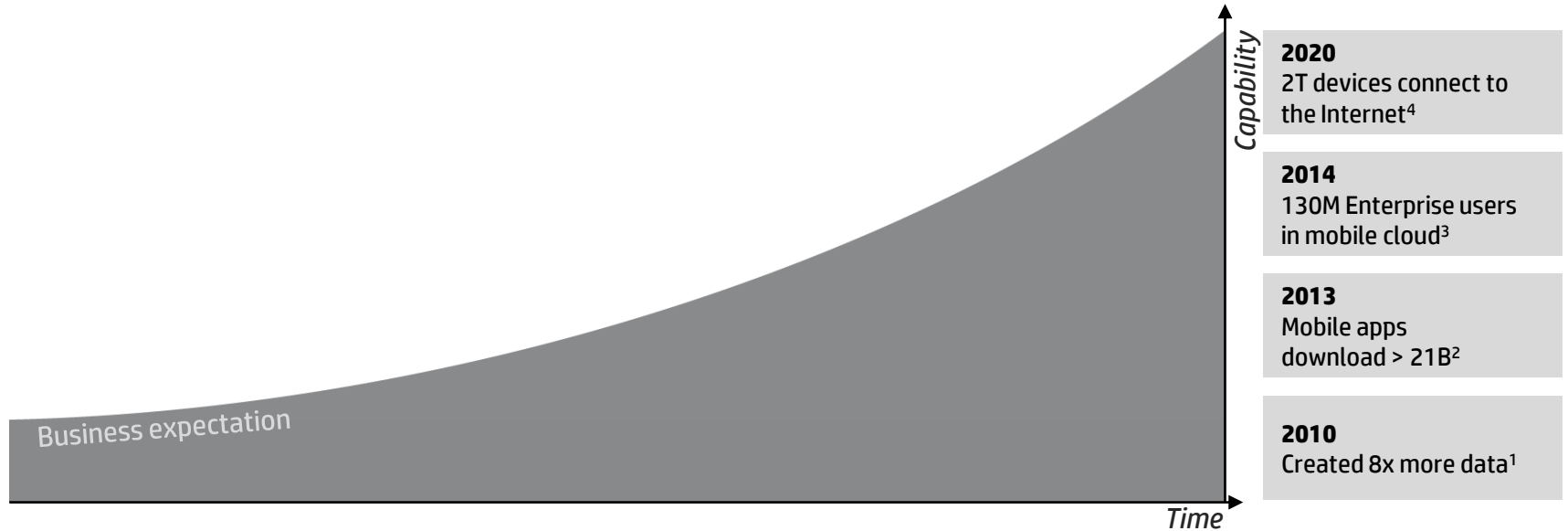# Welcome to the HP Institute

How HP is working with education to develop tomorrow's IT workforce today
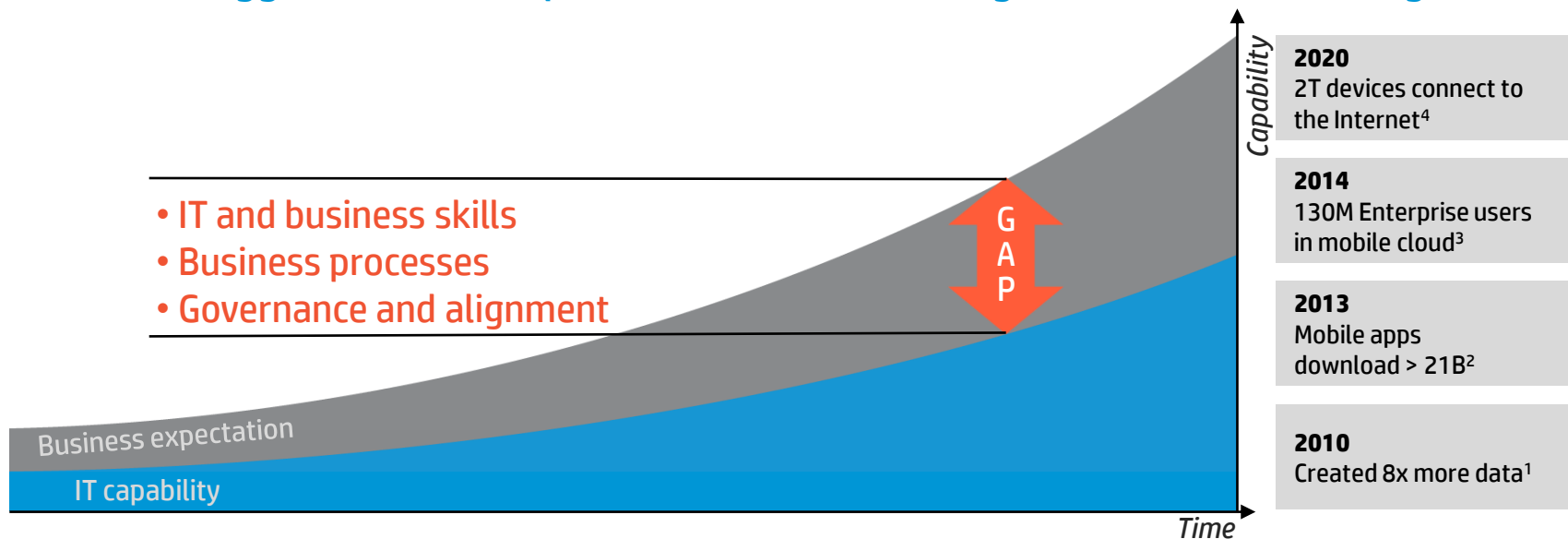
Business need for speed

The rate of business is increasing exponentially

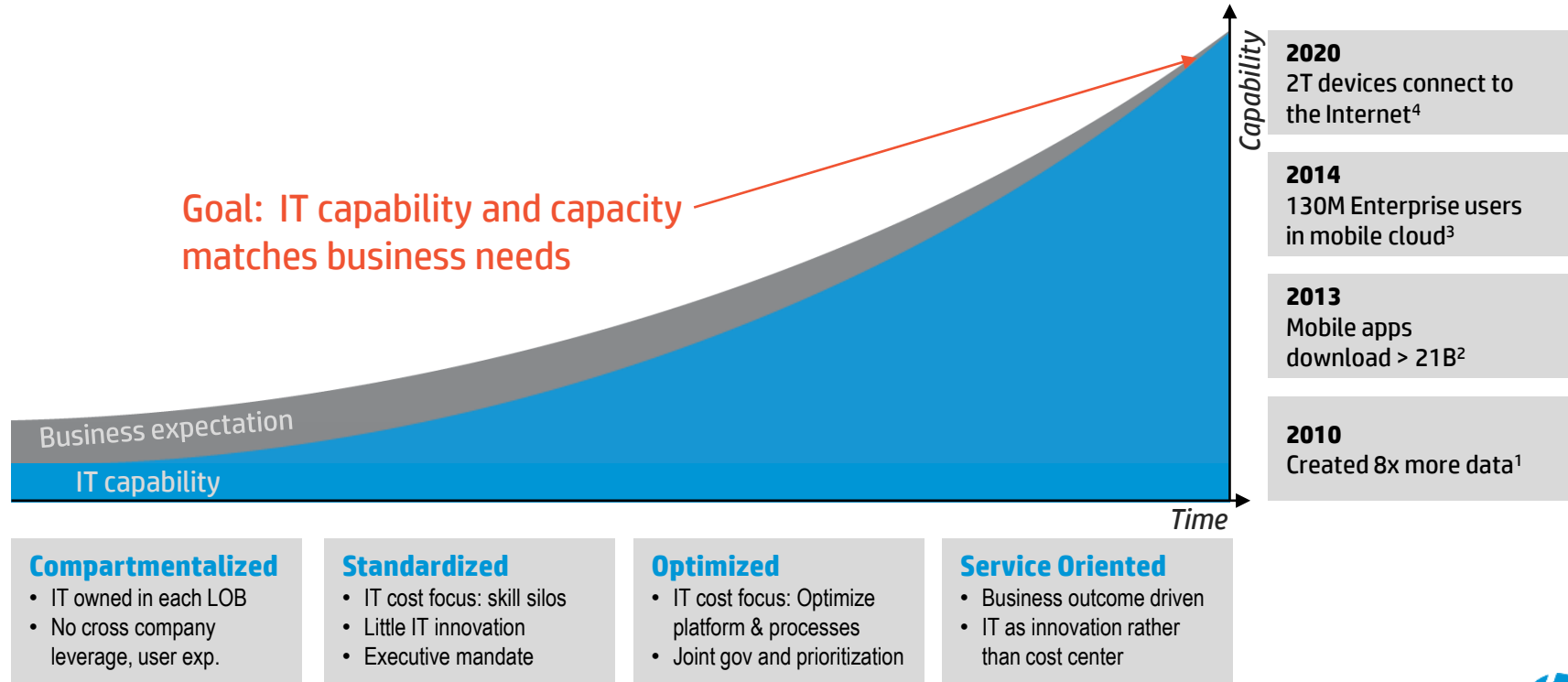**Capability** (vertical axis)

Time (horizontal axis)

Business expectation

2020
2T devices connect to the Internet[4]

2014
130M Enterprise users in mobile cloud[3]

2013
Mobile apps download > 21B[2]

2010
Created 8x more data[1]

IT expectation gap

Businesses struggle to translate promise of new technologies into clear IT strategies

- IT and business skills
- Business processes
- Governance and alignment

Capability

Business expectation

IT capability

Time

GAP

2020
2T devices connect to the Internet[4]

2014
130M Enterprise users in mobile cloud[3]

2013
Mobile apps download > 21B[2]

2010
Created 8x more data[1]

IT and business must evolve together to close the gap

The path to realizing the promise of convergence, cloud, big data and any new technology

Goal: IT capability and capacity matches business needs

Capability

Business expectation

IT capability

Time

2020
2T devices connect to the Internet[4]

2014
130M Enterprise users in mobile cloud[3]

2013
Mobile apps download > 21B[2]

2010
Created 8x more data[1]

Compartmentalized
- IT owned in each LOB
- No cross company leverage, user exp.

Standardized
- IT cost focus: skill silos
- Little IT innovation
- Executive mandate

Optimized
- IT cost focus: Optimize platform & processes
- Joint gov and prioritization

Service Oriented
- Business outcome driven
- IT as innovation rather than cost center

Market Need for Skills for the New Style of IT

"How do you keep up with this next generation of IT? And how do you bring people into the company for whom it isn't something they have to learn, it is what they already know?"
– *Meg Whitman, HP Security Analysts Meeting, October 2013*

HP Staffing
Hiring hundreds of graduates
in next 12 months

DEMAND

HP Channel
355,000 partners with
challenges sourcing skills

HP Customers
Millions can't transition to new
style of IT without new skills

Skills for New Style of IT
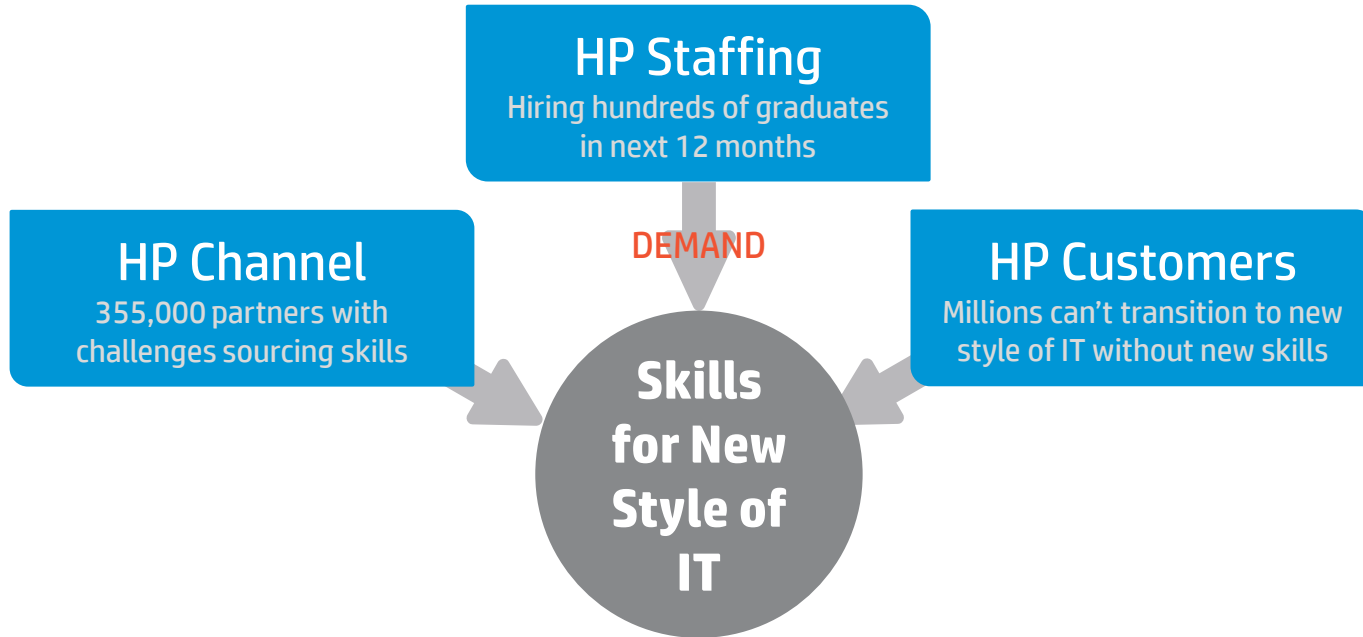
New skills required by Business & IT pros

21st century skills require both business context and practical tech experience

Skill Area	Technology Professional	Business Professional
Business Skills	**Business context awareness -** Translate business objectives into technology strategies	**Systems thinking and innovation -** Grasp the "big picture" and create solutions to achieve business goals
Technology Skills	**End-to-end solution expertise -** Develop integrated cross-platform solutions	**Technology acumen -** Identify and leverage technologies to achieve business outcomes
Practical Experience	**Hands-on experience -** Designing and configuring technologies that create business differentiation	**Managing tech initiatives -** Keep IT initiatives on track, ensure they deliver on business objectives

HP Institute objective is employability

HP Institute is a partnership with academic institutions to infuse practical skills and business context into education. Benefits:

Students/professionals
- Gain practical experience and industry-recognized certification right in the classroom which helps get a job

Educators
- Access to industry tools, curriculum and resources helps develop business context and practical skills that differentiates educators

Academic institutions
- Provide students with employable skills differentiates schools and helps them place students in careers

Business and industry (HP customers and partners)
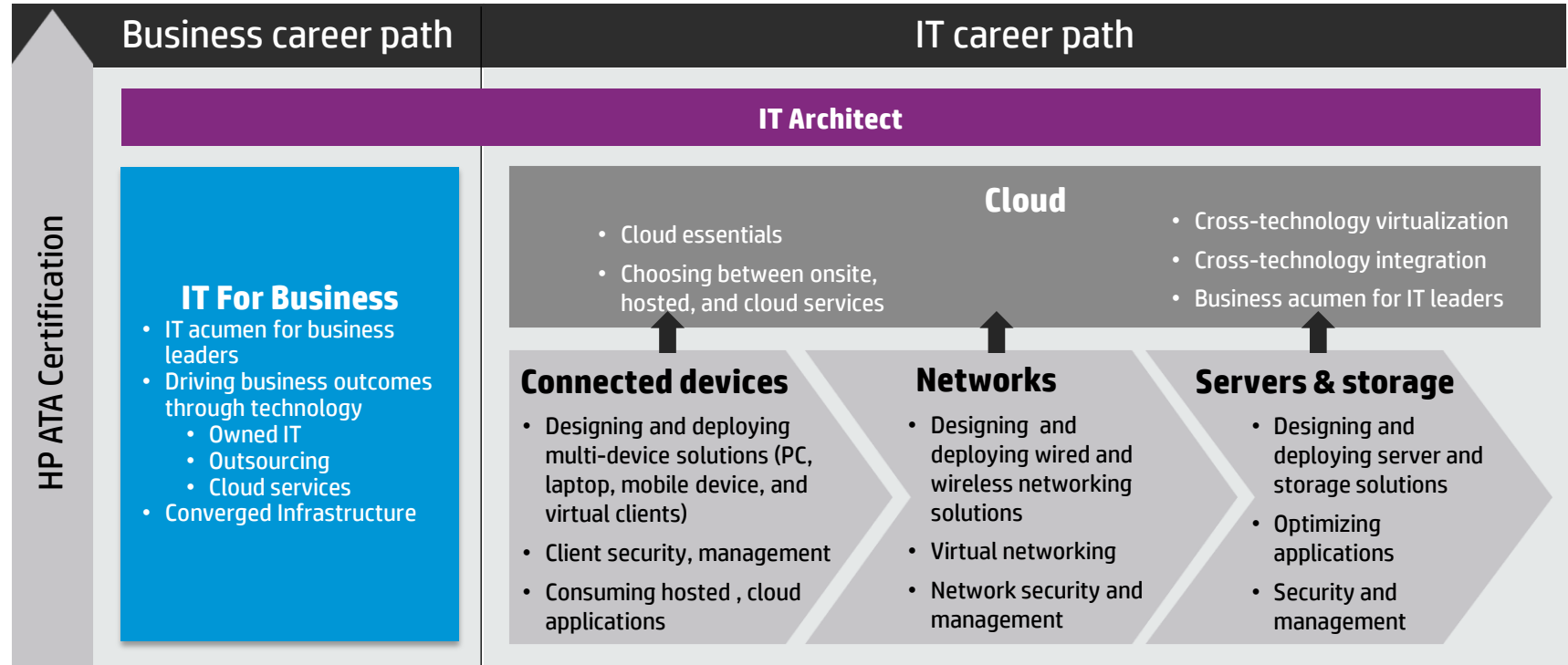- Continuous access to talent with precisely the skills they need

Welcome to the HP Institute

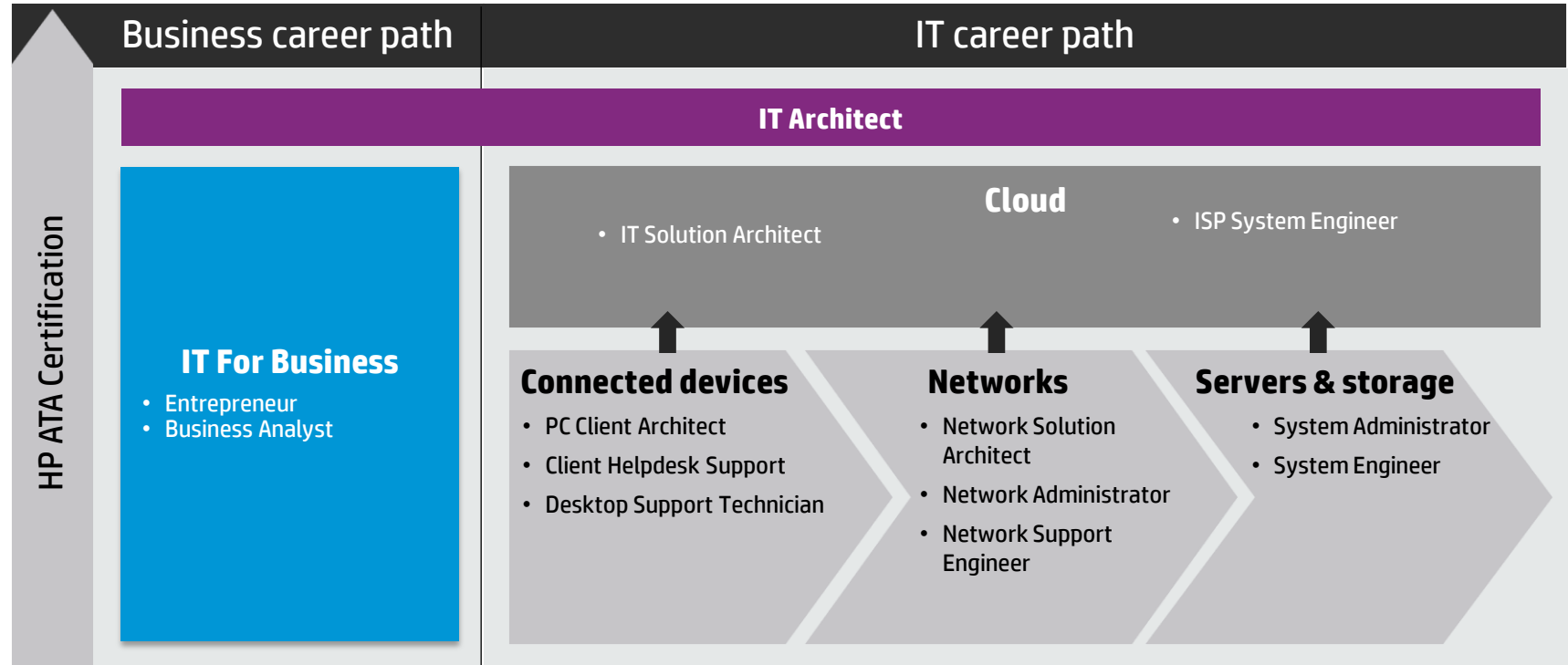How HP is working with education to develop tomorrow's IT workforce today

HP Institute offerings

Based on industry standards, powered by HP

Business career path	IT career path

HP ATA Certification

IT Architect

Cloud

- Cloud essentials
- Choosing between onsite, hosted, and cloud services

- Cross-technology virtualization
- Cross-technology integration
- Business acumen for IT leaders

IT For Business
- IT acumen for business leaders
- Driving business outcomes through technology
  - Owned IT
  - Outsourcing
  - Cloud services
- Converged Infrastructure

Connected devices
- Designing and deploying multi-device solutions (PC, laptop, mobile device, and virtual clients)
- Client security, management
- Consuming hosted , cloud applications

Networks
- Designing and deploying wired and wireless networking solutions
- Virtual networking
- Network security and management

Servers & storage
- Designing and deploying server and storage solutions
- Optimizing applications
- Security and management

Click a certification for content overview.

Who should certify?

HP ATA prepares students for employment in these important IT job roles:

Business career path	IT career path

HP ATA Certification

IT Architect

Cloud
- IT Solution Architect
- ISP System Engineer

IT For Business
- Entrepreneur
- Business Analyst

Connected devices
- PC Client Architect
- Client Helpdesk Support
- Desktop Support Technician

Networks
- Network Solution Architect
- Network Administrator
- Network Support Engineer

Servers & storage
- System Administrator
- System Engineer

HP Certified Educator (HPCE) Program

Professional development for academic educators, professors, instructors

Requirements:

- No application fee
- HP ATA certified for each course they will deliver
- Valid teacher's credential or instructor certification
- Complete "Train the Trainer" requirements
  - Includes content review and virtual lab delivery instruction
  - Virtual TTTs will be provided by Certiport and HP (live and recorded)
  - Face-to-face TTTs will be provided by Certiport partners at a cost
  - For the first year, all HP instructors must meet certification & TTT requirements within 6 months from their initial license date
- Instructional quality
  - Student pass rates and quality feedback

Benefits:

- Certification/Certificate
- Access to HP Educator Portal
- Instructor materials
- Forums staffed by HP Institute team and SMEs
- Access to optional or extra instructional material for use in their classroom

Ecosystem of IT expertise
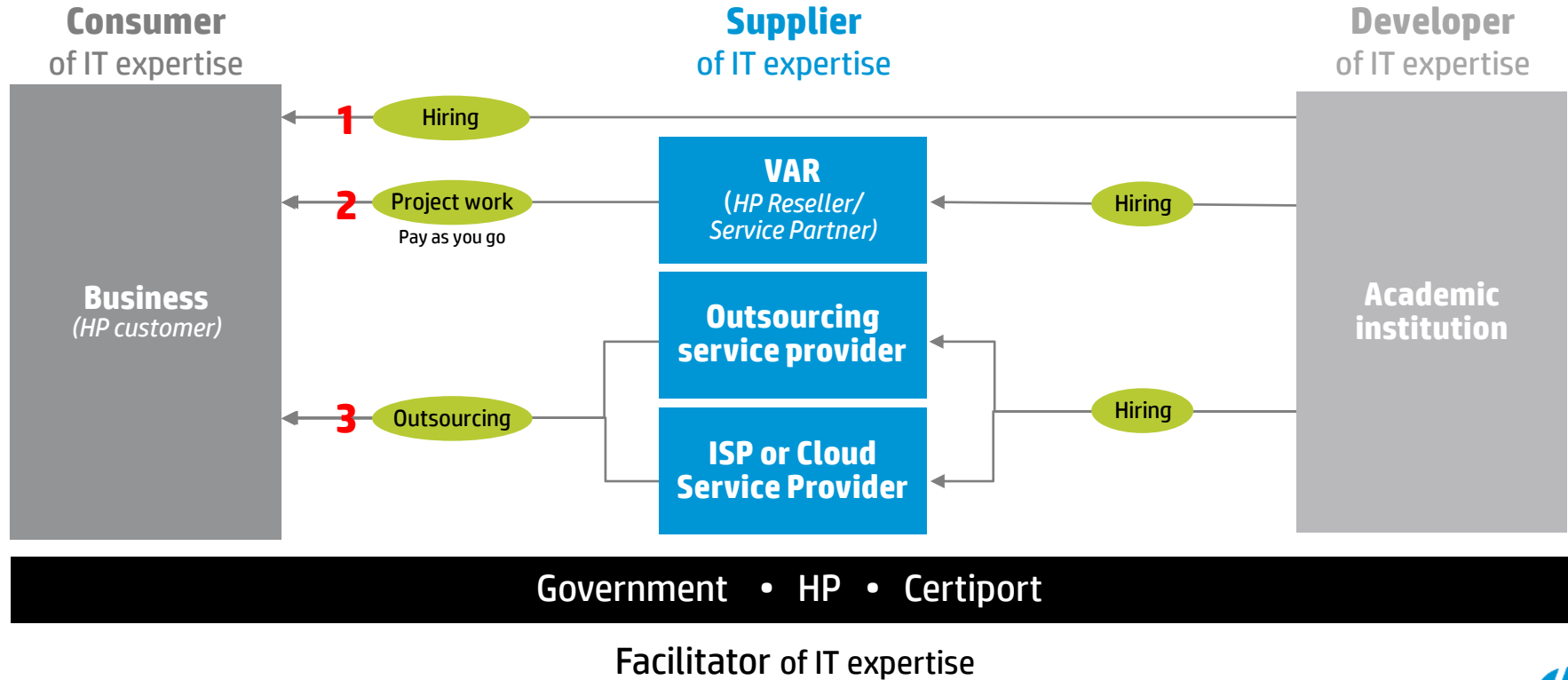
Consumer of IT expertise   **Supplier** of IT expertise   **Developer** of IT expertise

Business (*HP customer*)

1 — Hiring

2 — Project work — Pay as you go

VAR (*HP Reseller/ Service Partner*)

Hiring

Outsourcing service provider

3 — Outsourcing

ISP or Cloud Service Provider

Hiring

Academic institution

Government • HP • Certiport

Facilitator of IT expertise

Ecosystem of IT expertise

Consumer
of IT expertise

Supplier
of IT expertise

Business
(HP customer)

New Skill Profile:
- Strong business context
- Broad expertise

Hiring Organizations:
- Line of Business
- IT

VAR
*(HP Reseller/
Service Partner)*

**Outsourcing
service provider**

**ISP or Cloud
Service Provider**

New Skill Profile:
- Strong business context
- Broad expertise
- Specialization

Hiring Functions
- Business services
- Consulting services
- Technical services

Projected hiring trends: next 3-5 years

40% to Line of Biz

25% to IT

35% to service
providers

IT Skill Gap = IT Certification Content Gap

Skills and competencies needed by business related to industry certification

Technology domains

Skills and Competencies		Client	Networks	Servers	Storage	Apps
	Current commercial needs	• Mobility • BYOD • Device mgmt.	• Mobility & security • Software defined networking	• Service level management • Server mgmt.	• Software defined storage • Big data	• System / app administration • SaaS
		Business Context, New Style IT (Cloud, XaaS, Co-location), Converged Infrastructure				
	Gaps in foundation offerings	• Mobile devices • Consuming cloud services • Virtual desktop	• VLAN • MSTP	• Virtualization (moving down)	• Thin provisioning • Data deduplication	
	Foundation offerings in the market	• PC Architecture • Operating systems • Break/fix • Implementation	• OSI • TCP/IP Stack • Physical layer topologies	• Server architectures • Server OS and services	• Storage architectures (RAID, SAN, NAS) • Provisioning • Backup	• OS / directory system administration

Academic certification program positioning

Technology Domain					Employer Expectations
					IT Pro
HP ATA			CCNA CISCO		IT SMB Level Employability
Microsoft Technology Associate	Storage+	CompTIA Microsoft Technology Server+ Associate	CCENT Network+	Cloud+	IT Apprentice Internship Ready
Microsoft Office Specialist					Information Worker
Client	Storage	Servers	Networking	Solution (Cloud)	

HP Institute

Multivendor IT vocational program
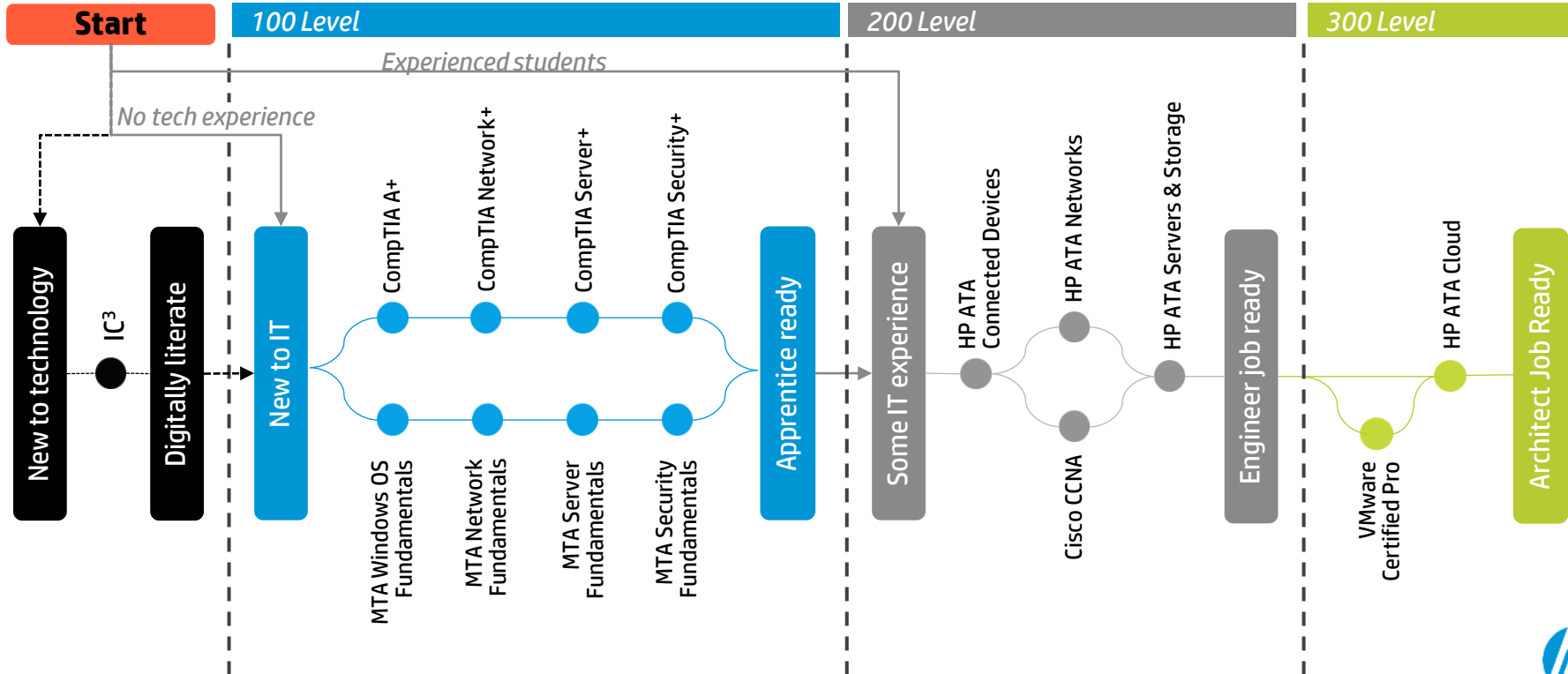
Try HP Institute for free!

90 day evaluation license

Experience the entire program, including:

- Review instructor manuals, lesson plans, courseware
- Practice tests
- Certification exams
- Certiport assists with setting up testing centers

Request an evaluation from your Certiport Representative!

30 **90**

30 exams
30 practice tests
30 books
90 days