# Reference Guide: Partner Enablement and Certification
## Let's get technical at CA World '17.

Join us at CA World 2017 and take advantage of Partner education, enablement and certification for the Pre-Sales, Implementer and Architect roles. You can also meet with technical experts from the CA Global Partner Organization.

Topics include security, continuous delivery, enterprise management and agile management. In addition to the full session catalog and CA solutions by content areas, we've added 100 percent more Pre-Conference Education classes. All product training, enablement, exams and certifications are available to all Partners at no extra charge (with the exception of agile methodology training).

We've organized a set of sessions for the conference that will allow you to meet the enablement requirements of your CA Partner Business Plan. Remember, you receive additional financial incentives when you complete these certifications.

Don't miss out on this great opportunity to learn, engage and grow with the community of technology experts from CA, peer companies and industry leaders.

## Pre-Conference Education Classes and Sessions

We encourage our Partners to participate in all the CA Education classes available at CA World. The **CA World '17 Session Catalog** offers a variety of training sessions, along with Tech Talks, labs and much more. We designed the CA World Partner Enablement and Certification sessions to be user friendly and to meet your schedule and needs via on-site, web-based and self-directed Pre-Conference Education courses.

Once the CA World '17 Agenda Builder is live in September, you can register for these classes. Note: you must be registered for CA World '17 in order to register for Pre-Conference Education.

Follow up your instructor-led sessions and expand your learning experience in the Self-Directed Learning Room with access to over 400 free courses that consist of dynamic lab environments, on-demand offerings and traditional, web-based courses. **View Pre-Conference Education sessions.**

## Pre-Conference Education Classes & Sessions

CA World '17 will offer Partner Technical Enablement sessions and product information in easy-to-digest packs. We have organized 10 sessions that allow you to pursue attainment of your business plan enablement requirements for CA product training.

- **Pre-Sales:** Learn how to present the CA product from a technical perspective, get best practices on how to demonstrate the features and functions of the CA product and pick up tips and tricks on performing a proof of concept.
- **Implementer/Architect:** Learn how to install and configure the CA product and get best practices and tips and tricks from CA Services subject matter experts.

Once the CA World '17 Agenda Builder is live, you can register for these classes.

## Course Descriptions: Technical Enablement Sessions

| Agile Management: | CA Project & Portfolio Management |
|---|---|
| Continuous Delivery: | CA Service Virtualization, CA Test Data Manager, CA Agile Requirements Designer, CA Release Automation |
| Agile Operations: | CA Unified Infrastructure Management, CA Application Performance Management |
| Security: | CA API Management, CA Privileged Access Management, CA Identity Suite |

### Agile Management Sessions: CA Project & Portfolio Management

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Project & Portfolio Management (CA PPM) represents a single platform that enables you to manage your entire innovation lifecycle and make more informed strategic investments. CA PPM helps you track and prioritize market and customer requirements and make better decisions on how to invest limited resources, so you can optimize your enterprise, IT, service and product portfolio. Further, it offers the unified, comprehensive project portfolio management capabilities you need to deliver quality initiatives on time and on budget. Available via SaaS, on-premises and hosted delivery models. *Join us for one of two CA Project & Portfolio Management sessions:*

- **CA PPM for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA PPM for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Continuous Delivery Sessions: CA Service Virtualization

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Service Virtualization simulates constrained or unavailable systems across the software development lifecycle (SDLC), allowing developers, testers and performance teams to work in parallel for faster delivery and higher application quality and reliability. Join us for one of two CA Service Virtualization sessions:

- **CA Service Virtualization for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA Service Virtualization for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Continuous Delivery Sessions: CA Release Automation

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Release Automation is an enterprise-class, continuous delivery solution that helps your customers automate complex, multi-tier release deployments through orchestration and promotion of applications from development through production. *Join us for one of two CA Release Automation sessions:*

- **CA Release Automation for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA Release Automation for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Continuous Delivery Sessions: CA Test Data Manager

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

Test data management solutions from CA give you the data you need for rigorous testing without the sensitive content, so you can deliver fully tested apps using safe data that comply with new regulations—and eliminate expensive delays. Join us for one of two CA Test Data Manager sessions:

- **CA Test Data Manager for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA Test Data Manager for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Continuous Delivery Sessions: CA Agile Requirements Designer

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Agile Requirements Designer can help organizations accelerate application quality by providing maximum functional coverage with the smallest number of tests and automating test case design and execution based on changing requirements—all while greatly reducing the time and resources required in bringing products to market. *Join us for one of two CA Agile Requirements Designer sessions:*

- **CA Agile Requirements Designer for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA Agile Requirements Designer for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Agile Operations Sessions: CA Application Performance Management

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Application Performance Management (CA APM) helps global brands proactively identify and resolve issues across physical, virtual, cloud and mobile applications. CA APM offers a solution that uniquely positions your organization to deliver app experiences where every transaction becomes a loyalty-building transaction, differentiate your business and allow your experts to focus only on impactful issues. Join us for one of two CA Application Performance Management sessions:

- **CA APM for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA APM for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Agile Operations Sessions: CA Unified Infrastructure Management

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Unified Infrastructure Management (CA UIM) balances the simplicity associated with IT point solutions with enterprise scalability and multi-tenancy. This unified IT monitoring solution eliminates the need for disparate monitoring solutions, helping you to optimize operational efficiency while reducing the complexity, cost and hassle of having to use and integrate multiple IT monitoring tools. Join us for one of two CA Unified Infrastructure Management sessions:

- **CA UIM for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA UIM for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Security Sessions: CA Privileged Access Management

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Privileged Access Management (CA PAM) offers a comprehensive solution that defends against sophisticated and damaging attacks, delivering both network and host-based controls for the enterprise and hybrid clouds. *Join us for one of two CA Privileged Access Management sessions:*

- **CA PAM for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA PAM for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Security Sessions: CA Identity Suite

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

CA Identity Suite provides comprehensive identity management and governance capabilities with a simple, intuitive user experience that can dramatically simplify processes such as user access requests and access certifications—resulting in improved productivity and user satisfaction. In addition, the CA Identity Suite performs risk analysis and certification and enables remediation actions in real-time during the access provisioning steps, thereby improving audit performance and risk posture with preventive policy enforcement. *Join us for one of two CA Identity Suite sessions:*

- **CA Identity Suite for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA Identity Suite for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Security Sessions: CA API Management

Please join us for one of two role-focused sessions that will assist you in pursuing certification from CA and meeting your business plan enablement requirements.

The industry-leading family of API solutions from CA Technologies offers unmatched flexibility, performance and security. Building on the foundation of its industry-leading service-oriented architecture (SOA) application gateway technology for exposing, securing and managing backend applications, network systems or infrastructure via APIs, CA Technologies has added critical mobile, cloud and REST composition features. With this additional functionality, CA API Management represents the best available solution for enterprises looking to open data and services to partners, developers, mobile apps, cloud services and smart devices. *Join us for one of two CA API Management sessions:*

- **CA API Management for Pre-Sales:** Best practices, tips and tricks for presentations, demos and POCs
- **CA API Management for Implementers/Architects:** Installation and configuration best practices, tips and tricks.

## Partner Technical Enablement: Courses, Workshops and Exams

### Web-Based Training:

Web-based training from CA Education will be available for the entire CA World conference. Courses are available through the **Self-Directed Learning Catalog**. All web-based training is free of charge for Partners.

### Exams: CA Proven Sales Professional Certification

CA Proven Sales Professional exams are the first stage of enablement on your way to full certification as a CA Certified Sales Expert. CA Proven Sales Professional LMS exams will be available, free of charge, for the entire CA World event. Simply go to Mandalay Bay Ballrooms K and L during conference hours to take the exam.

### Exams: CA Proven Implementation Professional Certification

CA Proven Implementation Professional exams are the first milestone on your way to full certification as a CA Certified Expert in the Implementer, Support or Architect role. These third-party exams will be available, free of charge, for the entire CA World event (while funding lasts). Find study guides and CA product training to prepare for your exam at ca.com/certification. Prerequisites must be completed prior to CA World '17, so get started on the path to certification today. **View Exam Study Guides.**

### Workshop: CA Certified Expert Certification for Pre-Sales

Get one-on-one assistance in understanding CA certification essentials, and you'll be one step closer to meeting your CA Global Partner Program requirements. Schedule time to speak with our CA Pre-Sales experts—we'll answer questions about how you can leverage your existing work to qualify for **CA Certified Pre-Sales Expert** certification, and we'll discuss specific programs available to Partners to mentor and train your staff. You can use the Agenda Builder to schedule a time to meet with our team. *Please note: You must be registered as a Partner for CA World '17 in order to access the Agenda Builder.*

### Workshop: CA Certified Expert Certification for Implementers/Architects

Get one-on-one assistance in understanding CA certification essentials, and you'll be one step closer to meeting your CA Global Partner Program requirements. Schedule time to speak with our CA Services experts—we'll answer questions about how you can leverage your existing work to qualify for **CA Certified Implementation Expert** or **CA Certified Expert Architect** certification, and we'll discuss specific programs available to mentor and train your staff. You can use the Agenda Builder to schedule a time to meet with our team. *Please note: You must be registered as a Partner for CA World '17 in order to access the Agenda Builder.*

## Partner Enablement FAQs

### Q: What kind of enablement sessions can I expect at CA World?

**A:** The CA Global Partner Organization is offering Technical Enablement sessions for the Pre-Sales role, as well as the Implementer/Architect role, that will provide you with the knowledge you need to pursue CA Proven Professional and CA Certified Expert certification in the following CA products:

- CA API Management
- CA Identity Suite
- CA Privileged Access Management
- CA Application Performance Management
- CA Unified Infrastructure Management

- CA Release Automation
- CA Service Virtualization
- CA Agile Requirements Designer
- CA Test Data Management
- CA Project & Portfolio Management

Additionally, you can meet with a technical expert, ask questions, give your own technical presentation and receive technical certification to meet the enablement objectives in your business plan (note that sales certification is the prerequisite to technical certification). You may also schedule a time with the CA Services team to discuss the implementation enablement program, learn about the architectural certifications or schedule individual knowledge transfer sessions attached to services engagements.

### Q: How do I sign up for CA World sessions?

**A:** Up until mid-September, feel free to browse the **CA World '17 Session Catalog** to see what courses and sessions are available. Once the Agenda Builder is live in September, you can register for courses by adding them to your agenda. *Note:* You must be registered to attend CA World '17 in order to access the Agenda Builder.

### Q: Are there prerequisites for the enablement sessions?

**A:** There are no prerequisites for the Technical Enablement sessions, although a certain level of domain competence is expected. Pre-Sales sessions and Implementer/Architect sessions are scheduled individually via the Agenda Builder and can range from a simple Q and A session to an in-depth seminar.

### Q: Am I able to set up individual sessions with a technical expert?

**A:** Yes. Workshops are provided for you to get one-on-one assistance in understanding CA certification essentials to meet your CA Global Partner Program requirements. Simply use the **CA World '17 Agenda Builder** to schedule an individual session.

### Q: How can I get my sales certification so that I can realize additional financial benefit from CA?

**A:** CA Sales Proven Professional LMS exams for Partner sales resources will be available, free of charge, for the entire CA World event. Simply go to Mandalay Bay Ballrooms K and L during conference hours to take the exam.

### Q: Are the online Proven Professional exams free of charge?

**A:** Yes. The Proven *Sales* Professional exams are free of charge for all Partners. There are also a limited number of free CA Proven *Implementation* Professional exams available to partners, while funding lasts. You can work with your Partner Account Director to secure your exam in advance. Sessions are limited, so register early to ensure availability. View Exam Study Guides.