

# Partner Services

## HP OpenView Technical Academy



### DESCRIPTION

The Technical Academy aims to bring a steady influx of qualified HP OpenView consultants to the Channel by providing a unique blend of technical and consultative based training through its successful fast track programme.

Technical Academy students are carefully selected through a rigorous screening process before they undertake any training, ensuring they are suitable for the role of consultant and the course itself.

Upon successful completion of the programme, students graduate with one or more HP OpenView Certifications and the necessary inter-personal skills to enable them to get to work on live projects.

### AIMS

The Technical Academy has been created to help vendors and channel partners to:

- reduce the impact of IT skills shortages
- reduce recruitment costs
- improve their technical capabilities
- increase accreditation levels
- maintain healthy profit margins

### DELIVERABLES

Applicants to the Technical Academy are either final year University students or, Channel Partner or End User employees who are seeking career development opportunities.

All applicants are screened before being accepted into the Technical Academy. They must pass a series of selection tests and prove their commitment to the scheme before training commences.

Once selected students sign a training contract before embarking on the main training programme which last up to nine weeks, depending upon certifications required.

Following graduation students are ready for deployment within the channel.

The Technical Academy offers the following benefits to channel partners:

- Increased success rates for the recruitment and retention of new Consultants
- Reduced recruitment and employment costs leading to increased profits
- Faster return on investment from new recruits
- Increased number of accredited Pre and Post Sales Consultants
- Improved customer experience due to increased quality of implementations
- Early access to Vendor accredited Consultants with a good graduate profile

### PARTNER BENEFITS

The Technical Academy is jointly funded by channel partners and Partner Services.

### FUNDING MODEL

**Channel partners fund the programme in three ways:**

- University Students Sponsorship:**  
Premier Partners are invited at phase 1 to sponsor\* one or more students from commencement of the scheme and are then guaranteed exclusive access to these students at completion of the training programme. *(Should their selected student fail or drop out of the scheme a refund or replacement option is available.)*
- University Students Placement:**  
Non-Premier partners are able to recruit graduates in phase 2 and pay a placement fee upon making an employment offer.

