

Eaton's Intelligent Power Manager (IPM) software certification training

Be a leader in software defined power by becoming proficient in the sales and technical deployment of Eaton's IPM.

Getting signed up is as easy as 1, 2, 3

- 1 Register online at Eaton.6connex.com/event/IPMCertification/login**
- 2 Visit the virtual classroom and start your IPM training**
- 3 Once all modules are completed and quizzes passed, you will be IPM Certified**

Once you complete the training you will be able to:

- Articulate Eaton's IPM value proposition of ease of use and business continuity for better business outcomes
- Develop proficiency in:
 - > Building a disaster avoidance plan with your data center customer
 - > Architecting DC power schemes in high availability environments and where the management system is on a virtual appliance
- Discover more rewards with the deal registration program and PowerAdvantage® partner program
- Accelerate your profitability through Eaton's software strategy

What it means for you.

- **Increasing revenue and margins** – with software license sales, installation and consulting services
- **Creating a recurring revenue stream** – with yearly management configuration updates and by managing business continuity as a service
- **Gaining product dragalong opportunities** – with more sales of VMware licenses and Eaton infrastructure components

Sell IPM and get rewarded

Once you sell an IPM license, don't leave cash on the table . . . claim your Eaton rewards card!



Powering Business Worldwide

Earn \$400 for each
IPM Gold license

Earn \$200 for each
IPM Silver license

You can register for the program here: Eatonrewards.com

IPM software training track agendas

IPM sales track

Ideal for the sales or technical seller, this track provides an overview of the Eaton IPM capabilities and marketing strategies. Modules 1–4 lay the basic knowledge foundation for IPM. The remaining modules walk you through the IPM sales process—from identifying opportunities, to communicating business benefits, to maximizing your revenue potential.

IPM technical track

Ideal for the technical seller, this track provides an overview of the Eaton IPM software capabilities and functionalities. Modules 1–4 lay the basic knowledge foundation for IPM software. The remaining modules provide step-by-step guides to set up and implement business continuity functionalities in IPM.

Module	Track	Description
1	Sales/ Technical	Software-Defined Power with IPM (10 minutes) Introduction to IPM and the value proposition for your customers and for you, our partners.
2	Sales/ Technical	IPM Basics, Installation, Discovery and Configuration (17 minutes) Learn the basics of virtualization, including initial configuration and technical best practices for getting started with IPM and where IPM fits in the cloud computing universe.
3	Sales/ Technical	IPM and Virtualization (17 minutes) Understand how IPM supports virtualization, particularly by using VMware and a web client. Learn how to link IPM to VMware vCenter, initiate maintenance mode on a vCenter host, automate VM migration, and initiate Site Recovery Manager during a power event.
4	Sales/ Technical	IPM and Load Shedding (17 minutes) Discover how IPM load shedding reduces power consumption in a data center by selectively powering off virtual machines. Learn to create priority VM groups, identify low priority VMs to power off during events, and establish fixed shutdown sequences with proper time intervals while ensuring critical VMs stay live.
5	Sales	Making the First Sale (21 minutes) Learn to sell customers on the value of IPM and identify power management software sales opportunities. Anticipate and overcome common customer objections. We'll also demonstrate how you can maximize your margins and boost IPM revenue overall.
6	Sales	Deploying Effective Power Management (14 minutes) Learn how Eaton supports you in deploying the most effective power management solution for your customers. Help customers maximize their availability and extend business continuity in their virtualized environments. This will allow them to save time and money, and reduce risk.
7	Technical	IPM and VMware Site Recovery Manager (16 minutes) Learn how IPM leverages “planned migration” to sync a backup data center to the primary site.
8	Technical	IPM and Power Capping (12 minutes) Find out how IPM works directly with Cisco UCS server management to limit server power consumption, keeping critical workloads running longer during a power outage.
9	Technical	IPM and Disaster Avoidance Planning (DAP) (12 minutes) Develop a data center disaster avoidance plan that is built to keep mission-critical workloads running after the data center is impacted by a power or environmental event.
10	Technical	IPM with vRealize Operations Manager (19 minutes) Learn how IPM works with vRealize Operations Manager to manage the health, risk and efficiency of power devices.
11	Technical	IPM and Custom Alarms (16 minutes) Find out how IPM allows you to build custom alarms that trigger alerts to the data center manager.

Completing a module

Each module contains a brief video.

At the end of each video, a quiz will load automatically in your console (except for Module 1, which doesn't have a quiz).

Once a quiz is completed, you'll immediately see your results.

In order to get credit for each module, you need to score 80 percent or better.

- If you score 80 percent or better, congratulations! You will receive a certificate of completion via email.
- If you score less than 80 percent on the quiz, you can go back at any time to review the module, retake the quiz and improve your score.

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