The companies that really succeed are the ones that train significant numbers of people. We train hundreds of thousands of people a year just for that reason because once you get that firm base and experience, it becomes much easier.

ANDY JASSY, CEO OF AWS\(^1\)

Transformation begins with training your builders.

At re:Invent 2019, Andy Jassy spoke about the four differentiators for companies that make cloud transformation successful:

- **Conviction of, and alignment with, senior leadership teams.**
- **Aggressive top-down goals.**
- **Training your builders.**
- **Not letting “paralysis” stop you before you start.**

Training is critical, because the skills gap is real. A survey by 451 Research showed that 90% of IT decision makers report a gap between teams’ skill levels and knowledge required to achieve organizational objectives. Yet, as a leader tasked with driving your organization’s cloud transformation, it can be difficult to know how to close this gap.

Start your transformation today.

You can start training your builders today with AWS Training and Certification Ramp-Up Guides. Categorized by role or solution, each guide is a blueprint that removes the guesswork of where to start learning. They can help learners progress in their training with a curated progression of recommended resources for developing AWS Cloud skills—digital and classroom courses, certifications, whitepapers, videos, and more.
These guides are available by role or solutions area. Visit our training website for the latest collection.

ARCHITECT RAMP-UP GUIDE
BUSINESS RAMP-UP GUIDE
CONTAINERS RAMP-UP GUIDE
COST MANAGEMENT RAMP-UP GUIDE
DATA ANALYTICS RAMP-UP GUIDE
DATABASES RAMP-UP GUIDE
DEVELOPER RAMP-UP GUIDE
GAME TECH RAMP-UP GUIDE
INTERNET OF THINGS (IOT) RAMP-UP GUIDE
MACHINE LEARNING (ML) RAMP-UP GUIDE
MEDIA SERVICES RAMP-UP GUIDE
MIGRATION RAMP-UP GUIDE
OPERATIONS RAMP-UP GUIDE
REMOTE WORK & LEARNING RAMP-UP GUIDE
SECURITY RAMP-UP GUIDE
You recognize you may have questions and we also recognize some organizations may prefer, or benefit from, a more structured, deliberate approach to cloud skills training. You can work with AWS Training and Certification experts to conduct a free AWS Learning Needs Analysis to identify the right training for your organization, teams, and employees based on a structured assessment of their current cloud skills.

Contact us today to talk with one of our experts. They can help you plan and implement the training program you need.