings are available in various technology areas, referred to as Competencies, and can be accessed from the Competencies section within the University. These Competencies help partners expand their expertise, giving them in-depth knowledge on Intel, Intel products, technologies, and solutions. The Competencies offer deep and skill enhancing training in areas critical to the joint success of Intel and its Partner community. Upon completion of the Competency coursework, individuals can choose to accept a digital Pro badge to tout their particular enhanced training.





For each completed Competency, including the required testing, Partners and the individuals that earn them can display the relevant digital badges to showcase their training in specific areas to help boost customer confidence. Individuals that complete a Competency and pass a test will be recognized with the associated Intel® Pro badge. The digital badges can be displayed on social media.

Start training with Intel Partner University today
partneruniversity.intel.com

INFORMATION IN THIS DOCUMENT IS PROVIDED IN CONNECTION WITH INTEL® PRODUCTS. NO LICENSE, EXPRESS OR IMPLIED, BY ES TOPPEL OR OTHERWISE, TO ANY INTELLECTUAL PROPERTY RIGHTS IS GRANTED BY THIS DOCUMENT. EXCEPT AS PROVIDED IN INTEL'S TERMS AND CONDITIONS OF SALE FOR SUCH PRODUCTS, INTEL ASSUMES NO LIABILITY WHATSOEVER, AND INTEL DISCLAIMS ANY EXPRESS OR IMPLIED WARRANTY, RELATING TO SALE AND/OR USE OF INTEL PRODUCTS INCLUDING LIABILITY OR WARRANTIES RELATING TO FITNESS FOR A PARTICULAR PURPOSE, MERCHANTABILITY, OR INFRINGEMENT OF ANY PATENT, COPYRIGHT OR OTHER INTELLECTUAL PROPERTY RIGHT. UNLESS OTHERWISE AGREED IN WRITING BY INTEL, THE INTEL PRODUCTS ARE NOT DESIGNED NOR INTENDED FOR ANY APPLICATION IN WHICH THE FAILURE OF THE INTEL PRODUCT COULD CREATE A SITUATION WHERE PERSONAL INJURY OR DEATH MAY OCCUR. Intel may make changes to specifications and product descriptions at any time, without notice. Designers must not rely on the absence or characteristics of any features or instructions marked "reserved" or "undefined." Intel reserves these for future definition and shall have no responsibility whatsoever for conflicts or incompatibilities arising from future changes to them. The information here is subject to change without notice. Do not finalize a design with this information. The products described in this document may contain design defects or errors known as errata which may cause the product to deviate from published specifications. Current characterized errata are available on request. Contact your local Intel sales office or your distributor to obtain the latest specifications and before placing your product order. Copies of documents which have an order number and are referenced in this document, or other Intel literature, may be obtained by calling 1-800-548-4725, or by visiting Intel's Web site at www.intel.com. Intel, the Intel logo, and Experience What's Inside are trademarks of the Intel Corporation or its subsidiaries in the U.S. and/or other countries. *Other names and brands may be claimed as the property of others. © 2019 Intel Corporation. Printed in the USA.