



Partner Ecosystem Drives New Opportunities Within IT

VMware IT Academy, together with an ecosystem of partners, builds an industry-ready talent pool in India

VMWARE IT ACADEMY—BUILDING IT EXPERTISE IN THE DIGITAL FUTURE

The VMware IT Academy Program provides students with the skills and education needed to succeed in a software-defined future. IT Academy creates a collaborative relationship with approved academic institutions around the world and provides them with software content, labs, and course materials developed by VMware. This enables their students to become knowledgeable on VMware technology and equipped with technical skills so they can obtain VMware certifications and jump-start their careers.

Creating future growth opportunities

With more than 10,000 colleges, universities, and academies providing engineering education and training, India holds great promise for launching thousands of students into rewarding careers in IT technology—including virtualization and cloud.

To enable the greatest number of students to gain expertise in these areas, the VMware IT Academy engages a broad and deep ecosystem of partners that extends across the private and public sectors including:

- Start-ups such as [SmartBridge](#) and [KRACKiN](#)
- Non-profits such as [ICT Academy](#)
- Government-led agencies such as [Andhra Pradesh Institute of Technology Academy \(APITA\)](#) and [Telangana Academy for Skill and Knowledge \(TASK\)](#)

These organizations and dozens more want to deliver highest-quality virtualization and cloud training to their students. The VMware IT Academy helps its ecosystem of partners reach their primary objective by providing comprehensive coursework, hands-on labs, train-the-trainer programs, and ongoing support at little or no cost.

Partnering with the VMware IT Academy enables the growing ecosystem of partners to offer future growth opportunities not only in virtualization and cloud, but also cybersecurity, ethical hacking, and more to tens of thousands of Indian students—giving them the skill sets they need to drive the digital future.

Extending the benefits

In addition to gaining access to the VMware IT Academy team, the ecosystem of partners also has access to the VMware leadership team—including vice presidents and directors who extend their support and guidance to partners, colleges, and institutions. This high level of engagement between VMware and its partners carries through to provide benefits for students:

- Collaborating on research across VMware IT Academy institutions
- Participating in events hosted by partners, including VITA Days; during these 10-hour events, students complete 4 hands-on labs to earn a badge of certification
- Getting firsthand experience using VMware software by participating in “hackathons”
- Meeting with area businesses and institutions interested in hiring entry-level IT personnel specializing in virtualization and cloud

“KRACKiN and VMware are partnering to modernize obsolete high-tech curriculum and serve as arbitrators between urban Indian students and area recruiters. Together with KRACKiN, the VMware IT Academy initiative will enable students from across India to become first-day/first-hour job-ready employees at companies in critical need of cloud and virtualization expertise.”

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MANAGER-CORPORATE RELATIONS
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Spotlight on partners

SmartBridge—Providing a full-featured online portal that delivers and manages on-site courses, free online courses, hands-on labs, and downloadable instructional materials. SmartBridge students can participate in awareness sessions to learn about new job roles and learning paths, as well as become “job ready” at graduation, which is a benefit not only for students, but also for area businesses.

KRACKiN—Mobile-led engagement platform that enables continuous and active engagement across the student community. KRACKiN anticipates supporting more than 100,000 students on its mobile platform in the 2019–2020 academic year.

ICT Academy—Placing education that would otherwise be out of reach within the grasp of thousands of Indian students—from rural cities to remote towns.

Andhra Pradesh Institute of Technology Academy (APITA)—Collaborating with industry and academia to build initiatives in IT, electronics, and communications that bridge the urban/rural divide and produce readily employable graduates.

Telangana Academy for Skill and Knowledge (TASK)—Creating synergy among government, industry, and academic institutions by offering high-quality human resources and services. TASK forges partnerships with colleges to create environments that foster growth and drive innovation through faculty development and research pilots.

VMware’s “best-kept secret”

The VMware IT Academy has been operating on a global level for many years. Up until now, it’s been VMware’s best-kept secret. With the growing success of the IT Academy program, more people are talking about the value of the IT Academy.

- Proven educational program for training students and trainers
- Offering complete curriculum, as well as setting up hands-on labs, at minimal cost
- Fueling broader technology labs to be delivered to students; for example, one VMware license on a laptop can run Red Hat Linux, enabling students to learn that technology, too
- Providing local program support to institutions, offering training to instructors at other area institutions
- Educating and empowering tomorrow’s digital leaders and entrepreneurs with the digital skills required for today’s jobs

Learn more

Discover more about how VMware IT Academy students can lead in the digital future by visiting vmware.com/company/research/it-academy.html.