
AWS
re:Invent
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PEX207

# Building a business case for workforce transformation

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# Today you'll dive into



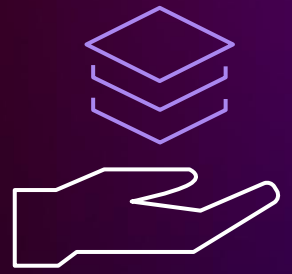
Trends in learning



Pillars of workforce transformation



Measuring the impact of training



Grow with new offerings

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# New challenges and opportunities

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# Empowering builders for today and tomorrow





# Partner benefits from AWS skills development



**229%**
ROI



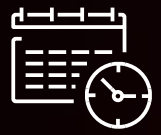
**< 6 months**
payback



**7%**
higher average contract value



**17%**
increased win rate



**20%**
faster sales and delivery cycle



**30%**
of vacancies filled with upskilling vs. skilled hire

*Forrester Consulting Total Economic Impact Study Commissioned by AWS, November 2022*

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# Three pillars of workforce transformation



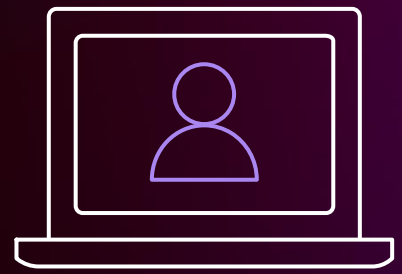
## Upskilling

Employees learn skills to assist in their current role



## Reskilling

Employees learn skills to support work in a different role



## Recruiting

Employees are hired from outside the organization with the needed skills

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UPSKILL

Perfios

> “We knew we had to train our developers on serverless technologies, DevOps, and managed services to build the expertise we needed.”

**Ramgopal Cillanki**

*Senior Vice President and Head of Engineering, Perfios*

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RESKILL

rackspace technology®

# Reskilling with Rackspace

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RECRUIT

rackspace technology®

“Rackspace Technology is building internship programs that offer a direct line to find, attract, and cultivate a new generation of technology professionals.”

**Srini Koushik**

*Chief Technology Officer, Rackspace Technology*

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# Measuring the impact of training

## Qualitative

- Customer satisfaction
- Brand value
- Employee engagement

## Quantitative

- Revenue growth
- Rate of project execution
- Employee retention

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# Tracking training impact at LT Infotech



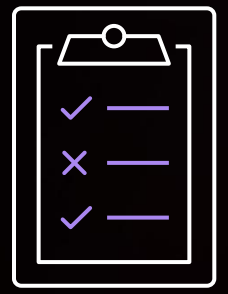
- Pipeline and GTM
- Key customer wins
- Technical initiatives completed

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# Grow with new AWS Partner Training offerings



**AWS Partner courses**



**Role-based partner learning plans**



**AWS Skill Builder**

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# New and updated AWS Partner courses

## SAP on AWS

- SAP on AWS (Technical)

## AWS GovCloud (US)

- AWS GovCloud (US) Essentials (Business)

## Foundational

- AWS Sales Accreditation (Business)
- AWS Accreditation (Technical)
- Building Your Business with AWS for Executives

## Data & Analytics

- Building Data Analytics Solutions Using Amazon Redshift
- Building Streaming Data Analytics Solutions on AWS
- Building Batch Data Analytics Solutions on AWS

## Advanced Well-Architected

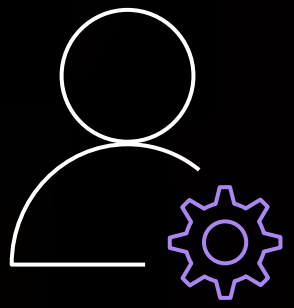
- Advanced AWS Well-Architected Best Practices (Technical)

## Security, Identity & Compliance

- Security Essentials
- Security Best Practices

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# Role-based AWS Partner learning plans



## Services partners

**15 learning plans, including**

- Cloud administrator
- Data analyst
- Solutions architect



## Software partners

**4 learning plans, including**

- Alliance lead partner
- Technical alliance lead
- Technical pre-sales

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# AWS Partner learning plans for certification

## Browse certification by role




## Browse certification by specialty




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# More ways to learn

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# AWS Skill Builder

## Build in-demand cloud skills – your way – with our online learning center

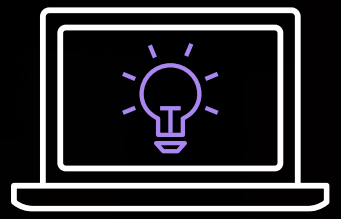
- Learn AWS from AWS experts
- Access 500+ free digital courses
- 25+ learning plans focused on specific job roles or domains

skillbuilder.aws




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# Learn, practice, test, play – all in one place



## Free digital training

- ✓ 500+ digital courses
- ✓ Learning plans
- ✓ 10 AWS Certification Official Practice Question Sets
- ✓ AWS Cloud Quest



## Individual subscription

- ✓ AWS Cloud Quest (4 additional roles)
- ✓ 3 AWS Certification Official Practice Exams
- ✓ 3 exam prep courses
- ✓ 100+ AWS Builder Labs
- ✓ AWS Jam Journey



## Team subscription

- ✓ AWS Jam events (140+ challenges)
- ✓ Assign training
- ✓ Progress reports
- ✓ Single sign-on (optional)

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# Steps to get started



1. Build your case for workforce transformation
2. Modernize your training strategy
3. Measure and disseminate outcomes

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# Q&A

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# Thank you!

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