

Sun Learning and Certification Solutions

Sun Learning Services India



Sun's certification program in Java™ technology is an industry-recognized, worldwide program that focuses on critical job roles in software application development and enterprise architecture. Since these certifications focus on the technology, the knowledge and skills learned while preparing for Sun's certifications are transportable from one company to another.

Sun's philosophy is that certification is central to the learning process as it provides validation of skill sets for specific job roles. Sun certification also offers a natural progression to support individual's career goals.

- First, by becoming a Sun Certified Associate Sun verifies that you have a base set of knowledge that enables entry into a career in application development or software project management using Java technology.
- Second, we train developers on a foundational set of skills, which can then be validated by becoming a Sun Certified Programmer.
- Afterwards, you can pursue advanced or specialty training and certifications that help enable career growth into more specific job roles making you more valuable to an organization.

Differentiating Sun from the competition

No organizations offer IT professional certifications that are in direct competition with those offered by Sun. Nevertheless, organizations, such as Red Hat, IBM, and Microsoft, offer certifications for system administrators on operating systems other than Solaris™.

IBM and BEA offer certifications for developers that are aligned with products, such as development tools or application servers. In contrast, Sun's certifications in Java technology are based on industry specifications and

standards. This compliments the notion that the skill sets required to achieve a Sun certification in Java technology are transportable from one organization to another. Microsoft does offer certifications associated with developing .NET applications. Microsoft's program for developers, however, is significantly smaller than Sun's program for developers.

Importance of certification in India

Filling technical support roles is not a trivial task. Top candidates are quickly recruited for higher paying and more prestigious positions within IT and development, and while there remain very large pools of candidates applying for support roles, only a small percentage have the required verbal ability, analytical reasoning and technical training and vendor certification required to apply under freshers category. There is a gap between Industry requirement and talent passing out from the colleges.

There are approximately 90,000 Java Certified Professionals in India. Sun expects to certify 30,000 individuals in India alone in the next 12 months. A total of 42,767 students got trained in Sun Java Curriculum in India during the last one year.

Achieving highest certification volumes in India differentiates Sun as one of the elite training and certification programs in the Indian IT industry, and it demonstrates the continued acceptance of Sun technologies in the market place.

Highlights

- India is Sun's largest market for certification, as it is for many other IT companies as well
- India produces around 550,000 engineering graduates from approximately 1650 engineering colleges in the country
- Approximately 500,000 science graduates dispersed over 15,000+ colleges
- India also has over 1300+ Industrial Training Institutes (ITIs) that produce approximately 150,000 diploma-holders annually

"Since there is a constant demand for skilled professionals and domain experts in India job market, Sun excels in mapping learning strategies to the needs of business through innovative learning processes such as skill assessments, self paced Web learning, Instructor Led virtual classes, simulations, remote labs, team coaching and its highly accepted. Certification exams. Sun Learning Services provides role-specific learning paths and Certification programs for each curriculum that work as a guide and help individual learning experience."

Sun's value proposition to prospective students and employers

- **Value proposition for IT professionals** – Skilled people are an essential component of an IT solution. Achieving a Sun certification provides hard evidence that you have the technical competency, professional dedication and motivation that employers value. Sun's quality educational offerings efficiently and effectively prepare you for certification while enhancing your skills. Successful completion of the learning and certification process enables job placement and career advancement in the highly competitive technology marketplace.
- **Value proposition for IT managers in enterprise IT organizations** – Skilled people are an essential component of your IT solutions. Sun certification provides the benchmark that ensures you have skilled people in the right jobs to accelerate business performance. Sun's quality educational offerings efficiently and effectively prepare your staff for certification while enhancing their skill set. Successful completion of the learning and certification process results in more competent and productive employees, which translates into a positive ROI for your business.

Customer problems being addressed

IT professionals are interested in demonstrating their knowledge and skill sets to potential employers differentiating themselves from others when looking for a job. Thus, increasing their opportunity for professional advancement, including salary increases, job role changes, and promotions enhancing their professional credibility and earning greater respect from management and peers. Sun certification allows IT professionals to be more productive with improved technical and problem-solving skills.

This allows students to be more confident keeping their skill sets up to date with the ever changing IT landscape. IT organizations in India are looking to reach their goals by:

- Attracting and maintaining a highly skilled IT workforce
- Increasing the productivity and performance of their IT workforce
- Increasing credibility among their clients by providing a competitive advantage through their skilled IT Workforce
- Hiring talented trained and certified IT Professionals who understand the organization's technology needs

How did India take certification to the masses?

Sun Learning Services India has partnered with IT training organizations like NIIT and APTECH to provide students an opportunity to be trained on Sun's technology. These programs are designed to enable IT professionals to communicate, interact and harness Sun's innovative technology. Having said that, today Sun certification is widely recognized industry wide.

Sun Microsystems tied up with Asia's largest IT trainer, NIIT in 2006, as part of an initiative to expand the technology horizons of India's large student population by introducing specialized education and training programs on Sun technologies. Through this alliance, NIIT has access to the latest Sun technologies, tools, technical resources and curricula on the Java and Solaris platforms. Sun has also enabled NIIT to offer a range of customized programs to a broad spectrum of students through NIIT's widespread network of IT education centers. This initial launch focused only on the Sun Java platform.

Sun Java Curriculum is offered through 300 training centers of NIIT throughout the country.

Learn More

To learn more about the Sun Learning and Certification Solutions in India, visit www.in.sun.com

In March 2007, Sun and NIIT expanded their relationship to offer training in the growing Open Source Computing, through Sun Solaris Training programs. As part of the alliance, NIIT offers Solaris curriculum and certification programs through its network of education centres to a large population of students and software professionals in the country.

Road ahead

- Increase focus on certification and place strategies to convert Grey market and monetize community
- Invest in tier II and tier III engineering colleges in India
- Focus on developers, unemployed graduates, faculty/academic staff
- Driving awareness to open universities and vocational institutions
- Leverage campus ambassadors

"The industry is currently grappling with the exceeding shortage of skilled manpower in emerging global technologies. We are happy with our partnership with Sun, in line with our efforts to provide the latest and best technology training programs for students and the industry. With NIIT delivering training on Sun Technologies from 300 centers, students will gain relevant skills and improve employability and the global IT industry will have access to a pool of trained manpower on emerging technologies including Open Source computing"

Vijay K Thadani
CEO, NIIT