Dell Training & Certification

www.LearnDell.com

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WHY DELL FOR TRAINING?

The true value of technology is not found simply in its deployment, but in its ability to help you do your job and help your organization reach its goals. Knowing how to effectively implement, manage and use technology is crucial to ROI. The right training can be the critical difference between just having technology and having a solution that supports your bottom line.

IDC Research[*] Shows Training Can Enhance Skills That Result In:

- Reduction in implementation time
- 35-45% reduction in scheduled and unscheduled downtime
- Less time to resolve user support issues
- 40% fewer user support requests

Technology Training for every Technology User in your Organization

Dell™ offers a comprehensive list of training and certification courses designed to meet the unique needs of your organization. Our methodological approach helps your employees get the exact training needed to achieve your goals, whether you need to improve operational efficiency, increase productivity or reduce downtime. We listen to you, work with you and base training programs on an assessment of your specific requirements. Our courses are designed to help ensure that your new technologies are easy for your employees to use soon after they are deployed. And we offer training for your IT professionals to help them develop the skills they need to support your infrastructure.

Dell Training & Certification Programs Can Help You To:
- Ensure new technologies are up and running quickly
- Accelerate productivity
- Decrease downtime
- Reduce support costs
- Improve ROI
- Remain competitive
- Integrate technology into education

Tap Into the Power of Dell Training

Dell's product leadership and direct business model underlie our training programs to give you many benefits such as the convenience of getting all your technology needs from one source, including high quality, relevant training. We deliver flexible learning methods and customizable content taught by experienced trainers. Plus, our focus on technology means we are dedicated to helping you realize the return on your investment both financially and in terms of productivity. We remain committed to offering total value to our customers, including competitive price points.

[*] "The Rise of Dell Training & Certification", an IDC White Paper sponsored by Dell, 8/2004.

MULTIPLE WAYS TO LEARN

Dell understands that not all teaching methods apply to all students and all situations. We provide a range of course delivery options so learners can choose the method they need to get the most out of training. Dell provides dynamic course content, whether you prefer expert instructor-led training, need the cost efficiency of online courses or want the convenience of virtual instructor-led training.

e-Learning at LearnDell.com

Our online courses offer students an easy way to integrate learning into a busy schedule. Benefits of e-Learning at LearnDell.com include:

- Employees can take courses anytime, anywhere, at their own pace and with no travel costs or time away from home or the office
- Unlimited access – your employees can stop, start and retake the course as needed for the term of your contract
- Pre-assessment tests allow employees to customize their online training based on their current skill level
- Quickly find and choose course topics – take the full course up front or one topic at a time based on your needs
- Post-assessment ensures that the employee has mastered the course content

Instructor-Led Training

Onsite at your Location – Dell provides leading training experts who will travel to your site to deliver hands-on training. Onsite courses offer the advantage of cost-effectively training large groups in their work environment, often on the same equipment that students use each day.

Regional Training Facility Courses – In many cities, Dell has regional training facilities that may be located near you. This option gives you the benefits of hands-on, instructor-led training without the expense of travel.

Courses at the Dell Facility in Austin, Texas – In addition to the benefits of receiving expert instructor-led training in a hands-on environment, students have an opportunity to experience Dell and gain a more comprehensive understanding of the solutions that Dell provides. They can tour the server factory and Dell's Technology Showcase. Students also have an opportunity to meet their sales representatives, and each student receives a complimentary student kit.

Dell Instructor-Led Class Schedule

Dell offers a robust schedule of class offerings that provide expert instructor-led training in key technology topics at the Dell facility in Austin, Texas, in regional locations throughout the country or onsite at your location. Dell gives you the option of joining one of our prescheduled classes or scheduling a private class in the topic of your choice.

Visit www.dell.com/training/calendar for a full list of available courses and dates.

Virtual Instructor-Led Training

Virtual Instructor-Led Training (VILT) brings the benefits of traditional instructor-led training to the desktop.
Benefits of VILT include:

- Experienced dedicated instructors
- Expert-led content development
- Engaging, graphical content in an interactive classroom
- Real-world examples and scenario-based instruction
- Virtual hands-on labs
- A recorded version of the class
- Practice exams
- Searchable, printable online student guides
- Class notes and resources
- Offline content access

Custom Training

Dell™ can design a program or learning path based on your organization's unique requirements. After assessing your specific needs, we'll customize a training package that fits your operation's people, vocabulary and learning environment, including retail point-of-sale and change management training solutions.
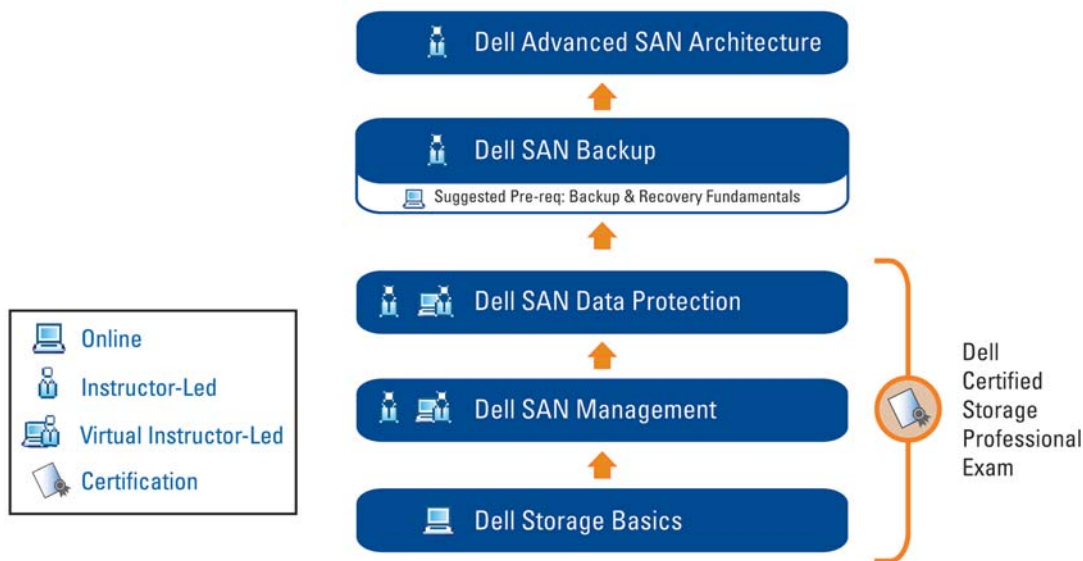
We are continually updating our training portfolio. For the most current list of training offerings and descriptions, please visit www.LearnDell.com.

DELL HARDWARE TRAINING AND CERTIFICATIONS

DELL STORAGE TRAINING

Your storage infrastructure is a critical part of your overall technology solution. Through comprehensive storage training courses, Dell provides expertise in implementing Dell storage into an existing IT infrastructure.

Dell Storage Training Path

Dell Advanced SAN Architecture

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Dell SAN Backup
Suggested Pre-req: Backup & Recovery Fundamentals

↑

Dell SAN Data Protection

↑

Dell SAN Management

↑

Dell Storage Basics

Online
Instructor-Led
Virtual Instructor-Led
Certification

Dell Certified Storage Professional Exam

Supplemental Dell/EMC Skills Courses

Skill	Course
Resource & Data Management	VisualSRM™ Introduction
Business Continuity & Availability	MirrorView™ and SAN Copy™ Foundations SnapView™ Foundations Replication Manager – Getting Started Replication Manager/SE – Getting Started
Storage Management	Celerra™ Features and Functions CLARiiON® Basic Management PowerPath® Foundations
SAN Concepts & Products	AX100 – Getting Started Connectrix® M-Series Architecture and Management Connectrix B-Series Architecture and Management CLARiiON Features CLARiiON Foundations SAN Foundations
NAS Concepts & Products	Celerra Fundamentals NS Series Architectural Overview

Dell/EMC Value Packs

Value Packs	Courses Included
CX SAN – Getting Started Pack SAVE OVER $200!	Dell Storage Basics CLARiiON Basic Management CLARiiON Foundations
CX SAN Plus 2 – Getting Started Pack SAVE OVER $150!	CX SAN – Getting Started Pack, plus: PowerPath™ Foundations SAN Foundations
Celerra NAS – Getting Started Pack SAVE OVER $140!	NS Series Architectural Overview Celerra Features and Functions Celerra Fundamentals
Business Continuity and Management Software – Getting Started Pack SAVE $240!	Backup and Recovery Fundamentals SnapView Foundations MirrorView and SANCopy Foundations VisualSRM Introduction
Complete Storage Online Training Package SAVE OVER $2,350!	All four course packs listed above, plus: Replication Manager/SE – Getting Started Connectrix M-Series Architecture and Management Connectrix B-Series Architecture and Management

Dell Storage Basics

Teaches the basics of Dell Storage. It covers storage architecture including Fiber Channel, RAID and clustering as well as the components and configuration of Dell™ PowerVault™ and Dell/EMC arrays.

Course Delivery Method	Investment	SKU
Online	$245/person	970-9877

Dell SAN Management

This hands-on course is designed to teach IT professionals how to implement Dell storage into an existing IT infrastructure. It covers SAN fundamentals and initial setup, configuration and management of Dell/EMC storage arrays focusing on the Dell/EMC CX series.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at Dell facility in Austin	$2,995/person	960-2409
3-day, Instructor-led with simulated labs	$2,695/person	970-1947
3-day, Instructor-led at customer location	$16,995 (up to 10 participants)	960-2399
Virtual Instructor-led Training	$2,095/person	983-2388

Dell SAN Data Protection

This course covers the more complex SAN features and software such as SnapView and MirrorView. It also covers SAN solution clustering and performance management.

Course Delivery Method	Investment	SKU
2-day, Instructor-led at Dell facility in Austin	$1,995/person	960-2398
2-day, Instructor-led with simulated labs	$1,795/person	970-1957
2-day, Instructor-led at customer location	$11,995 (up to 10 participants)	960-2397
Virtual Instructor-led Training	$1,395/person	983-2467

Dell SAN Management and Data Protection Course Combo

Includes both Dell SAN Management and Dell SAN Data Protection, as described above.

Course Delivery Method	Investment	SKU
5-day, instructor-led at Dell facility in Austin	$4,990/person	970-8358
5-day, Instructor-led with simulated labs	$4,490/person	970-1967
5-day, Instructor-led at customer location	$25,595 (up to 10 participants)	970-0347

Backup and Recovery Fundamentals

Designed to teach new system administrators or entry-level backup specialists basic backup and recovery concepts and strategies for Dell PowerVault systems.

Course Delivery Method	Investment	SKU
Online	$199/person	981-4978

Dell SAN Backup

Learn how to implement a complete backup solution incorporating SAN using SnapView, VERITAS® Backup Exec™ or CommVault® Galaxy™ on Dell PowerVault.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at Dell facility in Austin	$2,995/person	981-1787

Dell Advanced SAN Architecture

Designed to help experienced system administrators, storage designers and managers, SAN architects and IT buyers learn SAN principles that apply to planning and designing Dell SAN architectures.

Course Delivery Method	Investment	SKU
1-day, Instructor-led at Dell facility in Austin	$995/person	980-6827
1-day, Instructor-led at customer location	$5,995 (up to 10 participants)	980-6837

CLARiiON® Basic Management

Provides an understanding of how to use the Navisphere® Manager and CLI to perform basic management functions within the CLARiiON storage platform.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9769

CLARiiON Foundations

Provides an understanding of the CLARiiON disk array, including an overview of CLARiiON-based terminology, features, architecture, theory of operations and management. Also covers an overview of CLARiiON data protection options, I/O management and high-availability features. Includes a simulation for Navisphere.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9768

SAVE OVER $200! CX SAN – Getting Started Pack

This course package includes the following online courses, as described above: Dell Storage Basics, CLARiiON Basic Management and CLARiiON Foundations.

Course Delivery Method	Investment	SKU
Online	$699/person	981-7057

PowerPath® Foundations

Provides an overview of PowerPath terminology, features, architecture, theory of operations and management. This includes PowerPath failover, load balancing policies and operations.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9779

SAN Foundations

Provides an overview of Storage Area Networks and issues to consider while designing them. It also gives a comparative overview of the EMC Connectrix® family of switches.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9778

SAVE OVER $150! CX SAN Plus 2 – Getting Started Pack

This course package includes the CX SAN – Getting Started Pack plus the following two online courses, as described above: PowerPath Foundations and SAN Foundations.

Course Delivery Method	Investment	SKU
Online	$1,199/person	981-7038

Dell/EMC AX100 – Getting Started Pack

The AX100 – Getting Started pack includes two online courses that can help you build AX SAN and iSCSI skills prior to implementing your Dell/EMC AX100 or AX100i. The AX100 Fundamentals course covers the Dell/EMC AX100 series hardware and software components, while the AX100 Management course covers the AX100 series management software tools, including array initialization, management server utility, iSCSI functionality and more.

Course Delivery Method	Investment	SKU
Online	$330/person	981-7047

Celerra™ Features and Functions

Provides an overview of the features and functions of the EMC® Celerra NS series. This course will also cover the advanced features available, along with some of the components of the Celerra family.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9808

Celerra Fundamentals

Provides an understanding of NAS and some of the benefits it provides. This course will cover the components of the Celerra family, along with some of the many features available. The intent of this course is to describe the Celerra family, not all of the specific models.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9799

NS Series Architectural Overview

Provides an overview of the Celerra NS series hardware. The course will compare and contrast the various models within the NS series, focusing on hardware components and back-end connectivity.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9807

SAVE $100! Celerra NAS – Getting Started Pack

This course package includes the following online courses, as described above: NS Series Architectural Overview, Celerra Features and Functions and Celerra Fundamentals.

Course Delivery Method	Investment	SKU
Online	$849/person	983-1279

SnapView™ Foundations

Introduces CLARiiON-based business continuity solutions for local replication and teaches the features, functionality and benefits of SnapView.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9787

MirrorView™ and SAN Copy™ Foundations

Provides an understanding of CLARiiON-based Business Continuity solutions for remote replication, including an overview of MirrorView and SAN Copy terminology, features, architecture, theory of operations and management. Also covers SAN Copy data mobility concepts and MirrorView disaster recovery and remote replication solutions.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9788

VisualSRM™ Introduction

Provides an overview of VisualSRM licensing, architecture, hardware requirements, usage and features.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9789

SAVE $240! Business Continuity and Management Software – Getting Started Pack

This course package includes the following online courses, as described above: Backup and Recovery Fundamentals, SnapView Foundations, MirrorView and SAN Copy Foundations and VisualSRM Introduction.

Course Delivery Method	Investment	SKU
Online	$949/person	981-7048

Replication Manager – Getting Started Pack

Online course package which provides an understanding of Replication Manager, including an overview of Replication Manager terminology, features, architecture, theory of operations and management. Also covers the architecture, installation and operation of Dell/EMC's RM-Local product, including considerations for setup and operation of replication jobs, as well as the administration of the Replication Manager server itself.

Course Delivery Method	Investment	SKU
Online	$649/person	982-9809

Replication Manager/SE – Getting Started Pack

Online course package which provides an understanding of Replication Manager, including an overview of Replication Manager terminology, features, architecture, theory of operations and management. Gives a general overview of Replication Manager/SE, including installation, configuration, architecture and general use of the storage management and data protection aspects of RM/SE. Also reviews the operation of RM/SE in a cluster environment and looks at how RM/SE works in conjunction with SAN Copy.

Course Delivery Method	Investment	SKU
Online	$649/person	982-9817

Connectrix® M-Series Architecture and Management

Provides an overview of the hardware and software configurations of M-series switches. The course also covers SAN security issues from the perspective of the features available through the switch.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9798

Connectrix® B-Series Architecture and Management

Provides an overview of the hardware and software configurations of B-series switches. The course also covers SAN security issues from the perspective of the features available through the switch.

Course Delivery Method	Investment	SKU
Online	$330/person	982-9797

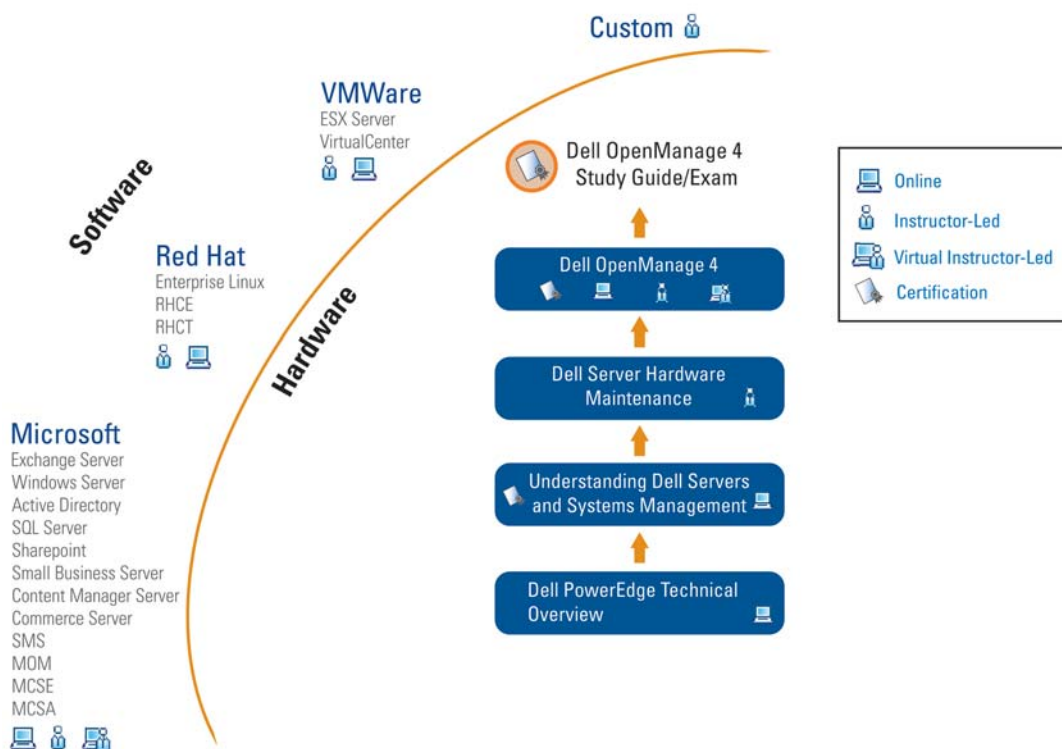#### SAVE $2,350! Complete Storage Online Training Package

This course package offers incredible savings! It includes the following course packs and courses, as described above: CX SAN – Getting Started Pack, CX SAN Plus 2 – Getting Started Pack, Celerra™ NAS – Getting Started Pack, Business Continuity and Management Software – Getting Started Pack, Replication Manager/SE – Getting Started Pack, Connectrix M-Series Architecture and Management, and Connectrix B-Series Architecture and Management.

Course Delivery Method	Investment	SKU
Online	$2,599/person	981-7039

DELL SERVER AND OPENMANAGE™ TRAINING

Your servers form the backbone of your IT infrastructure and using them to their fullest potential can go a long way toward making the most of your technology investment. Dell provides instructor-led and online training that covers Dell PowerEdge™ hardware, firmware, OS installation, configuration, local and remote management and troubleshooting.

Dell Server Training Path

PowerEdge Technical Overviews

These self-paced courses introduce the PowerEdge server architecture and provides baseline knowledge about configuring key system components for use on a production data network, including fundamental troubleshooting techniques.

Course Delivery Method	Investment	SKU
PowerEdge 1800 Technical Overview	$100/person	981-6198
PowerEdge 1850 Technical Overview	$100/person	981-4969
PowerEdge 1855 Technical Overview	$199/person	982-2429
PowerEdge 2800 Technical Overview	$100/person	981-6197
PowerEdge 2850 Technical Overview	$100/person	981-4598
PowerEdge 3250 Technical Overview	$100/person	981-6199

Understanding Dell Servers and Systems Management

Learn the basics of PowerEdge system components, system set-up, OpenManage, system maintenance and much more.

Course Delivery Method	Investment	SKU
Online	$245/person	970-9878

Dell OpenManage 4

Teaches students basic systems management skills within the framework of the Dell OpenManage suite of applications. Through a series of hands-on or simulated lab activities, students will learn installation, configuration and troubleshooting techniques based on real-world customer issues.

Course Delivery Method	Investment	SKU
2-day, Instructor-led at Dell facility in Austin	$1,395/person	982-4128
2-day, Instructor-led at customer location	$9,795 (up to 10 participants)	982-4127
Virtual Instructor-Led Training	$975/person	982-9669
Online Training	$395/person	982-9617

DELL HARDWARE MAINTENANCE TRAINING

When it comes to keeping your hardware up and running, the right skills can make a significant impact on reducing downtime and optimizing ROI. Dell offers courses designed to teach you how to maintain your portables, desktops, workstations and servers.

Dell Hardware Maintenance - Client

Learn proper component removal and replacement procedures for the current line of Dell™ Latitude™ and Inspiron™ portable notebooks and Dell Precision™, Dimension™ and OptiPlex™ systems.

Course Delivery Method	Investment	SKU
2-day, Instructor-led at Dell facility in Austin	$995/person	982-4129
2-day, Instructor-led at customer site	$6,995 (up to 10 participants)	982-4137

Dell Hardware Maintenance - Servers

Covers operation, proper component removal and replacement procedures, operating system installation and configuration and hardware troubleshooting for the current line of Dell PowerEdge™ servers. It also includes instruction on installation and configuration of PowerEdge Expandable RAID Controller cards and installation and configuration of PowerEdge racks.

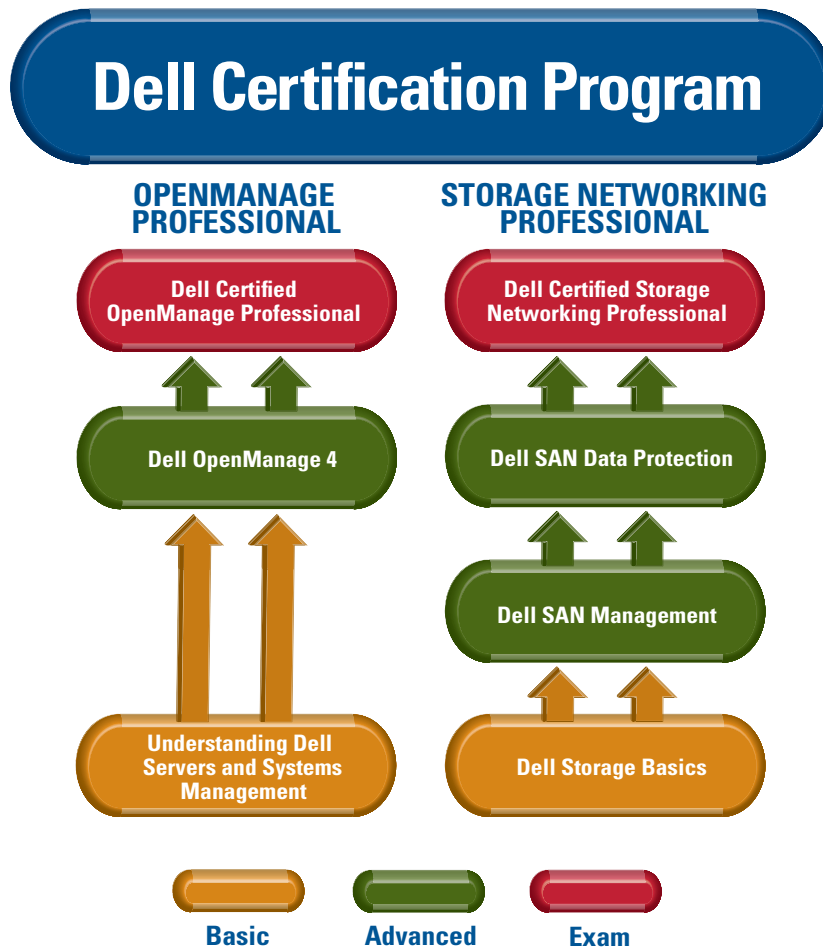| Course Delivery Method	Investment	SKU
1-day, Instructor-led at Dell facility in Austin	$495/person	982-4119
1-day, Instructor-led at customer site	$3,495 (up to 10 participants)	982-4118

Dell Certified Systems Engineer Exam with Study Guide

Take the exam conveniently from your desk and earn official hardware maintenance certification. The exam includes an online study guide to help students prepare for the test.

Course Delivery Method	Investment	SKU
Online	$179/person	902-4014

DELL CERTIFICATION PROGRAM

The Dell Certification Program can help you maximize the value of your Dell IT investments by guaranteeing[1] the knowledge and expertise required to implement, configure, manage and monitor Dell OpenManage™ and storage solutions. Using recognized best practices, the program combines core knowledge of product functions with thorough, hands-on experience building and managing Dell solutions.

Dell Certification Program

OPENMANAGE PROFESSIONAL

Dell Certified OpenManage Professional

Dell OpenManage 4

Understanding Dell Servers and Systems Management

STORAGE NETWORKING PROFESSIONAL

Dell Certified Storage Networking Professional

Dell SAN Data Protection

Dell SAN Management

Dell Storage Basics

Basic   **Advanced**   **Exam**

INFRASTRUCTURE SOFTWARE TRAINING AND CERTIFICATION

Make sure the members of your organization know how to fully implement and use your enterprise software applications to support your business goals. Dell offers infrastructure software training to help your employees and IT team master the use of the latest software technology.

MICROSOFT® TRAINING

MICROSOFT® EXCHANGE™ SERVER 2003

MS2008: Designing and Planning a Microsoft Exchange 2003 Organization

Learn the knowledge and skills necessary to successfully design and plan an Exchange 2003 organization in an enterprise networked environment. Also covers planning an upgrade from previous versions of Exchange.

Course Delivery Method	Investment	SKU
2-day, Instructor-led at customer site	$8,100 (up to 10 participants)	980-7528

MS2009: Updating Skills from Exchange 5.5 to Exchange 2003

Covers how to update and support a reliable, secure infrastructure for creating, storing and sharing information using Exchange Server 2003 in a medium- to large-sized messaging environment (250 – 5,000 seats). Includes a significant amount of hands-on labs, practices and assessments.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at regional location	$1,135/person	981-9849
3-day, Instructor-led at customer site	$10,800 (up to 10 participants)	980-7529

MS2400: Microsoft Exchange Server 2003 Administration and Maintenance

Provides the knowledge and skills necessary to update and support a reliable, scalable and secure Exchange 2003 messaging infrastructure in a medium- to large-sized environment.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3048
Virtual Instructor-Led, 5 Users	$3,498	982-3049
Virtual Instructor-Led, 10 Users	$6,360	982-3057

MS2400: Implementing and Managing Microsoft Exchange Server 2003

Covers creating, storing and sharing information in a medium- to large-sized (250 – 5,000 seats) environment by using Microsoft Exchange Server 2003. Includes a significant amount of hands-on practices, discussions and assessments.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at regional location	$1,875/person	981-9858
5-day, Instructor-led at customer site	$14,850 (up to 10 participants)	980-3807

Microsoft Exchange Server Migration Training Pack

Delivered via 12 CD-ROMs, this course is designed to help you prepare for your Exchange Server migration and Microsoft certification exams 70-284 and 70-294. The course offers over 24 hours of video-based instruction and includes interactive demonstrations, printable study guides, practice exams, as well as a subscription to online, chat-based mentoring with qualified professionals.

Course Delivery Method	Investment	SKU
12 CD-ROMs	$499	982-9458

MICROSOFT WINDOWS® SERVER 2003

MS2208: Upgrading Support Skills from NT 4.0 to Windows Server 2003

Provides instruction on implementing and managing a Microsoft Windows 2003 networked environment.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$9,180 (up to 10 participants)	980-7498

MS2273: Microsoft Windows Server 2003 Environment Management and Maintenance

Intended for systems administrators who are responsible for managing user, computer and group accounts, access to network resources, printers, an organizational unit in a network based on Active Directory and Group Policy to manage users and computers.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3088
Virtual Instructor-Led, 5 Users	$3,498	982-3089
Virtual Instructor-Led, 10 Users	$6,360	982-3097

MS2274: Managing a Server Environment Training Package

This three-part series prepares students for Microsoft Exam 70-290 – Managing and Maintaining a Microsoft Windows Server 2003 Environment, a core requirement for MCSA or MCSE on Windows Server Certification.

Course Delivery Method	Investment	SKU
Online	$397/person	A0242334

MS2274: Managing a Microsoft Windows Server 2003 Environment

Covers managing accounts and resources in a Microsoft Windows Server 2003 environment. It is intended for individuals who are new to Windows Server and account administration or those preparing for MCSA and MCSE certification credentials.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at customer site	$13,500 (up to 10 participants)	960-0087

MS2275: Maintaining a Microsoft Windows Server 2003 Environment

Covers how to effectively maintain server resources, monitor server performance and help safeguard data on a computer running one of the operating systems in the Microsoft Windows Server 2003 family.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$9,180 (up to 10 participants)	960-0088

MS2276: Implementing a Microsoft® Windows® Server 2003 Network Infrastructure - Network Hosts

Covers configuration of a Windows-based computer to operate in a Microsoft Windows Server 2003 networking infrastructure. This course is ideal for those new to Windows Server and network administration.

Course Delivery Method	Investment	SKU
2-day, Instructor-led at customer site	$6,750 (up to 10 participants)	960-0089

MS2276/77: Microsoft Windows Server 2003 Network Services Management

Provides the skills required to configure and troubleshoot TCP/IP, DNS, DHCP and WINS as well as other components in a Windows 2003 network infrastructure.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3078
Virtual Instructor-Led, 5 Users	$3,498	982-3079
Virtual Instructor-Led, 10 Users	$6,360	982-3087

MS2277: Implementing, Managing and Maintaining a Microsoft Server 2003 Network Infrastructure - Network Services

Provides the knowledge and skills to implement, manage and maintain a Microsoft Windows Server 2003 network infrastructure.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at customer site	$13,500 (up to 10 participants)	960-0097

MS2278: Planning and Maintaining a Microsoft Windows Server 2003 Network Infrastructure

Covers how to plan and maintain a Windows Server 2003 network infrastructure and is ideal for systems engineers who currently support a competitive platform and want to enhance their skills on Microsoft Windows Server 2003.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at customer site	$13,500 (up to 10 participants)	960-0098

MS2278: Microsoft Windows Server 2003 Network Services Planning and Maintenance

Provides the knowledge and skills necessary to plan and maintain a Windows Server 2003 network infrastructure.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3108
Virtual Instructor-Led, 5 Users	$3,498	982-3109
Virtual Instructor-Led, 10 Users	$6,360	982-3117

MS2283: Migrating from NT 4.0 to Windows Server 2003

Covers migrating from Microsoft Windows NT 4.0 to Windows Server 2003, creating a deployment plan for migrating the operating system, Active Directory services, network services and application services.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$9,180 (up to 10 participants)	980-7499

MS2830: Microsoft Windows Server 2003 Network Security Design

Provides the knowledge and skills necessary to design a secure network infrastructure, including assembling the design team, modeling threats and analyzing security risks.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3038
Virtual Instructor-Led, 5 Users	$3,498	982-3039
Virtual Instructor-Led, 10 Users	$6,360	982-3047

MS2830: Designing Security for Microsoft Networks

Intended for IT systems engineers and security specialists and covers designing a secure network infrastructure. Includes an interactive tool that simulates real-life scenarios and covers topics such as assembling the design team, modeling threats and analyzing security risks

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$9,180 (up to 10 participants)	960-0559

Managing Network Infrastructure Training Package

Prepares students for the Microsoft Exam 70-291 – Implementing, Managing and Maintaining a Microsoft Windows Server 2003 Network Infrastructure, a core requirement for MCSA and MCSE on Windows Server 2003 Certification.

Course Delivery Method	Investment	SKU
Online	$397/person	A0242330

Planning Network Infrastructure Online Training Package

This four-course curriculum is intended for individuals preparing for Microsoft Exam 70-293 – Planning and Maintaining a Microsoft Windows Server 2003 Network Infrastructure.

Course Delivery Method	Investment	SKU
Online	$516/person	A0242338

MICROSOFT ACTIVE DIRECTORY®

MS2279: Microsoft Windows Server 2003 Active Directory Strategy and Implementation

Provides the knowledge and skills to successfully plan, implement and troubleshoot a Microsoft Windows Server 2003 Active Directory service infrastructure.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3098
Virtual Instructor-Led, 5 Users	$3,498	982-3099
Virtual Instructor-Led, 10 Users	$6,360	982-3107

MS2279: Planning, Implementing and Maintaining Microsoft® Windows® Server 2003 Active Directory® Infrastructure

Provides the knowledge and skills necessary to plan, implement and maintain a Windows Server 2003 Active Directory infrastructure. It is appropriate for systems engineers who currently support a competitive platform and want to enhance their skills.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at customer site	$13,500 (up to 10 participants)	960-0099

MS2282: Microsoft Windows Server 2003 Active Directory and Network Infrastructure Design

Intended for systems engineers who are responsible for designing directory services and/or the network infrastructures used to support the directory service.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3068
Virtual Instructor-Led, 5 Users	$3,498	982-3069
Virtual Instructor-Led, 10 Users	$6,360	982-3077

Microsoft Windows Server 2003 Planning Active Directory Online Training Package

This three-part series curriculum provides preparation for Microsoft Exam 70-294 – Planning, Implementing and Maintaining a Microsoft Windows Server 2003 Active Directory Infrastructure. The courses included in the Microsoft Windows Server 2003: Planning Network Infrastructure Package are suggested prerequisites for this curriculum.

Course Delivery Method	Investment	SKU
Online	$397/person	A0242339

MICROSOFT COMMERCE SERVER

MS2729: Building Microsoft Commerce Server 2002 Solutions

Covers Commerce Server 2002 as well as building e-commerce Web sites, including multilingual sites, working with the Profile system of Commerce Server and authenticating users. Also covers designing and implementing product catalogs in addition to data mining and reports.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at customer site	$14,715 (up to 10 participants)	980-7517

MICROSOFT.NET

C# Programming for the Microsoft.NET Platform

This curriculum provides an introduction to the Microsoft.NET platform in which the learners use the C# programming language. Teaches how to compile, run and debug a C# application and how to use value-type variables in C#.

Course Delivery Method	Investment	SKU
Online	$644.96/person	A0131951

Microsoft.NET for IT Professionals

This curriculum offers an introduction to the Microsoft.NET Platform and its components, including the .NET Enterprise Servers as well as development tools and technologies. Covers each of the chief products and services of the .NET initiative, security and standards, third party services and the benefits of the .NET initiative.

Course Delivery Method	Investment	SKU
Online	$257.95/person	A0075425

Introduction to ASP.NET

Provides an overview of ASP.NET and a comprehensive introduction to Web Controls. Covers the .NET framework and the differences between ASP and ASP.NET, including coverage of the ASP.NET platform and features, core elements of ASP.NET - Web Forms, ASP.NET script code and page events as well as ADO.NET.

Course Delivery Method	Investment	SKU
Online	$386.96/person	A0131950

Microsoft Visual Basic®.NET – Web Based Development

Introduces Microsoft Visual Studio®.NET and ASP.NET Web application projects. Covers error handling and code debugging, user input validation, ADO.NET database connections, data access, the creation and use of XML Web services and the configuration and deployment of Web applications in Visual Basic.NET.

Course Delivery Method	Investment	SKU
Online	$644.96/person	A0131947

MICROSOFT WINDOWS XP/2000

Microsoft Windows XP Professional Administration and Maintenance

Addresses the deployment and support of MS Windows XP Professional in a variety of stand-alone and network OS environments.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3058
Virtual Instructor-Led, 5 Users	$3,498	982-3059
Virtual Instructor-Led, 10 Users	$6,360	982-3067

Microsoft Windows XP Installation and Administration

Provides the fundamental skills and knowledge necessary to install and administer Windows XP in a corporate environment. Topics covered include networks and desktops, TCP/IP and NOS environments, remote and mobile computing and disk and file management.

Course Delivery Method	Investment	SKU
Online	$644.96/person	A0131885

MS2272: Implementing and Supporting Microsoft Windows XP Professional

Addresses the implementation and desktop support needs of customers that are planning to deploy and support Microsoft Windows XP Professional in a variety of stand-alone and network operating system environments.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at customer site	$13,500 (up to 10 participants)	960-0079

MICROSOFT® CONTENT MANAGEMENT SERVER

MS2730: Building Content Management Server 2002 Solutions

Covers the characteristics of building a content-driven Web site, the roles and processes involved in building and maintaining the site and how to use Content Management Server to create a Web site and resolve problems and issues.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at customer site	$14,715 (up to 10 participants)	980-7518

MICROSOFT SMALL BUSINESS SERVER 2003

Microsoft Small Business Server 2003 Administration Fundamentals

This CD-ROM self-paced course focuses on how to perform business-critical daily network administration functions using Microsoft Small Business Server 2003. The course is designed to help organizations migrating to or using Windows® Server 2003 manage, monitor and troubleshoot their networks.

Course Delivery Method	Investment	SKU
1 CD-ROM	$39	981-0057

Microsoft Small Business Server 2003 Network Management

Designed for IT professionals in small- and medium-sized businesses, this course provides the skills and knowledge necessary to perform business-critical daily network administration functions.

Course Delivery Method	Investment	SKU
3 CD-ROMs	$89	981-0068

MICROSOFT OPERATIONS MANAGER 2005

MS2287: Managing Your Infrastructure Using Microsoft Operations Manager 2005

Designed to teach students how to use Microsoft Operations Manager to manage their IT infrastructure, including how to plan a MOM Infrastructure, install MOM, configure the MOM management group, install agents, manage MOM managed servers, manage collected data, and configure multiple management servers.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$9,750 (up to 10 participants)	Contact your sales representative

MICROSOFT SYSTEMS MANAGEMENT SERVER

MS2596: Managing Microsoft Systems Management Server 2003

Covers how to configure Systems Management Server components and how to manage the ongoing operations of an SMS infrastructure.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at customer site	$14,300 (up to 10 participants)	980-7508

MS2597: Planning and Deploying Systems Management Server 2003

Focuses on how to plan and deploy Microsoft Systems Management Server 2003 into large enterprise environments. Students will learn to analyze business requirements for SMS, create and evaluate an SMS deployment plan and how to install, configure SMS site hierarchies and clients as well as how to create a management and operations plan.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$11,050 (up to 10 participants)	980-7509

MICROSOFT SQL SERVER

MS2733: Updating Your Database Administration Skills to Microsoft SQL Server 2005

Designed to teach students how to plan, install and maintain SQL Server 2005. Covers built-in administration tools and utilities, database maintenance plans, database indexes, changes and enhancements to the Microsoft SQL Server security model, backup and restore functionality, high availability features and the new and enhanced replication features in SQL Server 2005.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$9,750 (up to 10 participants)	Contact your sales representative

MS2734: Updating Your Database Development Skills to Microsoft SQL Server 2005

Designed for experienced database developers and database administrators, this course provides students with the knowledge and skills to upgrade their skills to SQL Server 2005 so that they can design, build, query and develop enterprise SQL Server 2005 databases and servers.

Course Delivery Method	Investment	SKU
3-day, Instructor-led at customer site	$9,750 (up to 10 participants)	Contact your sales representative

Microsoft SQL Server 2000 Installation and Administration

Covers essential database administrative skills like managing, distributing and securing data and implementing fault tolerance to achieve high availability via replication and redundancy.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	982-3028
Virtual Instructor-Led, 5 Users	$3,498	982-3029
Virtual Instructor-Led, 10 Users	$6,360	982-3037

MICROSOFT CERTIFIED SYSTEMS ENGINEER (MCSE) CERTIFICATION

Comprehensive MCSE Preparation

MCSE 2003 certification requires six core exams and one elective exam. Dell offers training to help candidates master the material for the full list of required exams.

MCSE 2003 Complete Certification Package Preparation for MCSE Exams 70-290, 70-291, 70-293, 70-294, 70,270 and 70-284

Conveniently packaged on 33 CDs, learn from industry experts through a media-rich format that can be used anytime, anywhere. With printable study guides, practice exams and demonstrations, the package prepares students for MCSE 2003 Certification Exams.

Course Delivery Method	Investment	SKU
33 CD-ROMS	$999	981-0037

Microsoft® Certified Systems Engineer (MCSE) for Windows® Server 2003 Complete

This self-paced online curriculum focuses on the preparation for Core and Elective exams for MCSE certification. It covers topics such as networking systems, client operating systems, security design, SQL Server 2000 and Microsoft Internet Security and Acceleration Server 2000.

Course Delivery Method	Investment	SKU
Online	$1,500/person	A0371263

MCSE Boot Camp on Server 2003 Core Four Courses

Designed for IT professionals with considerable experience, ideally with prior certifications, who wish to gain their MCSE on Windows 2003. This course provides study materials and practice exams to help prepare students for Microsoft exams 70-290, 70-291, 70-293 and 70-294. The 10-day course can be taken over two non-consecutive weeks.

Course Delivery Method	Investment	SKU
10-day, Instructor-led at customer site	$32,500 (up to 10 participants)	980-7519

MCSE Boot Camp on Server 2003 – Elective Courses

Intended for IT professionals who have attended the Core Four MCSE Boot Camp, have considerable experience with those technologies, and are seeking to complete their MCSE certification by preparing to take the exams associated with the elective courses. The course provides study materials and practice exams to help students prepare for Microsoft exams 70-270, 70-297 and 70-298.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at customer site	$16,250 (up to 10 participants)	980-7527

MCSE 2003 Certification Upgrade: Managing and Maintaining a Windows Server 2003 Environment for an MCSE Certified on Windows 2000

This five disk CD-ROM course prepares individuals for Microsoft Exam 70-296, a requirement for those who already hold the Windows 2000 MCSE credential. It includes interactive lectures and demonstrations, printable study guides and practice exams and a subscription to online, chat-based mentoring with qualified professionals.

Course Delivery Method	Investment	SKU
Five CD-ROMS	$199	981-0039

MICROSOFT CERTIFIED SYSTEMS ENGINEER (MCSE) CERTIFICATION (continued)

MCSA 2003 Certification Upgrade: Managing and Maintaining a Windows Server 2003 Environment for an MCSA Certified on Windows 2000

This five disk CD-ROM package prepares participants for Microsoft Exam 70-292, a requirement for individuals who already hold the Windows 2000 MSCA credential. It includes interactive lectures and demonstrations, printable study guides and practice exams and a subscription to online, chat-based mentoring with qualified certified professionals.

Course Delivery Method	Investment	SKU
Five CD-ROMS	$179	981-0048

RED HAT® LINUX® TRAINING

Dell servers are one of the leading platforms for Red Hat Enterprise Linux installations and Dell offers Red Hat certification courses and exams, which combine key concepts of Linux with thorough, hands-on experience building and managing Red Hat Enterprise Linux solutions – with the convenience of a single point of contact through Dell.

RH033: Red Hat Linux Essentials

Provides user-level skills before learning Linux System and Network Administration. Hands-on labs create real world scenarios that will help prepare students to use and customize a Red Hat Enterprise Linux system for common command line processes and desktop productivity roles.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$1,998/person	970-2537
4-day, Instructor-led at customer site	$24,599 (up to 16 participants)	970-4088

RH035: Red Hat Linux Essentials for Windows Professionals

Teaches fundamental Red Hat Enterprise Linux system administration skills. The first day provides a conceptual and practical transition for individuals to successfully add Linux management competencies to their portfolio. The remaining four days combines with the RH033 course, as described above.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at regional location	$2,298/person	982-9618
5-day, Instructor-led at customer site	$28,499 (up to 16 participants)	982-9619

RH133: Red Hat Linux System Administration with RHCT Exam

Hands-on training course designed to help students install, attach and configure a new Red Hat Linux workstation to an existing production network. Exam is performance-based and administered on live equipment.

Course Delivery Method	Investment	SKU
4.5-day, Instructor-led at regional location	$2,298/person	970-2607
4.5-day, Instructor-led at customer site	$28,499 (up to 16 participants)	970-4098

RH131: Red Hat Linux System Administration without exam

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$2,098/person	970-2547
4-day, Instructor-led at customer site	$24,599 (up to 16 participants)	970-4089

RH202: Red Hat® Certified Technician (RHCT) - Exam ONLY

Course Delivery Method	Investment	SKU
Instructor-led at regional location	$349/person	970-2947
Instructor-led at customer site	$12,599 (up to 16 participants)	970-4099

RH253: Red Hat Networking & Security Administration

Covers configuring and administering a Red Hat Enterprise Linux® server running key enterprise network services and security.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$2,198/person	970-2957
4-day, Instructor-led at customer site	$24,599 (up to 16 participants)	970-4108

RH300: RHCE Rapid Track Course with Exam

Covers installing and configuring Red Hat Enterprise Linux. Students will learn the limitations of hardware, how to configure basic networking and file systems, the X Window® System, basic security, how to set up common network (IP) services, basic diagnostics and troubleshooting and how to perform essential Red Hat Linux administration. RHCE certification exam included.

Course Delivery Method	Investment	SKU
5-day, Instructor-led at regional location	$2,498/person	970-2987
5-day, Instructor-led at customer site	$28,499 (up to 16 participants)	970-4058

RH301: RHCE Rapid Track Course without Exam

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$2,298/person	970-2967
4-day, Instructor-led at customer site	$24,599 (up to 16 participants)	970-4109

RH302: Exam Only

The RHCE Certificate is granted upon passing the RHCE Exam, a performance-based test on live equipment that measures actual competencies.

Course Delivery Method	Investment	SKU
Instructor-led at regional location	$749/person	970-2977
Instructor-led at customer site	$12,599 (up to 16 participants)	970-4049

RH401: Red Hat Enterprise Deployment and Systems Management

Builds upon the RHCE training and certification program and focuses on managing large numbers of Red Hat servers in a variety of roles and/or managing Red Hat Enterprise Linux servers for business-critical applications that require failover and load-balancing.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$2,898/person	970-2997
4-day Instructor-led at customer site	$24,599 (up to 16 participants)	970-4059

EX401: Red Hat Enterprise Deployment and Systems Management Endorsement Exam

Performance-based test of the skills covered in RH401 Red Hat Enterprise Deployment and Systems Management. In order to enroll in this exam, one must have an RHCE on a current release at the time of the exam.

Course Delivery Method	Investment	SKU
Instructor-led at regional location	$749/person	982-9648

RH423: Red Hat Enterprise Directory Services and Authentication

Provides four days of instruction and labs on cross-platform integration of directory services to provide authentication or information service across the enterprise using the Red Hat Directory Server. Covers the basic concepts, configuration and management of LDAP-based services as well as PAM, the Pluggable Authentication Modules system.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$2,598/person	982-9637

EX423: Red Hat Enterprise Directory Services and Authentication Endorsement Exam

Performance-based test of the skills covered in RH423 Red Hat Enterprise Directory Services and Authentication. In order to enroll in this exam, one must have an RHCE on a current release at the time of the exam.

Course Delivery Method	Investment	SKU
Instructor-led at regional location	$749/person	982-9649

RH436: Red Hat Enterprise Storage Management

Provides intensive hands-on experience with the emerging Shared Storage technology delivered by Red Hat Global File System (GFS). Focuses on the implementation of native Red Hat Enterprise Linux technologies included in Cluster Suite and GFS.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$3,998/person	982-9638

EX436: Red Hat Enterprise Storage Management Endorsement Exam

Performance-based test of the skills covered in RH436 Red Hat Enterprise Storage Management. In order to enroll in this exam, one must have an RHCE on a current release at the time of the exam.

Course Delivery Method	Investment	SKU
Instructor-led at regional location	$749/person	982-9657

RH442: Red Hat Enterprise System Monitoring and Performance Tuning

Designed to teach the methodology of performance tuning and capacity planning for Red Hat Enterprise Linux. Covers system architecture, benchmarking, methods for analyzing system performance and networking performance and tuning configurations for specific application loads.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$2,898/person	982-9639

EX442: Red Hat Enterprise System Monitoring and Performance Tuning Endorsement Exam

Performance-based test of the skills covered in RH442 Red Hat Enterprise System Monitoring and Performance Tuning. In order to enroll in this exam, one must have an RHCE on a current release at the time of the exam.

Course Delivery Method	Investment	SKU
Instructor-led at regional location	$749/person	982-9659

RHS333: Red Hat® Enterprise Security: Network Services

Covers deploying and securing network services such as web, ftp, e-mail and file sharing using Red Hat Enterprise Linux®.

Course Delivery Method	Investment	SKU
4-day, Instructor-led at regional location	$2,298/person	982-9647

EX333: Red Hat Enterprise Security: Network Services Endorsement Exam

Performance-based test of the skills covered in RHS333 Red Hat Enterprise Security: Network Services. In order to enroll in this exam, one must have an RHCE on a current release at the time of the exam.

Course Delivery Method	Investment	SKU
Instructor-led at regional location	$749/person	982-9658

Jump Start Training Bundle: Includes RH033, RH133 with RHCT exam

Course Delivery Method	Investment	SKU
Instructor-led	$3,780/person	970-4048

Midway Training Bundle: Includes RH133, RH253 and RH302

Course Delivery Method	Investment	SKU
Instructor-led	$4,511/person	970-4039

NextStage Training Bundle: Includes RH253 and RH302

Course Delivery Method	Investment	SKU
Instructor-led	$2,498/person	982-9628

Works Training Bundle: Includes RH033, RH133, RH253 and RH302

Course Delivery Method	Investment	SKU
Instructor-led	$6,084/person	970-4038

Premier Training Bundle: Includes RH033, RH133, RH253 and RH300

Course Delivery Method	Investment	SKU
Instructor-led	$7,393/person	970-4029

CISCO® TRAINING

Cisco Certified Network Associate (CCNA) Certification

This course focuses on Cisco Certified Network Associate Certification. It covers internetworking technologies and interconnecting network devices including establishing workgroups, configuring routers and connecting to WANs.

Course Delivery Method	Investment	SKU
Online	$549.95/person	06-20165

Cisco Certified Network Professional (CCNP®) Certification

This course focuses on Cisco Certified Network Professional certification. The CCNP certification indicates advanced or journeyman knowledge of networks.

Course Delivery Method	Investment	SKU
Online	$1099.95/person	A0011941

CURRICULUM FOR CompTIA CERTIFICATIONS

Complete CompTIA A+ 2003 Certification

Covers the basic terms, concepts and functions relating to the main microcomputer modules. Includes instruction on installing, configuring and upgrading the main microcomputer modules and peripherals as well as the principles, types and characteristics of motherboards, processors and memory. Also covers the fundamentals of major operating systems.

Course Delivery Method	Investment	SKU
Online	$549.95/person	06-20171

I-Net+

I-NET+ is an entry-level Internet certification program that tests baseline technical knowledge of Internet, Intranet and Extranet technologies. It is intended to help people enter the Intranet industry. Covers Internet basics and clients, development, networking, Internet security and business concepts.

Course Delivery Method	Investment	SKU
Online	$549.96/person	A0131913

Network+

Prepares students to become Network+ Certified. The certification validates technical competency in networking administration and support. Those holding Network+ Certification demonstrate critical knowledge of media and topologies, protocols and standards, network implementation and network support.

Course Delivery Method	Investment	SKU
Online	$386.95/person	06-20173

Linux+

The Complete Linux+ Certification curriculum teaches you how to plan, implement and install Linux. Learn how to manage the X Window System and the Linux Shell. Also covers user administration and networking as well as hardware and troubleshooting.

Course Delivery Method	Investment	SKU
Online	$644.96/person	A0131912

DATABASE ADMINISTRATION

C++ Programming

This six-course bundle focuses on the fundamentals of C++ programming, as well as advanced topics. Learn the basic skills and knowledge necessary to be able to write, compile and run basic C++ applications, including language fundamentals, such as syntax, data types and operators, as well as how to create expressions and statements, apply flow control and create and call functions.

Course Delivery Method	Investment	SKU
Online	$773.96/person	A0131917

Certified Internet Webmaster (CIW) JavaScript™ Fundamentals

Focuses on the origins and basic features of the JavaScript programming language and serves as an introduction to JavaScript and some common programming concepts. Also covers interactive forms and their development, cookies and JavaScript security issues.

Course Delivery Method	Investment	SKU
Online	$257.96/person	A0131916

Certified Internet Webmaster (CIW) Server Administrator

Teaches how to install and configure servers. Covers common IT tasks and services, operating systems, installation strategies and configuring systems such as Windows® 2000 and Linux.

Course Delivery Method	Investment	SKU
Online	$644.96/person	A0131915

Certified Internet Webmaster (CIW) Site Designer

Introduces Web design concepts, page layout, usability, navigation, graphics and multimedia as well as the basics of using Microsoft® FrontPage®, JASC Paint Shop, Macromedia® Dreamweaver® and HomeSite®. Also covers XML, HTTP servers, cookies, plug-ins, Java applets, databases and standards organizations.

Course Delivery Method	Investment	SKU
Online	$644.96/person	A0131914

Enterprise JavaBeans™

Focuses on the Java 2 platform, enterprise edition and enterprise JavaBeans. It describes the features and benefits of the J2EE application model and its JavaBeans component model. Also covers the EJB architecture, client and classes and interfaces, the functions of session and entity beans and transaction and security management.

Course Delivery Method	Investment	SKU
Online	$386.96/person	A0131910

JDBC Application Development

Provides detailed information about types of JDBC drivers and how to use them with Java programs, the basic features of DDL and DML commands to create and query tables and databases, as well as creating more advanced JDBC programs.

Course Delivery Method	Investment	SKU
Online	$515.96/person	A0131901

Java 2.0 Programming

Focuses on the general concepts of object-oriented programming and how Java implements these concepts. Also covers how to create packages and how to use the existing core packages included with the Java 2 SDK, how to use the java.awt package and creating GUI programs.

Course Delivery Method	Investment	SKU
Online	$644.96/person	A0131942

PC SKILLS AND PROFESSIONAL DEVELOPMENT

PC SKILLS

Microsoft® Windows® Professional User Fundamentals

Guides the learner through the basics of using this latest version of Windows, with the emphasis on learning by doing.

Course Delivery Method	Investment	SKU
Online	$10	981-9498

The Microsoft Office Starter Package

One full year access to eight online courses designed to help improve professional productivity for both new and experienced Office users. Instruction covers the most popular Microsoft Office 2003 applications, including Microsoft Word®, Excel®, PowerPoint® and Outlook®.

Course Delivery Method	Investment	SKU
Online	$10	981-0947

The Productivity Bundle

Ideal for staff members who need to master basic computing skills, courses within the online Productivity Bundle cover some of today's most popular programs such as Microsoft Windows® XP, Office XP and 2003, Adobe® Acrobat®, Introduction to Wireless and Microsoft Project Basic and Advanced.

Course Delivery Method	Investment	SKU
Online	$29.95	970-3667

Microsoft Office 2003 Business Training Package

Covers the features, benefits and skills related to the use of Office 2003 and applications. It provides one year access to 17 courses and is designed for beginning and advanced users.

Course Delivery Method	Investment	SKU
Online	$99	A0320517

Complete PC Training Package

One full year access to more than 375 online training courses designed to help beginning to advanced users effectively utilize software applications and peripherals as well as enhance business and interpersonal skills. Topics include Microsoft Office, Dell Axim™, Security and more.

Course Delivery Method	Investment	SKU
Online	$79	970-1977

Microsoft® Office 2003 All Access

Provides open access to the entire virtual instructor-led training calendar of expert-led Office 2003 classes for one year. Topics include Microsoft Excel®, Outlook®, Access®, PowerPoint® and Word®.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$349	982-4117
Virtual Instructor-Led, 5 Users	$1,350	982-3137
Virtual Instructor-Led, 10 Users	$2,490	982-3138

Microsoft Office 2000 All Access

Provides open access to the entire virtual instructor-led training calendar of expert-led Office 2000 classes for one year. Topics include Microsoft Excel, Outlook, Access, PowerPoint and Word.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$349	982-4109
Virtual Instructor-Led, 5 Users	$1,350	982-3128
Virtual Instructor-Led, 10 Users	$2,490	982-3129

Microsoft Office Access 2003 Instructor-Led Training

Introduces the concept of the relational database and instructs students on Microsoft Office Access 2003. Participants will learn to design and create a new Access database, customize database components, share Access data with other applications and use some of the more specialized and advanced capabilities of Access 2003.

Course Delivery Method	Investment	SKU
One day using course manuals	$2,700 (up to 10 participants)	980-7547
Two half-days using course manuals	$2,970 (up to 10 participants)	980-7548
Three two-hour seminars using reference cards	$2,970 (up to 10 participants)	980-7557

Microsoft Office Excel 2003 Instructor-Led Training

Covers how to create, edit, format and print basic Excel spreadsheets. Students will learn to streamline and enhance spreadsheets, automate common tasks, apply advanced analysis techniques to complex data sets and share Excel data with other applications.

Course Delivery Method	Investment	SKU
One day using course manuals	$2,700 (up to 10 participants)	980-7547
Two half-days using course manuals	$2,970 (up to 10 participants)	980-7548
Three two-hour seminars using reference cards	$2,970 (up to 10 participants)	980-7557

Microsoft Office Outlook 2003 Instructor-Led Training

Provides students with the skills they need to use Microsoft Outlook 2003 effectively. Students will learn to send and respond to e-mail as well as maintain the calendar, schedule meetings and work with tasks and notes. Covers how to track, share and assign Outlook items as well as communicating in real time and personalizing mail.

Course Delivery Method	Investment	SKU
One day using course manuals	$2,700 (up to 10 participants)	980-7547
Two half-days using course manuals	$2,970 (up to 10 participants)	980-7548
Three two-hour seminars using reference cards	$2,970 (up to 10 participants)	980-7557

Microsoft Office PowerPoint 2003 Instructor-Led Training

Students will learn to use Microsoft Office PowerPoint 2003 to give electronic presentations. Covers how to enhance presentations with features that transform basic presentations into powerful communication tools.

Course Delivery Method	Investment	SKU
One day using course manuals	$2,700 (up to 10 participants)	980-7547
Two half-days using course manuals	$2,970 (up to 10 participants)	980-7548
Three two-hour seminars using reference cards	$2,970 (up to 10 participants)	980-7557

Microsoft Office Project 2003 Instructor-Led Training

Students will learn how to use Microsoft Office Project Professional 2003 to manage projects. Covers how to create and modify a project plan file that contains tasks, resources and resource assignments as well as how to work with a project plan after it has entered the project implementation phase.

Course Delivery Method	Investment	SKU
One day using course manuals	$2,700 (up to 10 participants)	980-7547
Two half-days using course manuals	$2,970 (up to 10 participants)	980-7548
Three two-hour seminars using reference cards	$2,970 (up to 10 participants)	980-7557

Microsoft Office Word 2003 Instructor-Led Training

Teaches students how to effectively use Microsoft Word 2003, including producing basic business documents, adding components such as customized lists, tables, charts and graphics, as well as creating, managing, revising and distributing long documents, forms and Web pages.

Course Delivery Method	Investment	SKU
One day using course manuals	$2,700 (up to 10 participants)	980-7547
Two half-days using course manuals	$2,970 (up to 10 participants)	980-7548
Three two-hour seminars using reference cards	$2,970 (up to 10 participants)	980-7557

BUSINESS AND PROFESSIONAL SKILLS

Managing a Project Team

Teaches a very effective way to manage a product team through all phases of the project's life cycle. Students will learn how to make projects successful by focusing on the all-important factors of meeting objectives, controlling costs, ensuring organizational satisfaction and meeting or beating time constraints.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$495	983-2087
Virtual Instructor-Led, 5 Users	$2,180	983-2108
Virtual Instructor-Led, 10 Users	$3,960	983-2137

Managing Your Time for Business Results

Covers the benefits that proper time management can bring. These benefits include controlling stress, bringing balance to your life, identifying and setting priorities, increasing productivity and accomplishing your goals.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$495	983-2088
Virtual Instructor-Led, 5 Users	$2,180	983-2117
Virtual Instructor-Led, 10 Users	$3,960	983-2138

Negotiating: Getting Past No to Yes!

Negotiating when there is a lot at stake can be intimidating even for the most experienced people. This two-session course will share the tools and techniques necessary to provide a framework and offer the skills necessary to achieve that win-win result you're looking for and build relationships for future interactions.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$495	983-2097
Virtual Instructor-Led, 5 Users	$2,180	983-2118
Virtual Instructor-Led, 10 Users	$3,960	983-2147

Professional Communication 1.0

Covers how to communicate using various verbal and nonverbal modes of communication. Also offers suggestions for communicating with individuals who hold various roles in an organization, including peers, supervisors, subordinates and customers/vendors. This course also assists students in the areas of first impressions and rapport building.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$495	983-2098
Virtual Instructor-Led, 5 Users	$2,180	983-2127
Virtual Instructor-Led, 10 Users	$3,960	983-2148

High Impact Presentations

Guides the learner through the entire process of succeeding with high impact presentations — from the fundamentals to the planning of the event, to the presentation and delivery.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$495	983-2078
Virtual Instructor-Led, 5 Users	$2,180	983-2107
Virtual Instructor-Led, 10 Users	$3,960	983-2128

Professional Development Bundle for Managers

Designed specifically to help business managers develop the soft skills necessary to successfully manage employees. Courses include: Resolving Team Conflict, Developing a High-Performance Team and Managing Change.

Course Delivery Method	Investment	SKU
Online	$19.99	982-3139

Professional Development Bundle for Employees

Designed specifically to help employees develop the soft skills necessary to be successful in the business work environment. Courses include: Overcoming Challenges in Time Management, Using E-mail to Communicate Successfully and Effective Interpersonal Communication.

Course Delivery Method	Investment	SKU
Online	$19.99	982-3147

Project Management Professional Certification (PMP)

Provides Project Managers with the knowledge and skills needed to master the new PMBOK™ Guide Third Edition and attain the PMP certification.

Course Delivery Method	Investment	SKU
Virtual Instructor-Led, Single User	$795	983-2067
Virtual Instructor-Led, 5 Users	$3,498	983-2068
Virtual Instructor-Led,10 Users	$6,360	983-2077

Project Management Essentials

Covers managing and guiding projects to successful conclusion. Specific areas of coverage include planning a project, managing schedules, resources and budgets, and completing/delivering a project.

Course Delivery Method	Investment	SKU
Online	$386.96/person	A0131856

Project Management Institute Certification Complete (PMI)

Provides in-depth training on all aspect of project management, including fundamentals, time management, budget, cost control and more. It is ideal for individuals preparing for PMI's Project Management Professional (PMP) exam.

Course Delivery Method	Investment	SKU
Online	$1,099.95/person	A0131855

IT Management – Moving from IT Professional to Manager Series

Provides a solid foundation in general management principles and practical guidance on how to deal with and manage people and resources.

Course Delivery Method	Investment	SKU
Online	$386.96/person	A0131857

K-12 PROFESSIONAL DEVELOPMENT

TECHNOLOGY INTEGRATION

Teachers and staff must have strong technology skills in order to make the best use of it in the classroom and throughout the school. Dell™ offers courses that help educators fully understand how to integrate technology into their curricula, from using technology in the classroom to software, peripherals and assessments. Dell also provides an online resource to help educators receive critical support for technology initiatives.

DELL ONLINE EXCHANGE

In one, convenient, easy-to-use portal, educators can find access to thousands of lesson plans and projects to help them integrate technology into their classrooms. The Exchange includes 16 online workshops focusing on the effective use of technology into standards-based instruction, along with technical support guides, curricular exemplars and real-time performance support.

Additionally, The Student Center offers a simple way to share information with students and parents as well as collaborate with colleagues. This portal provides online professional development and curricular tools in addition to resources to support school improvement priorities in literacy, math, science, technology integration and project-based learning.

Educators complete up to 20 self-paced, four-hour courses. They can also build an online portfolio that demonstrates their learning to support acquisition of continuing education credits (CEUs) or professional development points (PDPs). Each course includes lesson plans and student activities that help teachers align technology with content standards.

Administrators can also use Dell Online Exchange to track teacher progress on staff development and online courses. They can stay informed of the improvement in technology use via the faculty technology survey.

The portal includes:
- Assessment Tools
- Knowledge Bank: a searchable database of 2,000 standards-based lesson plans, performance tasks, research articles and Web sites
- Project Library: Collection of more than 1,000 field-tested, standards-aligned projects
- The Student Center: A resource to share lessons and classroom information with colleagues, students and families
- Dr. CIA (Curriculum, Instruction and Assessment): Real-time, e-mail answers to teachers' questions about curriculum, instruction and assessment
- Additional Training Modules: Covers literacy, math, science, assessment and project-based learning
- Teacher Tools: Best practice teaching strategies, lesson plans and rubrics in language arts, mathematics and science

Course Delivery Method	Investment	SKU
Online	$150/person	980-2569
Online	$2,500/building	983-3139

Integrating Technology into Elementary Curriculum

This twelve-hour course provides 20 sample technology-enriched projects for the classroom, educators learn how to develop content-based technology projects for their own curriculum. The course also provides teachers with tools to evaluate their own and their students' technology usage.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$2,500 (up to 14 participants)	950-4788

Integrating Technology into Middle and High School Curricula

This twelve-hour course covers a variety of technology-infused classroom projects that address national, state and local content standards in the content areas of math, science, social studies and language arts. Participants leave with a set of adaptable lessons, a variety of evaluative tools, a plan for creating original content and a wide range of resources and tutorials.

Course Delivery Method	Investment	SKU
Math - Instructor-led at customer location	$2,500 (up to 14 participants)	950-4799
Science - Instructor-led at customer location	$2,500 (up to 14 participants)	950-4798
Social Studies - Instructor-led at customer location	$2,500 (up to 14 participants)	950-4797
Language Arts - Instructor-led at customer location	$2,500 (up to 14 participants)	950-4789

Technology Integration Workshop

Dell professional development instructor-led workshops support student achievement goals and individual school's technology initiatives. Available workshop courses include Creating and Teaching Quality Projects, Creating Tech-Rich Lessons, Creating Web Pages, Creativity Software in the Classroom, Developing Project-Based Lessons, Venturing into Virtual Learning and more. Contact your Dell K12 sales representative for more available courses.

Course Delivery Method	Investment	SKU
Workshop	$2,500/day	983-3147

Integrating PDA Technology into the Curriculum

This six-hour course provides a thorough overview of the features and functionality of the Dell Axim™ Pocket PC. It provides hands-on experience in creating and implementing Axim-based lessons and projects. After learning how to set up, personalize and use Axim programs and tools, participants work with sample lessons, a template for creating lessons, student evaluation tools and useful resource links.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$1,650 (up to 14 participants)	960-2269

Integrating Dell Wireless Notebook into the Curriculum

An increasing number of schools are adopting a 1:1 student computing initiative. This six-hour course familiarizes educators with the physical attributes and capabilities of the wireless Dell notebook and notebook cart. Participants also practice troubleshooting techniques, classroom management ideas, student procedures and integrating projects into the classroom using the wireless notebook.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$1,650 (up to 14 participants)	970-6087

Using Multimedia for 21st Century Learning in the Classroom

Introduces educators to the Adobe® Elements package, including Adobe Premier Elements and Adobe PhotoShop® Elements, focusing on using the tools in an educational setting. Participants will learn the basics of using image-editing software in the classroom including how to modify and enhance images, create composite images, save and print images, create a slideshow, find lessons that take advantage of multimedia, create a lesson that integrates Adobe Elements and more.

Course Delivery Method	Investment	SKU
One-day workshop	$2,500	983-4589

DELL INTELLIGENT CLASSROOM PROFESSIONAL DEVELOPMENT

Dell's Intelligent Classroom professional development program helps teachers utilize alternative instructional strategies that are designed to optimize the potential of the technology while providing an environment that stimulates group participation, dynamic modeling and problem-solving. Intelligent Classroom course modules support a more active learning experience for teachers and students, thus promoting deeper understanding, more learner engagement and a chance for learners to take a more active role in their own education.

Dell Intelligent Classroom Multimedia Module

Includes five courses: Introduction to the Dell DJ™ Communicating, Digitally Using the Dell DJ for Webcasting, Introduction to the Dell Online Exchange, Using Multimedia for 21st Century Learning in the Classroom and Integrating Multimedia Lessons into the Classroom. The module also includes an annual license to the Dell Online Exchange.

Dell Intelligent Classroom Collaboration Module

Includes seven courses: Introduction to the Notebook, Introduction to the Dell Online Exchange, Utilizing White Board Technology in the Classroom, Planning and Collaboration in the Intelligent Classroom, Introduction to the Student Response System, Introduction to netTrekker℠ Resources, and Creating Technology Rich Lessons. The module also includes an annual license to the Dell Online Exchange.

Dell Intelligent Classroom Mobile Computing Module

Includes six courses: Introduction to the Notebook, Introduction to the Dell Online Exchange, Integrating Notebooks into the Curriculum, Creating Technology Rich Lessons in the Classroom, Tools for Collaboration and Learning, and Introduction to Internet Resources (netTrekker). The module also includes an annual license to the Dell Online Exchange.

Course Delivery Method	Investment	SKU
2-day, instructor-led at customer location (per module)	$5,000/module	Contact your Dell K12 Sales Representative.

ASSESSMENTS AND REPORTING

Technology Pre- and Post-Assessment

The Dell Technology Skills Assessment determines teacher proficiencies in core areas that relate to technology in the classroom. It consists of a proctored assessment in nine technology areas and contains 105 multiple-choice questions. Assessment aligned to ISTE/NETS.

Course Delivery Method	Investment	SKU
Set-up Fee	$1,200/building	950-4787
Teacher Assessment	$280 (up to 14 participants)	950-4779

Student Technology Assessment

Available in both Web- and paper-based formats, this survey measures student technology proficiency. Survey results help educators identify students' baseline technology skills.

Course Delivery Method	Investment	SKU
Set-up Fee	$1,200/building	950-4787
Web- or Paper-Based	$210 (up to 14 participants)	950-4778

Faculty Technology Survey

Available in both Web- and paper-based formats, this survey measures staff self-reported technology proficiency, knowledge of integration practices and application of these practices in teaching and learning. Participants take the survey before, during and after training. Survey results help administrators determine professional development needs and measure faculty progress.

Course Delivery Method	Investment	SKU
Web-Based	$14.00 per survey	980-2579
Paper-Based	$16.50 per survey	980-2587

Instructional Quality Technology Toolkit™

Suite of diagnostics, reporting tools and associated training modules designed to help teachers and instructional leaders define, monitor and continuously improve the quality of teaching and learning in every classroom. Includes Evidence of Quality Teaching (EQT), which examines core issues of teaching and learning and provides a rich framework for lesson study, coaching, mentoring and school walk-throughs. The EQT measures indicators of instructional quality as observed during actual lessons. The Instructional Quality Technology Toolkit also includes the Instructional Practices Survey (IPS), a self-report survey that measures teachers' perceptions around the importance of the instructional strategies identified in the EQT, the amount of support they receive for these strategies and the extent to which they feel they use these strategies in their own classroom practice

Course Delivery Method	Investment	SKU
3-day workshop	$9,000	Contact your Dell K12 Sales Representative.
Online access to IQTT plus Dell Online Exchange	$4,500	Contact your Dell K12 Sales Representative.
Online access to IQTT only (for districts that have previously purchased the Dell Online Exchange)	$2,500	Contact your Dell K12 Sales Representative.

DELL DATAFLOW

Effective analysis of data to inform instructional decisions is critical to improving student learning. Dell knows that by analyzing student performance data, school processes and demographics, our school partners can develop excellent action plans and have a great impact on student achievement.

DataFlow provides school districts with the skills, processes and tools to help educators understand how to turn data into good information, information that informs strategies for continuous improvement.

To launch DataFlow, Dell will provide the five-day Dell Data Institute that teaches a strategic approach to data analysis using the district's data analysis tool or DART (Data Analysis and Reporting Tool). Working with school-based data coaches, principals and instructional leaders, Dell uses local data to focus on the district and schools' critical issues, identify trends and patterns and develop data-informed action plans for each participating school. Dell will also provide online resources, via the Dell Online Data Exchange, to support the schools throughout the year. This online tool provides online courses, curriculum and curriculum support, DART and project management tools, as well as the Dell Online Exchange.

Delivery Method	Investment	SKU
5-day, Dell Data Institute	$15,000	983-3137
Dell Online Data Exchange	$3,500	983-3138

PC SKILLS TRAINING SPECIFICALLY DESIGNED FOR K-12

Educator's Bundle

Ninety-nine online courses that cover commonly used applications such as Microsoft® Windows® 2003, Office 2003 (including PowerPoint®, Excel® and Outlook®), Microsoft Windows XP, Office XP, Microsoft Internet Explorer, Netscape and Adobe® Acrobat®.

Course Delivery Method	Investment	SKU
Online	$29.95	970-3667

Foundations in Teacher Technology Education

This comprehensive, 45-hour program trains educators in the basics of operating systems, telecommunications, word processing, graphics, spreadsheets, desktop publishing, databases and multimedia. At the end, participants will be able to use technology for keeping grade books, creating lesson plans and communicating with various educational groups in addition to being able to use technology in curricula.

Course Delivery Method	Investment	SKU
Instructor-led at Elementary School	$8,000 (up to 14 participants)	950-4807
Middle and High School Foundations	$8,000 (up to 14 participants)	950-4808

Macintosh® to PC Transition Course

This six-hour course trains educators in the fundamentals of the Microsoft Windows environment. Developed with input from experienced facilitators and curriculum designers, this course helps educators make the transition from the Macintosh operating system to Microsoft Windows. It is also available in a self-study format.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$1,650 (up to 14 participants)	902-0969
Self-Study Guide Option	$34.95/person	902-5818

Macintosh to PC Train-the-Trainer

This two-day series prepares district or building staff to deliver six hours of training to colleagues who are transitioning from the Macintosh operating system to Microsoft Windows. The series covers the functionality of Windows-based Microsoft Word, PowerPoint and Excel. Participants learn to integrate these applications into classroom activities.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$6,200 (up to 25 participants)	980-2578

Student Essentials Bundle

Forty-two online courses which help middle and high school students acquire the technology skills they need for the future. Courses cover Microsoft Office applications, self-development skills and Internet skills.

Course Delivery Method	Investment	SKU
Online	$39.99	A0373261

K12 ADMINISTRATOR TRAINING

Not only do administrators set the example in their school environments for technology usage, they also use technology to manage and lead education initiatives. Through Dell's courses specifically designed to address the unique requirements of administrators' jobs, school leaders can develop proficiencies in technology implementation.

Leadership Training

Dell leadership training is customized based on your assessed needs and prepares participants to drive change in the instructional use of technology in a school or district. Topics include planning and monitoring professional development, supporting classroom use of technology, administrative technology and deployment policy.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$3,700/day (up to 20 participants)	980-2577

HIGHER EDUCATION PROFESSIONAL DEVELOPMENT

University faculty and staff must have strong technology skills in order to make the best use of it in the classroom. Dell offers courses that help faculty and administrators fully understand how to apply technology into curricula and throughout campus.

Technology Pre- and Post-Assessment

Pre- and post-assessments help ensure that investments in training are focused on the most needed areas and that the training is effective. The Dell Technology Skills Assessment helps determine faculty technology proficiencies in core areas that relate to technology use in the classroom. The engagement consists of a proctored assessment in nine technology areas and contains 105 multiple-choice questions.

Course Delivery Method	Investment	SKU
Set-up Fee	$1,200/building	950-4787
Proctored Assessment	$280 (up to 14 participants)	950-4779

Integrating Technology into Higher Education

This twelve-hour course is designed to provide university faculty with the resources to integrate technology into their specific course content. It presents sample student projects that demonstrate technology integration and guides participants through the process of developing technology-infused projects for teaching. The course combines theory, practical discussion, research and hands-on practice as well as individual and group demonstrations.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$2,500 (up to 14 participants)	970-6097

Integrating PDA Technology into the Curriculum

This six-hour course provides a thorough overview of the features and functionality of the Dell Axim™ Pocket PC. It provides hands-on experience in creating and implementing Axim-based lessons and projects. After learning how to set up, personalize and use Axim programs and tools, participants work with sample lessons, a template for creating lessons, student evaluation tools and useful resource links.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$1,650 (up to 14 participants)	960-2269

Integrating Dell Wireless Notebook into the Curriculum

This six-hour course familiarizes educators with the physical attributes and capabilities of the wireless Dell notebook and notebook cart. Participants also practice troubleshooting techniques, classroom management ideas, student procedures and integrating projects into the classroom using the wireless notebook.

Course Delivery Method	Investment	SKU
Instructor-led at customer location	$1,650 (up to 14 participants)	970-6087

EMPLOYEE PURCHASE PLAN OFFERINGS

Employees who spend time on home computers learn valuable skills that can translate to more productivity in the office. The Dell™ Employee Purchase Program not only allows employees to save on Dell desktops, notebooks and electronics, but also on EducateU Learning products. Dell provides learn-at-home offerings that will help employees enhance their technology proficiency both on and off the job. Contact your Dell Account Executive for more details and to inquire about setting up an Employee Purchase Program for your organization.

EducateU Learning – Online Training

Our online courses are in a self-paced, interactive format and cover a wide variety of topics, including popular software applications, PC security topics, digital media and more. These courses are available in a range of packages tailored to meet learning needs. Our premier learning solution is the PC Package with Live Online Tutor that provides the student access to an expert instructor 24/7 to answer their questions in addition to our top 100 online courses. This package starts at $149. Individual courses start at $9.99.

EducateU Learning – Dell Books

Dell's easy-to-use books feature tips, techniques and "how to" guidance. Designed to help students get the most out of their PC experience, popular titles include PC Fundamentals, Digital Photography, Wireless Networking and Microsoft ® Office 2003. Book prices start at $20. Visit www.LearnDell.com for more details or to purchase Dell books.

LEARNING MANAGEMENT

DELL LEARNING SYSTEM

Training employees is no longer only a human resources challenge. With larger staffs, more regulations and smaller training budgets, e-Learning is a popular method for training new staff members and keeping existing employees' skills up-to-date. This means training has also become an IT function in many environments. Designing a training curriculum, managing the technical infrastructure, administering the training and staying up-to-date with changing course content and requirements can be overwhelming and costly for both IT and human resource staffs. Dell Learning System provides a total e-Learning solution with high quality Dell hardware, the latest course content, an easy-to-use Learning Management System (LMS) and ongoing technical support. It is ready-to-install and is priced per box so you don't have to deal with complex multi-user licenses. The end result is a cost-effective solution that makes it easy for both your IT administrators and employees to enjoy the benefits of e-Learning.

Employees
- Anywhere, anytime course access helps increase employee productivity
- Dynamic and interactive multimedia content
- Easy for anyone in your organization to use

Administrators
- Can save time and money delivering your training requirements
- Simple to track and monitor student progress
- Easy to update the curriculum and manage content
- Dell Learning System management is quick and easy to learn

A Dell PowerVault™ 745N Network Attached Storage (NAS) device loaded with training content, the Dell Learning System offers an end-to-end e-Learning program. And the Dell Learning System resides behind your organization's firewall, virtually eliminating direct, external security threats and making implementation easy and fast. Additionally, the Dell Learning System provides a Courseware Integration Option that allows administrators to add courses from other sources directly into the LMS course software.

Training Package	Investment
PC Application Training Pack	Starting at $12,246
Professional Development Training Pack	Starting at $13,746
IT Training and Certification Pack	Starting at $16,246
Complete Training Pack (Best Value!)	Starting at $21,246
Courseware Integration Option	Additional $7,000

DELL ONLINE TRAINING ADMINISTRATION TOOL

As an enhancement to Dell's vast library of robust e-learning courses, the Dell™ Online Training Administration Tool provides an easy-to-setup, easy-to-use way to deploy and manage your staff's online learning initiatives. Available 24/7/365, the administration tool enables you, as the client admin, to create multiple reports to track learners' progress and export them to Microsoft® Excel® for further analysis. Offered at no additional cost when you purchase $1,500 worth of Dell online training, this administration tool delivers an incredible value to you and your organization.

User Management

Users may be added in one of three ways:
- Client Admin can create the users
- Users may redeem the order themselves through self-registration
- Batch-import of users by Dell Admin (250+ users minimum)

Course Management

The Client Admin may assign courses to users in the following ways:
- Multi-Course to User – Add/remove multiple courses to a single user
- Multi-User to Course – Add/remove multiple courses to a single user

Report Management

The Client Admin can access five reports:
- Course Analysis Report – Provides users' scores and status by course
- Course Statistics Report – Provides number of course registrations and completions and course scores by course
- Student Summary Report – Provides course registrations and completions by student
- Student Transcript – Provides course registration and expiration dates and user data by course
- Usage Report – Provides average login time, number of logins and first and last accessed dates by user

Dell Online Training Administration Tool	Investment	SKU
$1,500+ Dell Online Training Purchased	No additional cost	981-2827
Purchased stand-alone or with less than $1,500 Dell Online Training	$650	980-3167

For the most current list of training offerings and descriptions, please visit www.LearnDell.com.

GET MORE OUT OF YOUR TECHNOLOGY INVESTMENTS.
GET MORE OUT OF NOW.

DELL