Enterprise Skills Initiative (ESI) 2020-2021

Il programma Microsoft di formazione e certificazione disponibile per gli Enti aderenti alla Convenzione CRUI

Mariangela Orme
MARIANGELA.ORME@MICROSOFT.COM
Obiettivo di oggi

• Introduzione
• Il programma «Enterprise Skills Initiative» ESI per CRUI
  • Contenuti e learning benefit
• I Learning Partner nel programma ESI
• Azure e i percorsi di Formazione e Certificazione
• Demo Learner Experience Portal
• Program Policy
• Q&A
# What is Azure?

## Edge Devices
- Azure Stack Hub
- Azure Stack Edge
- Azure Sphere
- Azure Kinect
- HoloLens

## Serverless
- Web
- Mobile
- Mixed Reality
- Containers
- Events + Integration
- Databases
- Analytics
- AI + Machine Learning
- Internet of Things
- Media

## Infrastructure
- Compute
- Networking
- Storage
- Security
- Identity

## Tools
- Visual Studio
- GitHub
- Power Apps
- Power BI
To be successful in today’s economy, you need to digitally transform

The more familiar you are with a product, the more you use it

Skills build confidence; confidence drives productivity, innovation and growth
Azure certifications build skills intensity

- Manage hybrid cloud infrastructure
- Innovate with best-in-class apps
- Support with data and analytics
- Secure from the ground up

- IT pros
- Developers
- Data & AI pros
Azure skills and certifications can boost grads’ salary potential

Figure 1. Year-over-year demand trends for cloud skills. (Source: Analytics compiled through Labor Insights from Burning Glass, evaluating jobs in the United States requiring zero to two years of experience and skills in Azure, AWS, or the cloud in general.)

Figure 2. Month-over-month (MoM) demand trends for cloud skills for the past year. (Source: Analytics compiled through Labor Insights from Burning Glass, evaluating jobs in the United States requiring zero to two years of experience and skills in Azure, AWS, or the cloud in general.)
Il programma Enterprise Skills Initiative per CRUI

Programma dedicato allo sviluppo di competenze tecniche attraverso un'esperienza di formazione e certificazione digitale

Costruire competenze per guidare la trasformazione digitale in Cloud

Esperienza di formazione digitale-first

Garantire la formazione tecnica con risorse gratuite e scontate per costruire piani di training e di certificazioni
Gli elementi del Programma ESI

<table>
<thead>
<tr>
<th>Formazione completa</th>
<th>Catalogo di Corsi</th>
<th>Facile accesso</th>
<th>Certificazione semplificata</th>
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<tbody>
<tr>
<td>esperienze attraverso il self-study, giornate di formazione virtuale, la formazione avanzata con istruttore e la preparazione agli esami</td>
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<td>i benefit del programma sono accessibili tramite un portale «learner Experience Portal» dedicato</td>
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<td>tramite l'esperienza Microsoft &quot;Get Certified&quot;</td>
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</table>
After accepting benefits, your organization has 150 days to consume their allotted DCS. After 150 days, any unused DCS will expire.
Opportunità di Formazione messe a disposizione da Microsoft Learning Partner

When working with a Learning Partner, access:

- Deep technical training using content created by Microsoft
- Virtual or in-person trainings delivered by Microsoft Certified Trainers
- Customized learning plans delivered in local languages

World-class training across the complete learning journey

**Assess**
- Pre-assessments
- First look clinics
- Mentoring & consulting

**Learn and prepare**
- Certification preparation
- Role-based training
- Bootcamps, cloud workshops, hackathons, hands-on labs

**Validate**
- Microsoft Certifications
- Post-assessments
Up to 100 Discounted Class Seats
Optional: you may set up dedicated Azure Role-Based Training through Learning Partners

Multiple Training Modalities
In Person, Virtual, Hybrid, Accelerated & Extended deliveries

Extensive Public Schedule
Multiple modalities: Classroom, virtual, hybrid, public & private classes

Dedicated Classes
Private delivery options

Language Support
Local language delivery supported

Additional Skilling Services*
Test Centers, Test Prep, Skills Assessments, Talent Development, Digital Transformation Services

Customer & Partner Engagement
Ongoing projects and skilling engagements; relationships with HR, CLO, procurement roles

Sconto già attivo (*)
Per iscrizioni contattate direttamente il vostro Learning Partner di fiducia

Tariffe Migration Workshop e Fundamentals 2 days *
USD$300 per Studente

Tariffe Role-based e specialty training fee*
USD$600 per Studente

- Fast Lane – Danilo Spina <Danilo.Spina@flane.it>
- PCS Net - Ludovico Soccorsi <ludovicos@pcs.it>
- Pipeline (LLPA) - Ivan Patria <ivan.patria@pipeline.it>

*Verificate con il vostro Learning Partner eventuali tariffe aggiuntive
(*) I Discounted Class Seat devono essere consumati entro il 4/4/2021. Dopo questa data tutti i DCS non utilizzati scadranno
Come accedere ai benefit ESI-CRUI
Il «Learner Experience Portal» LxP

LxP Demo https://aka.ms/LxPWalkthroughVideo
Come accedere ai learning benefit: LxP Overview

**LxP**  [https://esi.microsoft.com](https://esi.microsoft.com)

**LxP Demo**  [https://aka.ms/LxPWalkthroughVideo](https://aka.ms/LxPWalkthroughVideo)

- Iscrizione agli esami di certificazione 100% gratuiti direttamente tramite il tile “Microsoft Certifications”

- Iscrizione ai corsi Microsoft gratuiti in programma, accesso al catalogo dei corsi Learning Partner, iscrizione alle sessioni di preparazione agli esami di Certificazione.

- Accesso ai moduli self-paced disponibili su MS Learn
<table>
<thead>
<tr>
<th>Customer Name</th>
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<tbody>
<tr>
<td>AREA SCIENCE PARK</td>
<td>areasciencepark.it</td>
</tr>
<tr>
<td>Bologna Business School</td>
<td>bbs.unibo.it</td>
</tr>
<tr>
<td>CINECA</td>
<td>cineca.it</td>
</tr>
<tr>
<td>CIRA - Centro italiano ricerche aerospaziali</td>
<td>cira.it</td>
</tr>
<tr>
<td>Consortium GARR</td>
<td>garr.it</td>
</tr>
<tr>
<td>D.RE.A.M. FabLab - Città della Scienza</td>
<td>cittadellascienza.it</td>
</tr>
<tr>
<td>EUI - Istituto universitario europeo</td>
<td>eui.eu</td>
</tr>
<tr>
<td>FBK - Fondazione Bruno Kessler</td>
<td>fbk.eu</td>
</tr>
<tr>
<td>Fondazione CRUI</td>
<td>fondazionecrui.it</td>
</tr>
<tr>
<td>Fondazione Human Technopole</td>
<td>humantechnopole.it</td>
</tr>
<tr>
<td>Fondazione LINKS</td>
<td>linksfoundation.com</td>
</tr>
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<td>FONDAZIONE POLICLINICO UNIVERSITARIO A. GEMELLI</td>
<td>policlinicogemelli.it</td>
</tr>
<tr>
<td>GSSI - Gran Sasso Science Institute</td>
<td>gssi.it</td>
</tr>
<tr>
<td>INAF - Istituto Nazionale di Astrofisica</td>
<td>inaf.it</td>
</tr>
<tr>
<td>INFN - Istituto Nazionale di Fisica Nucleare</td>
<td>infn.it</td>
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<td>INVALSI</td>
<td>invalsi.it</td>
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<tr>
<td>Istituto Italiano di Tecnologia</td>
<td>iit.it</td>
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<tr>
<td>Istituto Superiore di Sanità</td>
<td>iss.it</td>
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<tr>
<td>John Cabot University</td>
<td>johncabot.edu</td>
</tr>
<tr>
<td>Libera Università di Bolzano</td>
<td>unibz.it</td>
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<tr>
<td>LUISS - Libera Università Internazionale degli Studi Sociali &quot;Guido Caliari&quot;</td>
<td>luiss.it</td>
</tr>
<tr>
<td>Politecnico di Bari</td>
<td>poliba.it</td>
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<tr>
<td>Politecnico di Milano</td>
<td>polimi.it</td>
</tr>
<tr>
<td>Politecnico di Torino</td>
<td>polito.it</td>
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</tbody>
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In caso di problemi tecnici nell’accesso contattare

ESI support - https://esisupport.microsoft.com/
L’accesso al portale [https://esi.microsoft.com](https://esi.microsoft.com) è attivo per i seguenti domini (2):

<table>
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<th>unict.it</th>
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<td>Università degli Studi di Foggia</td>
<td>unifg.it</td>
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<tr>
<td>Università degli Studi di Genova</td>
<td>unige.it</td>
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<tr>
<td>Università degli studi di Macerata</td>
<td>unimc.it</td>
</tr>
<tr>
<td>Universita' degli Studi di Napoli Parthenope</td>
<td>uniparthenope.it</td>
</tr>
<tr>
<td>Università degli Studi di Padova</td>
<td>unipd.it</td>
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<td>Università degli Studi di Palermo</td>
<td>unipa.it</td>
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<td>Università degli Studi di Pavia</td>
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<tr>
<td>Università degli Studi di Perugia</td>
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<tr>
<td>Università degli Studi di Roma Foro Italico</td>
<td>uniroma4.it</td>
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<tr>
<td>Università degli Studi di Roma Tor Vergata</td>
<td>uniroma2.eu</td>
</tr>
<tr>
<td>Università degli Studi di Salerno</td>
<td>unisa.it</td>
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<td>Università degli Studi di Siena</td>
<td>unisi.it</td>
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<tr>
<td>Università degli Studi di Trieste</td>
<td>units.it</td>
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<tr>
<td>Università degli Studi di Udine</td>
<td>uniu.d.it</td>
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<tr>
<td>Università degli studi di Verona</td>
<td>univr.it</td>
</tr>
<tr>
<td>Università degli studi Internazionali di Roma</td>
<td>unint.eu</td>
</tr>
<tr>
<td>Università del Salento</td>
<td>unisalento.it</td>
</tr>
<tr>
<td>Università della Valle d’Aosta</td>
<td>univda.it</td>
</tr>
<tr>
<td>Università di Bologna</td>
<td>unibo.it</td>
</tr>
<tr>
<td>Università di Camerino</td>
<td>unicam.it</td>
</tr>
<tr>
<td>Università di comunicazione e lingue IULM</td>
<td>iulm.it</td>
</tr>
<tr>
<td>Università di Milano-Bicocca</td>
<td>unimib.it</td>
</tr>
<tr>
<td>Università di Modena e Reggio Emilia</td>
<td>unimore.it</td>
</tr>
<tr>
<td>Università di Pisa</td>
<td>unipi.it</td>
</tr>
<tr>
<td>Università di Roma La Sapienza</td>
<td>uniroma1.it</td>
</tr>
<tr>
<td>Università di Torino</td>
<td>unito.it</td>
</tr>
<tr>
<td>Università di Urbino Carlo Bo</td>
<td>uniurb.it</td>
</tr>
<tr>
<td>Università Luav di Venezia</td>
<td>luav.it</td>
</tr>
<tr>
<td>Università per Stranieri di Siena</td>
<td>unistras.it</td>
</tr>
<tr>
<td>Università Politecnica delle Marche</td>
<td>univpm.it</td>
</tr>
</tbody>
</table>
It’s our learning journey

Primo passo: identificare il “Job Role”

Fundamentals
Foundational skills – *for everyone*

Role-based
Technical skills for a job – *for a targeted sub-set*

Specialty
Deep technical skills – *based on project needs*

Create your learning plan with these experiences

- **Self-paced**
  Begin with learning paths on Microsoft Learn, available as a free online resource

- **Fundamentals training**
  Attend free local training events to learn fundamentals or advanced workloads

- **Advanced Instructor-led training**
  Discover personalized deep training, delivered in-person or virtually by Microsoft Certified Trainers

- **Certification**
  Validate knowledge to solve real business problems
Esperienze di apprendimento illimitate da un punto di accesso unico - ESI Learner Experience Portal LxP

Microsoft Learn
Link diretto alla pagina MS Learn con formazione online strutturata per ruolo o prodotto

Microsoft Training Days
Corsi in aula virtuale con istruttori MS aperti a una platea allargata

Microsoft-Delivered Courses
Corsi di formazione avanzati erogati da Microsoft Certified Trainers

Exam Prep
Sessioni dedicate alla preparazione degli esami - erogate da MCT

Online learning paths | Fundamentals training | Advanced training | Certification training

L’iscrizione a tutti i corsi è illimitata, in modalità «first-in first-served»
Gli altri Learning benefit nel programma (limitati)

Certificazioni
Fino a **500** esami di certificazione Fundamentals e Avanzate

**Learning Partner Training**
Fino a **100** posti scontati in totale utilizzabili per i corsi in Italiano o private organizzati dai Learning Partner in ESI
Self-paced training – Unlimited Access
Free online access to MS Learn platform, with self-paced training and step-by-step hands-on labs.

- Guided microlearning by product/service, difficulty, job role, etc
- Videos, tutorials, and hands-on learning
- Role-based learning paths to prepare for certification
- Students dedicated Learning Paths
Fundamentals training **Unlimited Access**
Free digital events to learn fundamentals

**Microsoft Virtual Training Days**

Sign up for digital events combining pre-recorded presentations with live moderators supporting attendee questions.

Iscrizioni illimitate (first-in first served)
Training via Teams live – interazione via chat col docente Azure Fundamentals in Italiano
Data, AI e altri Fundamentals in inglese

Tutti i partecipanti ricevono uno sconto per sostenere l’esame gratuitamente
**Advanced Role-Based Training** - **Unlimited Access, 60 days advanced registration** Free Digitally Enhanced Instructor-led Training from Microsoft Trainers and Learning Partners

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**INSTRUCTOR-LED TRAINING**

**Microsoft-delivered Training**

Enroll in role-based and specialty instructor-led virtual trainings delivered by Microsoft Trainers.

**Explore**

- Training dal vivo via Teams
- Azure Pass per esercitazioni (100$)
- Sessioni in Italiano e in altre lingue
- Verificare la disponibilità di posti prima di condividere i link per le iscrizioni
Prossime Sessioni in programma – pubblicate su LxP

Microsoft Virtual Training Days

<table>
<thead>
<tr>
<th>Event name</th>
<th>Official Start Date/Time</th>
<th>Official End Date/Time</th>
<th>Registration URL</th>
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<tbody>
<tr>
<td>AZ-900 - Microsoft Azure Fundamentals</td>
<td>03/12/2020 09:30</td>
<td>04/12/2020 12:00</td>
<td>Register HERE</td>
</tr>
</tbody>
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Microsoft-delivered Training

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<tr>
<th>Event name</th>
<th>Official Start Date/Time</th>
<th>Official End Date/Time</th>
<th>Registration URL</th>
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</thead>
<tbody>
<tr>
<td>AZ-900-2day Microsoft Azure Fundamentals (2 Day)</td>
<td>10/12/2020 09:00</td>
<td>11/12/2020 17:00</td>
<td>Register HERE</td>
</tr>
<tr>
<td>AZ-304 Microsoft Azure Architect Design</td>
<td>01/12/2020 09:00</td>
<td>04/12/2020 17:00</td>
<td>Register HERE</td>
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<tr>
<td>AZ-204 Developing Solutions for Microsoft Azure</td>
<td>14/12/2020 09:00</td>
<td>18/12/2020 17:00</td>
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Microsoft Certifications

STAY AHEAD
Microsoft Certifications

Advance your career, earn recognition, and validate your technical knowledge and ability in current and future industry job roles.

Explore

Enable Learners to view and register for **100% free exam** certifications with no need for vouchers or codes
Up to 100 Discounted Class Seats
Optional: you may set up dedicated Azure Role-Based Training through Learning Partners

Enroll in role-based and specialty instructor-led training delivered by authorized Microsoft Learning Partners at a significant discount.

- Tariffe Migration Workshop e Fundamentals 2 days *
  - USD$300 per Studente

- Tariffe Role-based e specialty training fee*
  - USD$600 per Studente

Per info contattate direttamente il vostro partner di fiducia

- **Fast Lane** – Danilo Spina <Danilo.Spina@flane.it>
- **PCS Net** - Ludovico Soccorsi <ludovicos@pcs.it>
- **Pipeline (LLPA)** - Ivan Patria <ivan.patria@pipeline.it>
I “Job Role” nel mondo Azure

- Azure Administrator Associate
- Azure Security Engineer Associate
- Azure for SAP Workloads Specialty
- Azure Data Scientist Associate
- Azure Data Engineer Associate
- Azure Database Administrator Associate
- Data Analyst Associate
- DevOps Engineer Expert
- Azure Developer Associate
- Azure IoT Developer Specialty
- Azure Fundamentals
- Azure Solutions Architect Expert
- Azure AI Engineer Associate
- Azure AI Fundamentals
- Azure Data Fundamentals
Snapshot of Microsoft Azure training and certifications

Role-based
Technical skills required to perform a job

Associate
- Azure Administrator
  AZ-104
- Azure Developer
  AZ-204
- Azure Security Engineer
  AZ-500

Expert
- Azure DevOps Engineer
  AZ-400
- Azure Solution Architect
  AZ-303 & AZ-304

Specialty
- Azure for SAP Workloads
  AZ-120
- Azure IoT Developer
  AZ-220
- Migrate SQL Workloads to Azure
  (DP-050)
- Migrate NoSQL Workloads to Azure Cosmos DB
  (DP-060)
- Migrate Open Source Data Workloads to Azure
  (DP-070)
- Migrate Application Workloads to Azure
  (WS-050)

Fundamentals
Foundational understanding of technology
- Azure Fundamentals
  AZ-900
- Azure Data Fundamentals
  DP-900
- Azure AI Fundamentals
  AI-900
- Dynamics 365 Fundamentals
- Microsoft 365
- PowerPlatform Fundamentals

Apps & Infra
- Azure Administrator
  AZ-104
- Azure Developer
  AZ-204
- Azure Security Engineer
  AZ-500

Data & AI
- Azure Data Scientist
  DP-100
- Azure AI Engineer
  AI-100
- Azure Data Engineer
  DP-200 & DP-201
- Azure Database Administrator
  DP-300
- Azure Data Analyst
  DA-100

Data & AI
- Azure Data Fundamentals
  DP-900
- Azure AI Fundamentals
  AI-900
- Azure Data Fundamentals
  DP-900
- Azure AI Fundamentals
  AI-900
ESI Program Policy
Program policies

- **The ESI program policies are not binding agreements but are guidelines to help promote a positive training experience.**
  - **Participation period.** The Enterprise Skills Initiative (ESI) FY21 program benefits are only valid through June 30, 2021, and won’t extend beyond this date.
  - **DCS usage.** Companies have 150 days from the date they accept the offer to consume their allotted Discounted Class Seats (DCS). After 150 days, any unused DCS expire.
  - **DCS rates.** The Enterprise Skills Initiative (ESI) may change student subsidy rates for Discounted Class Seats (DCS) during the participation period. Prior to scheduling and participating in training, companies should check the student subsidy rate with their Learning Partner.
  - **DCS expiration.** The Enterprise Skills Initiative (ESI) reserves the right to expire Discounted Class Seats (DCS) during the participation period, based on ESI program capacity. Any DCS remaining on June 30, 2021, will expire.
  - **ESI program changes.** The Enterprise Skills Initiative (ESI) reserves the right to modify the program policies, as budgetary or company strategy requires. If we make changes to the policies, we’ll notify participating companies.
  - **Confidentiality.** Program participation is considered confidential and shouldn’t be shared with any parties not involved with this offer.
  - **Excessive registration.** We encourage learners to register only for sessions they plan to attend rather than submit multiple registrations at once for the same class dates. However, this doesn’t prevent them from registering for more than one course title or from registering again for a previously completed course.
  - **Walk-ins.** A walk-in is a learner who attends a class without registering. Walk-ins aren’t permitted in Advanced Role-based (ARB) classes delivered by Microsoft.
  - **Microsoft instructor-led training (ILT) cancellation and no-shows.** Learners who need to cancel their registration should do so at least five business days in advance of the class start date. A learner who registers for a class but doesn’t attend is considered a no-show. We ask that companies keep their no-shows and late cancellations to less than 10 percent. Otherwise, the ESI program reserves the right to withdraw them from the program.
• **ESI-initiated cancellation.** The Enterprise Skills Initiative (ESI) reserves the right to cancel or modify instructor-led training (ILT) classes, without penalty to the learner or customer. In these instances, cancellation decisions will be made with as much advance notice to registered learners as circumstances allow.

• **Learner conduct.** Trainers can limit the participation of learners who engage in rude, disruptive, or otherwise inappropriate behavior and could ask them to leave the class.

• **Unauthorized content use.** The Enterprise Skills Initiative (ESI) provides program content to learners for their individual use. Learners aren’t permitted to share, distribute, copy, or record this program content, which includes, but isn’t limited to:
  - Courseware and slideware.
  - Live Teams and class interactions (such as audio, video, and chat components).
  - Email communications.
  - Platforms, URLs, email aliases, and other contact info.

Learners who violate this policy might be asked to leave the class. We reserve the right to withdraw companies and partners from the ESI program, if their learners consistently violate this policy.
MS Learn for Students & Educators
Microsoft Learn for Students

Students Learning Paths

Build tech skills for the future
Master new concepts at your speed and on your schedule. Start here to develop practical skills through fun, interactive modules and paths. Plus, educators can get access to Microsoft classroom materials and curriculum.

Learn with university courses
Explore courses from universities like UC Berkeley, Carnegie Mellon University, and University of Oxford to expand your visual skills.

Developing apps for Microsoft Teams
Join us for a free two-hour livestream event for developers by developers. Let's talk app dev for Microsoft Teams.

Learn a new programming language
Explore space with Python and Visual Studio Code; inspired by Netflix's Over the Moon

Are you an educator?
Teach your students technical skills with curriculum and education materials provided by Microsoft.
Microsoft Learn for Educator

Curriculum and teaching materials

As an educator, you play a pivotal role in empowering students for future success by enabling and supporting them in their learning journey. Microsoft Learn for Educators provides learning paths and supporting instructor-led training materials into the classroom to help educators in improving the teaching and learning processes. The curriculum and teaching materials aligned with industry-recognized Microsoft Certification programs and are designed to help students develop the skills they need to be successful.

Microsoft Learn for Educators is here to support you on this journey! The details below outline the materials available online and in-classroom delivery, as well as step-by-step access instructions.

Curriculum and teaching materials

Microsoft fundamentals curriculum provides foundational-level knowledge of Microsoft services. They are ideal for students starting or thinking about a career in technology. Each course offers instructor-led and blended learning models and can be delivered remotely or in the classroom. They are collections of modules that are viewed as a whole.

Microsoft Learn for Educators provides access to a curriculum of Official Microsoft Azure data, AI, and Power Platform fundamentals. Each course covers Microsoft services based on real-world scenarios and practical exercises.

Supporting resources:
- Online training: Self-paced online learning paths and modules
- Microsoft Official Curriculum: Full course, module content (including lab guides)
- Course datasheet: Course overview, outline, and learning objectives
- Educator teaching guide: General course information to prepare for teaching

Microsoft Azure Fundamentals

This course provides foundational-level knowledge of Microsoft Azure cloud services and cloud computing concepts. Learning tools include cloud computing services and models of infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS). It covers Microsoft Azure services and solutions, including networking, compliance, trust, pricing, and support services. Completion of the course prepares students for the AZ-900 Microsoft Azure Fundamentals certification exam.

Download the course datasheet here.

Microsoft Power Platform Fundamentals

This course trains on the business value and capabilities of Power Platform. The course will cover building a Power BI dashboard, creating simple Power Apps canvas apps, and connecting data with a Common Data Service for apps and automating a workflow process with Power Automate. Completion of the course prepares students for the PL-900 Microsoft Power Platform Fundamentals certification exam.

Download the course datasheet here.

Azure AI Fundamentals

This course trains on demonstrating knowledge of machine learning (ML) and Artificial Intelligence (AI) workloads and how to implement them on Azure. The course will cover foundational knowledge of AI workloads, principles of ML and AI, and features of computer vision and conversational AI related to Microsoft Azure services. Completion of this course prepares students for the AI-900 Microsoft Azure AI Fundamentals certification exam and can be used to prepare, but is not a prerequisite for additional Azure role-based certifications, including the Microsoft Certified: Azure Data Scientist Associate or Microsoft Certified: Azure AI Engineer Associate.

Download the course datasheet here.

Microsoft Azure Data Fundamentals
Come ottenere lo sconto per gli esami di Certificazione

Seguire le istruzioni nel: ESI Exam Discount Video
LxP – Get Certified Flow

Learner clicks “Get Started” to access the Certification Registration flow

ESI Exam Discount Video
LxP – Get Certified Flow

Learner fills out Certification Profile information and clicks “Save & Continue”
LxP – Get Certified Flow

1. Learner enters work email address and clicks “Verify Account”
2. If AAD account, learner is prompted to Sign In with AAD credentials
3. If NON-AAD, Learner will be prompted to receive a confirmation email and enter code
Once the learner has linked their accounts, they are able to claim their company discount (for ESI learners this will be a 100% exam discount)

After the learner has clicked “Claim,” they can click “Schedule exam” and navigate out to PearsonVue to schedule their free exam
Azure e i percorsi di Certificazione indirizzati dal programma ESI
# Microsoft Azure certifications

## Role-based

Expand your technical skill set

<table>
<thead>
<tr>
<th>Associate</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Azure Administrator</td>
</tr>
<tr>
<td>- Azure Developer</td>
</tr>
<tr>
<td>- Azure Security Engineer</td>
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<tr>
<td>- Azure Data Scientist</td>
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<tr>
<td>- Azure AI Engineer</td>
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<tr>
<td>- Azure Data Engineer</td>
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<tr>
<td>- Azure Database Administrator</td>
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<tr>
<td>- Data Analyst</td>
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</table>

<table>
<thead>
<tr>
<th>Expert</th>
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</thead>
<tbody>
<tr>
<td>- Azure Solutions Architect</td>
</tr>
<tr>
<td>- DevOps Engineer</td>
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</tbody>
</table>

## Specialty

Deepen your technical skills and manage industry solutions

| Azure for SAP Workloads  |
| - Azure IoT Developer  |

## Fundamentals

Master the basics

| Azure Fundamentals  |
| Azure AI Fundamentals  |
| Azure Data Fundamentals  |
## Azure certifications for IT pros

### Azure Administrator Associate
- Implements, manages, and monitors an organization’s Azure environment
  - Manages Azure identities and governance
  - Implements and manages storage
  - Deploys and manages Azure compute resources
  - Configures and manages virtual networking
  - Monitors and backs up Azure resources

### Azure Security Engineer Associate
- Implements security controls and threat protection, manages identity and access, and protects data, applications, and networks in cloud and hybrid environments as part of an end-to-end infrastructure
  - Manages identity and access
  - Implements platform protection
  - Manages security operations
  - Secures data and applications

### Azure for SAP Workloads Specialty
- Architects or engineers for Azure for SAP Workloads have extensive experience and knowledge of the SAP system landscape and industry standards that are specific to the long-term operation of an SAP solution on Azure
  - Migrates SAP Workloads to Azure
  - Designs an Azure solution to support SAP workloads
  - Builds and deploys Azure for SAP workloads
  - Validates Azure infrastructure for SAP workloads
  - Operationalizes Azure SAP architecture

### DevOps Engineer Expert
- Works with people, processes, and technologies to continuously deliver business value
  - Develops an instrumentation strategy
  - Develops a Site Reliability Engineering (SRE) strategy
  - Develops a security and compliance plan
  - Manages source control
  - Facilitates communication and collaboration
  - Defines and implements continuous integration
  - Defines and implements a continuous delivery and release management strategy

### Azure Solutions Architect Expert
- Designs and implements solutions that run on Azure, including aspects like compute, network, storage, and security
  - Implements and monitors an Azure infrastructure
  - Implements management and security solutions
  - Implements solutions for apps
  - Implements and manages data platforms
  - Designs monitoring
  - Designs identity and security
  - Designs data storage
  - Designs business continuity
  - Designs infrastructure
Azure certifications for developers

**Azure Developer Associate**
- Designs, builds, tests, and maintains cloud applications and services
- Develops Azure compute solutions
- Develops for Azure Storage
- Implements Azure security
- Monitors, troubleshoots, and optimizes Azure solutions
- Connects to and consumes Azure services and third-party services

**Azure IoT Developer Specialty**
- Develops cloud and edge components of an Azure IoT solution
- Implements the Azure IoT solution infrastructure
- Provisions and manages devices
- Implements Edge
- Processes and manages data
- Monitors, troubleshoots, and optimizes IoT solutions
- Implements security

**Azure AI Engineer Associate**
- Uses Cognitive Services, machine learning, and knowledge mining to architect and implement Microsoft AI solutions involving natural language processing, speech, computer vision, and conversational AI
- Analyzes solution requirements
- Designs AI solutions
- Implements and monitors AI solutions

**DevOps Engineer Expert**
- Works with people, processes, and technologies to continuously deliver business value
- Develops an instrumentation strategy
- Develops a Site Reliability Engineering (SRE) strategy
- Develops a security and compliance plan
- Manages source control
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**Azure Solutions Architect Expert**
- Designs and implements solutions that run on Azure, including aspects like compute, network, storage, and security
- Implements and monitors an Azure infrastructure
- Implements management and security solutions
- Implements solutions for apps
- Implements and manages data platforms
- Designs monitoring
- Designs identity and security
- Designs data storage
- Designs business continuity
- Designs infrastructure
## Azure certifications for data & AI pros

### Azure Data Engineer Associate
- Designs and implements the management, monitoring, security, and privacy of data solutions using the full stack of Azure data services
- Implements data storage solutions
- Manages and develops data processing
- Monitors and optimizes data solutions
- Designs Azure data storage solutions
- Designs data processing solutions
- Designs for data security and compliance

### Azure Database Administrator Associate
- Implements and manages cloud and on-premises relational databases built on top of Microsoft SQL Server and Azure data services
- Plans and implements data platform resources
- Implements a secure environment
- Monitors and optimizes operational resources
- Optimizes query performance
- Performs automation of tasks
- Plans and implements a high availability and disaster recovery (HADR) environment
- Performs administration by using T-SQL

### Data Analyst Associate
- Helps businesses to maximize the value of their data assets using Microsoft Power BI
- Prepares the data
- Models the data
- Visualizes the data
- Analyzes the data
- Deploys and maintains deliverables

### Azure Data Scientist Associate
- Implements and runs machine learning workloads on Azure Machine Learning
- Sets up an Azure Machine Learning workspace
- Runs experiments and trains models
- Optimizes and manages models
- Deploys and consumes models

### Azure AI Engineer Associate
- Uses Cognitive Services, machine learning, and knowledge mining to architect and implement Microsoft AI solutions involving natural language processing, speech, computer vision, and conversational AI
- Analyzes solution requirements
- Designs AI solutions
- Implements and monitors AI solutions

### Azure Solutions Architect Expert
- Designs and implements solutions that run on Azure, including aspects like compute, network, storage, and security
- Implements and monitors an Azure infrastructure
- Implements management and security solutions
- Implements solutions for apps
- Implements and manages data platforms
- Designs monitoring
- Designs identity and security
- Designs data storage
- Designs business continuity
- Designs infrastructure
# Get the right foundations

<table>
<thead>
<tr>
<th>Azure Fundamentals</th>
<th>Azure AI Fundamentals</th>
<th>Azure Data Fundamentals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Validates foundational knowledge of cloud services and how those services are provided with Azure &lt;br&gt;• Describes cloud concepts &lt;br&gt;• Describes core Azure services &lt;br&gt;• Describes security, privacy, compliance, and trust &lt;br&gt;• Describes Azure pricing service-level agreements and lifecycles</td>
<td>Validates foundational knowledge of machine learning and artificial intelligence concepts and related Azure services &lt;br&gt;• Describes AI workloads and considerations &lt;br&gt;• Describes fundamental principles of machine learning on Azure &lt;br&gt;• Describes features of computer vision workloads on Azure &lt;br&gt;• Describes features of conversational AI workloads on Azure</td>
<td>Validates foundational knowledge of core data concepts and how they are implemented using Azure data services &lt;br&gt;• Describes core data concepts &lt;br&gt;• Describes how to work with relational data on Azure &lt;br&gt;• Describes how to work with nonrelational data on Azure &lt;br&gt;• Describes an analytics workload on Azure</td>
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<tr>
<th>Power Platform Fundamentals*</th>
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</thead>
<tbody>
<tr>
<td>Validates understanding of core capabilities of Microsoft Power Platform—business value, core product, building Power Apps, connecting data sources, automating, and creating Power BI dashboards &lt;br&gt;• Understands the business value of Microsoft Power Platform &lt;br&gt;• Understands the Core Components of Microsoft Power Platform &lt;br&gt;• Demonstrates the business value of Power BI &lt;br&gt;• Demonstrates the business value of Power Apps &lt;br&gt;• Demonstrates the business value of Power Automate</td>
<td></td>
</tr>
</tbody>
</table>

*This certification is part of the Business Applications portfolio and is a great foundation for data analysts and Azure developers.*
Certification benefits our business

Employees are more productive in their role

60% of IT decision-makers believe that skills gaps cost their employees between three and eight hours per week.¹

Role-based certifications are more valuable

IT professionals who've achieved a relevant role-based certification perform on average 26% better than their uncertified colleagues with the same responsibilities.²

Simplified talent identification and recruiting

91% of employers believe that IT certifications save time and resources while evaluating new candidates.³

¹ 2018 Global Knowledge IT Skills and Salary Report
² IDC White Paper, sponsored by Microsoft, Benefits of Role-Based Certifications, June 2020
³ Business Training Experts – Profiting from Learning
# Breadth of resources to support you

## Official curriculum
- Microsoft Official Courses: aka.ms/MOC
- Self-paced learning: Azure.com/Learn

## Complement your knowledge
- Microsoft Certified Official Practice Tests: aka.ms/MSPracticeTests
- Azure Architecture Center: aka.ms/architecture
- Azure developer guide: aka.ms/AzureDeveloperGuide
- Microsoft Cloud Adoption Framework for Azure: aka.ms/CAF

## Stay informed
- Microsoft Learn Blog: aka.ms/MicrosoftLearnBlog
- LinkedIn: Microsoft Learn
- Twitter: @MicrosoftLearn
- Microsoft Learn Community: aka.ms/MicrosoftLearnCommunity

## Poster
- Understanding Microsoft Azure certifications: aka.ms/AzureCerts_BlogSeries
- Video: aka.ms/AzureCerts_Video
- Poster: aka.ms/AzureCerts_Poster
- Microsoft Official Courses: aka.ms/MOC
- Self-paced learning: Azure.com/Learn
- Microsoft Certified Official Practice Tests: aka.ms/MSPracticeTests
- Azure Architecture Center: aka.ms/architecture
- Azure developer guide: aka.ms/AzureDeveloperGuide
- Microsoft Cloud Adoption Framework for Azure: aka.ms/CAF
- Microsoft Learn Blog: aka.ms/MicrosoftLearnBlog
- LinkedIn: Microsoft Learn
- Twitter: @MicrosoftLearn
- Microsoft Learn Community: aka.ms/MicrosoftLearnCommunity
- Microsoft Certifications poster: aka.ms/TrainCertPoster
<table>
<thead>
<tr>
<th>Certification</th>
<th>Role Description</th>
<th>Exam</th>
<th>Skills Measured</th>
<th>Microsoft Official Course</th>
<th>MOC duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Azure Administrator Associate</td>
<td>Azure Administrators implement, manage, and monitor an organization’s Microsoft Azure environment.</td>
<td><strong>AZ-104</strong>: Microsoft Azure Administrator</td>
<td><a href="https://aka.ms/az-104examguide">https://aka.ms/az-104examguide</a></td>
<td><strong>AZ-104T00</strong> Microsoft Azure Administrator</td>
<td>4 days</td>
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<tr>
<td></td>
<td></td>
<td><strong>AZ-010T00</strong> Azure Administrator for AWS SysOps</td>
<td></td>
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</tr>
<tr>
<td>Azure AI Engineer Associate</td>
<td>Azure AI Engineers use cognitive services, machine learning, and knowledge mining to architect and implement Microsoft AI solutions involving natural language processing, speech, computer vision, and conversational AI.</td>
<td><strong>AI-100</strong>: Designing and Implementing an Azure AI Solution</td>
<td><a href="http://aka.ms/ai-100examguide">http://aka.ms/ai-100examguide</a></td>
<td><strong>AI-100T01</strong> Designing and Implementing an Azure AI Solution</td>
<td>3 days</td>
</tr>
<tr>
<td>Azure Data Engineer Associate</td>
<td>Azure Data Engineers design and implement the management, monitoring, security, and privacy of data solutions using the full stack of Microsoft Azure data services.</td>
<td><strong>DP-200</strong>: Implementing an Azure Data Solution</td>
<td><a href="http://aka.ms/dp-200examguide">http://aka.ms/dp-200examguide</a></td>
<td><strong>DP-200T01</strong> Implementing an Azure Data Solution</td>
<td>3 days</td>
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<tr>
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<td></td>
<td><strong>DP-201</strong>: Designing an Azure Data Solution</td>
<td><a href="http://aka.ms/dp-201examguide">http://aka.ms/dp-201examguide</a></td>
<td><strong>DP-201T01</strong> Designing an Azure Data Solution</td>
<td>2 days</td>
</tr>
<tr>
<td>Azure Data Scientist Associate</td>
<td>Azure Data Scientists implement and run machine learning workloads on Microsoft Azure Machine Learning.</td>
<td><strong>DP-100</strong>: Designing and Implementing a Data Science Solution on Azure</td>
<td><a href="http://aka.ms/dp-100examguide">http://aka.ms/dp-100examguide</a></td>
<td><strong>DP-100T01</strong> Designing and Implementing a Data Science solution on Azure</td>
<td>3 days</td>
</tr>
<tr>
<td>Azure Database Administrator Associate</td>
<td>Azure Database Administrators implement and manage cloud and on-premises relational databases built on top of Microsoft SQL Server and Azure data services.</td>
<td><strong>DP-300</strong>: Administering Relational Databases on Microsoft Azure</td>
<td><a href="http://aka.ms/dp-300examguide">http://aka.ms/dp-300examguide</a></td>
<td><strong>DP-300T00</strong> Administering Relational Databases on Microsoft Azure</td>
<td>4 days</td>
</tr>
<tr>
<td>Azure Developer Associate</td>
<td>Azure Developers design, build, test, and maintain cloud applications and services.</td>
<td><strong>AZ-204</strong>: Developing Solutions for Microsoft Azure</td>
<td><a href="http://aka.ms/az-204examguide">http://aka.ms/az-204examguide</a></td>
<td><strong>AZ-204T00</strong> Developing Solutions for Microsoft Azure</td>
<td>5 days</td>
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<td></td>
<td></td>
<td><strong>AZ-020T00</strong> Microsoft Azure solutions for AWS Developers</td>
<td></td>
<td></td>
<td>3 days</td>
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<td>Azure for SAP Workloads Specialty</td>
<td>Architects or engineers for Azure for SAP Workloads have extensive experience and knowledge of the SAP system landscape and industry standards that are specific to the long-term operation of an SAP solution on Microsoft Azure.</td>
<td><strong>AZ-120</strong>: Planning and Administering Microsoft Azure for SAP Workloads</td>
<td><a href="http://aka.ms/az-120examguide">http://aka.ms/az-120examguide</a></td>
<td><strong>AZ-120T00</strong> Planning and Administering Microsoft Azure for SAP Workloads</td>
<td>4 days</td>
</tr>
</tbody>
</table>

| Azure IoT Developer Specialty          | Azure IoT Developers develop cloud and edge components of an Azure IoT solution. | **AZ-220**: Microsoft Azure IoT Developer | http://aka.ms/az-220examguide | **AZ-220T00** Microsoft Azure IoT Developer | 4 days |

| Azure Security Engineer Associate     | Azure Security Engineers implement security controls and threat protection, manage identity and access, and protect data, applications, and networks in cloud and hybrid environments as part of an end-to-end infrastructure. | **AZ-500**: Microsoft Azure Security Technologies | http://aka.ms/az-500examguide | **AZ-500T00** Microsoft Azure Security Technologies | 5 days |

| Azure Solution Architect Expert       | Azure Solution Architects design and implement solutions that run on Microsoft Azure, including aspects like compute, network, storage, and security. | **AZ-303**: Microsoft Azure Architect Technologies | http://aka.ms/az-303examguide | **AZ-303T00** Microsoft Azure Architect Technologies | 5 days |
|                                       |                                                               | **AZ-304**: Microsoft Azure Architect Design | http://aka.ms/az-304examguide | **AZ-304T00** Microsoft Azure Architect Design | 4 days |

| Data Analyst Associate                | Data Analysts help businesses to maximize the value of their data assets using Microsoft Power BI. | **DA-100**: Analyzing Data with Microsoft Power BI | http://aka.ms/da-100examguide | **DA-100T00** Analyzing Data with Microsoft Power BI* | 5 days |

| DevOps Engineer Expert                | DevOps Engineers work with people, processes, and technologies to continuously deliver business value. | **AZ-400**: Designing and Implementing Microsoft DevOps solutions | http://aka.ms/az-400examguide | **AZ-400T00** Designing and Implementing Microsoft DevOps Solutions | 5 days |

*Coming soon*