

Why You Should Get CompTIA Cloud Essentials Certified Now

Achieving this industry certification is a good first step to demonstrating to your customers that you're knowledgeable about a topic they're very interested in.

BY JAY MCCALL, NETWORKING AND MANAGED SERVICES EDITOR, BUSINESS SOLUTIONS MAGAZINE

Which types of end users care about this certification?

The cloud computing market is growing exponentially, and there are scores of IT and business positions that require cloud competence. We think CompTIA Cloud Essentials will help businesses gain and validate foundation-level cloud computing knowledge and skills.

Do you have an example of a VAR leveraging a CompTIA certification to win a deal?

This certification is still in its infancy, as it was launched in late 2011. Approximately 140 individuals have earned the credential to date. We can't direct you to a specific, particular deal win that's attributable to earning the cloud certification. But, we're confident that resellers who add CompTIA Cloud Essential to their list of qualifications will see measurable benefits in dollars and cents. The cloud brings fundamental changes and challenges to the VAR community, which must continually adapt in order to succeed. Businesses are pursuing a cloud strategy for many reasons — such as cost savings, agility, or enabling new business opportunities — and decision makers from various areas are likely to inquire about cloud solutions. Resellers need to educate themselves on cloud business opportunities. CompTIA Cloud Essentials is a good first step.



TERRY ERDLE

CompTIA
Terry Erdle is the executive VP of CompTIA's skill certification course.

edge required of IT professionals who have worked 6-12 months in an IT environment that could be enhanced by various aspects and technologies that make up the cloud computing landscape. The certification can also credential "cloud brokers" in the ecosystem — those who sell cloud services or whose strategic business plans include cloud technologies for their organization.

The CompTIA Cloud Essentials certification demonstrates that an individual knows what cloud computing

means from a business and technical perspective, as well as what is involved in moving to and governing the cloud. It's intended to cover foundation-level knowledge about cloud computing for business and salespeople working in a cloud environment. Individuals who earn this certification have demonstrated knowledge and understanding of cloud computing elements, including:

- Characteristics of cloud services for business
- Business value of cloud computing
- Steps to successful adoption
- Impact/changes on IT service management
- Risks and consequences

How many employees within a VAR company should take this exam?

Each organization will make its own determination as to how many individuals should be certified, but we believe that there is value in having multiple employees from different departments (IT and sales are the two primary areas) certified. Job roles that have earned the cloud certification include IT specialists, IT technical services specialists, IT relationship managers, IT architects, consultants, business and IT management. CompTIA Cloud Essentials covers core cloud computing and virtualization concepts. After completion of the course, participants will understand the implications of cloud computing within the organization, the strategies involved, and its financial impact.

Once a VAR passes this exam, what's the next step to get the most value out of this certification?

CompTIA Cloud Essentials is a good first step in the process, but it shouldn't be the only step. Seek out additional options for education and training, whether through industry organizations like CompTIA or with vendors. ●

What are some questions on the test?

Sample questions for this exam are not currently available. But, a few examples of the areas where certification candidates are tested include:

- Understanding the differences between private and public clouds from a technical perspective.
- Understanding techniques and methods for cloud computing deployment, such as networking, automation and self-service, federation, and the role of standardization.
- Explaining technical challenges and risks for cloud computing and methods to mitigate them for: cloud storage, application performance, data integration, and security.
- Describing the impact of cloud computing on application architecture and the application-development process.

What are some specific skill sets a VAR is demonstrating by passing this certification test?

The exam blueprint reflects the responsibilities and knowl-