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SKILLED PEOPLE POWER SUN SOLUTIONS

Certification Value Proposition

For Teams and IT Organisations

Sun certifications provide evidence that the IT professionals in an organisation have the necessary skills to accelerate performance. This provides a competitive advantage to ensure business objectives are exceeded, reducing business downtime, improving customer credibility, and winning more business.

For Individual Professionals

Sun certifications provide IT professionals with industry recognised credentials that demonstrate competency through the assessment and validation of skill sets for specific job roles. This enables job placement and career advancement in the highly competitive technology marketplace.

Certification – The CIO Customer Elevator Pitch

Whether you want to ensure that your IT professionals are competent, or desire to enhance the credibility of your staff among clients, you require Sun certification. By achieving Sun certification status, IT professionals demonstrate that they have the dedication, motivation, and skill sets that can provide your organisation with increased productivity, decreased time-to-market, and reduced risk of system failure. IT managers around the world strongly agree that certifying employees in Sun certification provides a positive return on investment (ROI) for their organisation and promotes workforce retention.

Sun offers the only comprehensive set of industry recognised credentials in Java technology and the Solaris Operating System (OS). These award winning programmes are designed for specific roles within your organisation to enhance on-the-job performance.

Both the Java and Solaris certification tracks offer a foundation certification followed by specialty certifications that support career progression and improve employee satisfaction. Unlike other industry certifications, Sun's exams cannot typically be passed simply by memorisation. Passing requires a rigorous understanding of the associated technologies that can best be gained through hands on experience. Sun certifications are available at Authorised Prometric Testing Centres around the world with flexible learner support available from Sun Microsystems in the form of training, ePractice exams, and coaching programmes.

So make sure you use Sun certification as **THE** benchmark to ensure that you have the right people, in the right place, with the right Sun knowledge and skills.

BENEFITS OF CERTIFICATION

For Teams and IT Organisations

Based on a recent WW study IT managers strongly agree that:

- Sun certification is an accurate measure of applicable technical knowledge.
- Certifying employees in Sun certification provides a positive ROI for their organisation.
- Sun certified staff can be sent anywhere in the world and perform well.
- Having Sun certified employees helps build trust among clients.

Having Sun certified IT staff can:

- Increase the competency and productivity of an organisation.
- Enhance competitive advantage.
- Reduce the risk of system failure.
- Increase employee proficiency.
- Improve employee satisfaction and reduce staff turnover.

For Individual Professionals

Achieving Sun certification can:

- Increase the opportunity for professional advancement, including salary increases, job role changes and promotions.
- Help improve employment prospects.
- Provide employers with evidence that the professionals skills and qualifications are up to date.
- Increase job security.
- Help assess skills and knowledge.
- Increase productivity.
- Improve self-confidence.
- Enhance professional credibility leading to greater respect from management and peers.



Market Differentiators

- As the creator of the Solaris Operating System, Sun is uniquely positioned to provide training and certification on this innovative OS.
- Only Sun and its accredited partners offer a comprehensive set of training and industry recognised credentials on the Solaris OS.

Sun Certifications Industry Accolades & Awards

Over 325,000 Sun certifications have been granted around the world.

"Best Training and Certification 2004." CCID May 2005

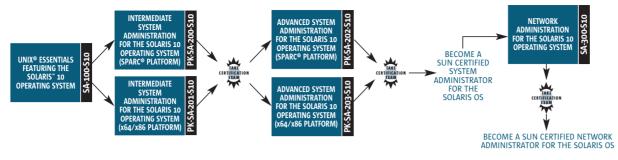
"Ranked as the third IT certification provider based on certifications granted worldwide." *IDC 2003*

"Finalist, Best Linux/Unix Certification: Sun Certified Systems Administrator for Solaris OS." CertCities.com Annual Readers' Choice Award, 2004

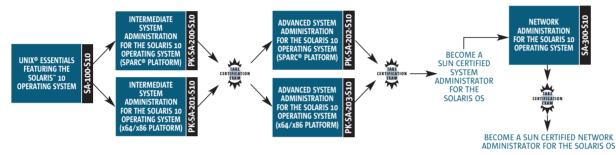
"Most Recognised IT Certification in China: Sun Certification." China ComputerWorld, awarded in 2003, 2004, 2005

SOLARIS[™] 10 OS — SYSTEM AND NETWORK ADMINISTRATION CERTIFICATION LEARNING PATHS – ILT/PACKAGES

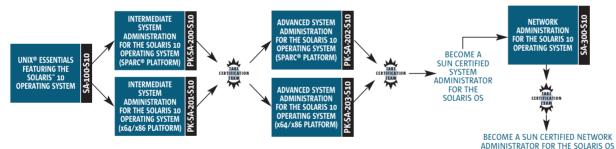




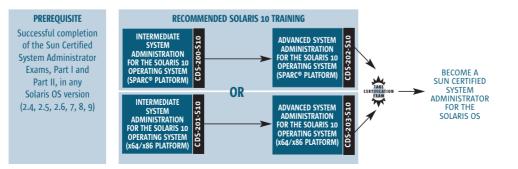
SOLARIS[™] 10 OS — SYSTEM AND NETWORK ADMINISTRATION CERTIFICATION LEARNING PATHS – CD-ROM BASED



SOLARIS" 10 OS — SYSTEM AND NETWORK ADMINISTRATION CERTIFICATION LEARNING PATHS – WEB-BASED



SUN CERTIFIED SYSTEM ADMINISTRATOR FOR THE SOLARIS[™] 10 OS UPGRADE



SOLARIS CERTIFICATION PATHS

Solaris 10 certification learning paths are offered for both SPARC and x64/x86 Hardware Architectures.

Sun offers professional certifications in the Solaris 8, 9 and 10 Operating Systems, all of which have specific version upgrade exam paths if required. Three job profiles are supported by Solaris certification:

- 1. Sun Certified System Administrator (candidates must pass two exams, both part I and part II).
- 2. Sun Certified Network Administrator (one exam).
- 3. Sun Certified Security Administrator (one exam).

METHODS OF EXAM PREPARATION AND DELIVERY

- Training: instructor-led, self-paced online, Live Virtual Class, and CD-ROM
- ePractice exams
- Study guides and books
- Sun Career Accelerator Packages
- Consulting services: skills development and coaching programmes

Sun certification exams are available at all Authorised Prometric Testing Centres around the world. Certification exams are also available as a service on demand at a customer site via Internetbased testing.

Useful URLs

Certification Prep & Delivery: http://www.sun.com/training/certification/index.xml Certification Management: http://www.sun.com/training/certification/ certmanager/index.html EMEA Educational Services Toolkit (internal): http://selleducation.emea Sun Certification (internal): http://mymarketing/certification Sun Certification information (partners):

http://partner.eu.sun.com

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