

Drive product adoption and innovation



According to TSIA*, 68 percent of professionals are more likely to use a product if they have sufficient training. Your own team becomes more productive and innovative with continued education. Help your entire ecosystem achieve their desired success by providing comprehensive training and certification with Tech Data Global Lifecycle Management (GLM). From internal use to end-user adoption, you can count on GLM to deliver the right training program for your needs.

Our enterprise-level training programs focus on:

- 1 Internal ground-level knowledge**
Train your internal teams on the latest advanced technologies to drive continued innovation.
- 2 Customer-centric outcomes**
Enable your customers to understand and leverage your products to achieve their business outcomes.
- 3 Efficiencies in cost and time**
Free-up your engineers and staff with our expansive network of certified instructors and robust delivery infrastructure.
- 4 Increasing adoption and attachment**
Capture every opportunity™ by offering training at the point-of-sale to your customers.
- 5 Reaching more customers with an award-winning brand and marketing services**
Leverage our well-known IT training and certification brand, ExitCertified, to connect and train your customers throughout the U.S. and Canada. Our marketing and sales teams will expand your reach and drive demand for your training.

**<https://www.tsia.com/resources/gauging-value-answering-the-training-adoption-ques>*

Why our training programs work

To satisfy high demands and support efficient, personalized training, we offer flexible, cutting-edge options in our training program delivery. Our expert instructors and virtual platforms can keep busy individuals and teams moving forward so you can, too.

Expert training from certified instructors

- Highly-skilled instructors undergo a rigorous certification process and evaluations.
- Expert instruction is given on converged infrastructure, DevOps, Cloud-native, mobility, security, big data and analytics.
- Free e-mentoring is available to all individuals who take your courses. Responsive mentors help your stakeholders feel confident with their training by getting the answers and help they need.

Get a customized curriculum with solutions built for you

- We customize your training programs to fit your needs by integrating hands-on exercises and post-learning support to all students.
- Every course is tailored to your solution. We can create one-of-a-kind content or deliver your current training materials on your behalf.

Our cutting-edge platform and flexible learning options eliminate travel time and deliver a personalized approach to learning

- Our cutting-edge iMVP virtual delivery platform offers a two-way HD video training experience that allows students to interact with instructors, connect with classmates and engage in labs.
- Offer ease-of-learning with total learning flexibility
 - Instructor-led onsite classes
 - Instructor-led online and virtual classes
 - Independent e-learning courses

For more information, visit:

[servicesbytechdata.com/services/
it-certification-and-training-services](https://servicesbytechdata.com/services/it-certification-and-training-services)