CAMUNDA CONNECT

Camunda Partner Enablement

A Guide to Role-based Training for the Camunda Partner Community

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Camunda Values Partner Enablement

At Camunda, we understand that you need just-in-time, quality enablement programs to build your team's capabilities with Camunda. Camunda has designed a dedicated Partner training program that gives you training delivered by Camunda experts. We offer role-based curriculums and several ways to consume training based on your organizational learning needs and preferences. With Camunda training for Partners you can accelerate your knowledge rapidly and flexibly.

Role-based Training

Camunda Partners come in many shapes and sizes. To address the many types of Partners we work with and to recognize the varied roles that participate in the success of your business, we offer training for all of the key roles within a Process Automation Center of Excellence (COE). Course curriculum varies based on the role and ranges from the Executive or Sales role to Presales and Evangelist to Developer, Implementation and Architect roles, each of which require increasing levels of technical expertise.

- Camunda Sales Roles
  - Executives, Sales + Business Development
    - These individuals require the most up-to-date sales positioning, value propositions and differentiators to share Camunda benefits and advantages with prospective and existing clients. We help our Partners' sellers understand what makes Camunda unique and how to identify the use cases and situations that are best-suited for a Camunda solution.
  - Evangelist + Presales
    - A presales resource knows Camunda's tool stack in detail with a deep technical understanding. Demonstrating Camunda, relating it to the client's use-case, and conducting technical Q&A sessions are daily tasks needed to support the evaluation of Camunda. In addition, a Camunda process automation evangelist is capable of applying Camunda and new technology trends to generate new use-cases and patterns, present the results in conferences or at community events, and talk to larger audiences at prospective and existing clients. The evangelist creates showcases and demos based on your product stack and industry expertise to drive adoption of Camunda in your organization.

- Camunda Project Implementation Roles
  - Project Manager
    - A project manager for a Camunda implementation must have classic project management skills. The project manager also requires a basic understanding of Camunda technology and value in order to effectively define project requirements, scope the project, define goals, deliverables, and timing, as well as keep the implementation on track.

- Business Process Analyst
  - A business process analyst has profound BPMN 2.0 knowledge and modelling experience to identify, model, redesign and improve workflows to represent the client's business needs and act as a bridge to development teams.

- Architect
  - Software or Enterprise Architects design software systems by choosing the right technology to solve problems in the most effective and efficient way. Since Camunda's process engine is a backend technology that can be used to overcome both architectural challenges as well as classic BPM use cases, enterprise architects require knowledge of all components of Camunda. They also need to be familiar with workflow automation in general in order to understand how Camunda in particular can improve software systems.

- Developer
  - Camunda developers implement a software product built with Camunda. As such, they must understand Camunda's core engine including all concepts needed to create sustainable and maintainable software.

- Administrator
  - This role makes sure that the software product built with Camunda runs on a well-scaled and supported infrastructure and remains up-to-date. Camunda administrators also solve runtime incidents and help business stakeholders interact with running process instances.

Targeted Training with Guided Learning Paths

Recommended Courses	Sales Roles		Project Implementation Roles				
	Executive + Sales + Business Development	Evangelist + Presales	Project Manager	Business Process Analyst	Architect	Developer*	Administrator
Sales Overview	✓	✓					
Camunda Pricing	✓	✓					
Camunda Sales Engineering Basics	Optional	✓	Optional	Optional	Optional	Optional	Optional
Selling & Delivering Camunda Q&A	✓	✓					
Camunda Platform Foundation		✓	✓		✓		✓
BPMN 2.0 Training		✓		✓		✓	
DMN Training		✓		✓		✓	
Camunda Platform for Architects					✓		
Camunda Platform DevOps					✓		✓
Camunda Platform Development		✓				✓	
Camunda Solution Workshops			✓	✓	✓	✓	✓

* Eligible for Certification

Training Methods and Enablement Resources

Camunda offers many ways to consume enablement materials to learn about the Camunda platform for every role. Our Partner training sessions are delivered by dedicated professional resources with several years of experience working with our products. Camunda also understands that training needs vary which is why we offer several delivery methods.

- Private Partner Courses — Partners can book private courses that are delivered in a live-online manner or situation-permitting, in person. These courses are scoped and delivered exclusively for the Partner team and can vary in size. For these courses, a maximum capacity of 10 individuals ensures maximum learning interaction. These courses are delivered by experienced Camunda experts with training, deployment and development experience. For custom and accelerated courses, private classes are required. For Partners that need to enable more than 10 resources, Camunda will book additional, separate classes.

- Public Partner Courses — These classes offer all of the same content and topics recommended in our Guided Learning Paths. Training courses are delivered by the same expert trainers on virtual platforms to groups of 10 or fewer individuals per class, or situation-permitting in person. Camunda offers these courses on a regular basis for Partners only.

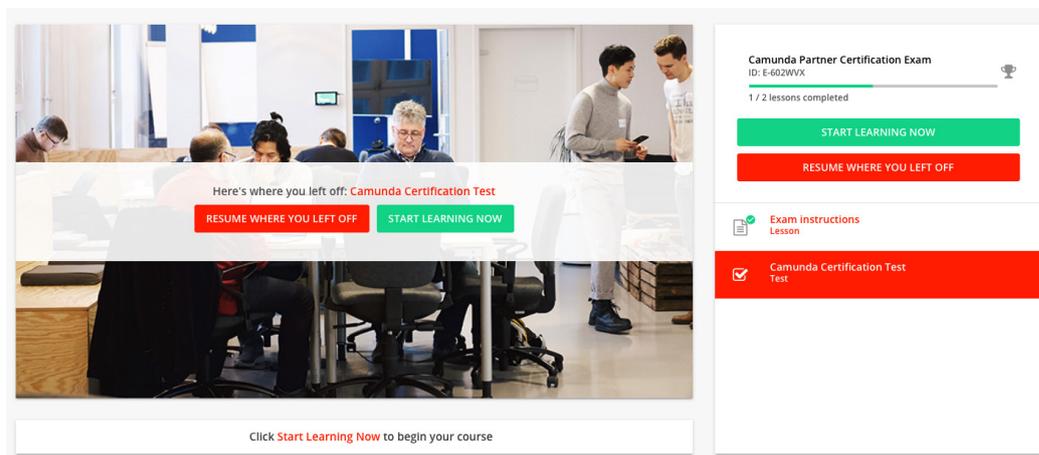- Online, On-Demand — The experts at Camunda will soon publish online recorded product training available anywhere, anytime to provide the greatest flexibility for learning consumption. Stay tuned for further updates on available courses as they are published and made available to our Partner Community.

- Solution Workshops — Once Partners have completed the requisite Camunda training and have engaged in Camunda projects with their customers, they can frequently benefit from targeted support during the course of a project. Get support on key topics that are specific to your client's deployment by leveraging Camunda Partner Consulting's solution workshops. These workshops are designed to cover specific topics of interest dealing with a Camunda development project from a technical perspective. They greatly increase the level of success of your project by engaging at critical times during your development cycle. See "Camunda Solutions Workshop" for more details on our current offerings.

- Advisory Support — Camunda also offers advisory support to our Partners. We recognize that sometimes real-life situations can be complex. Even when Partners have completed training they still require hands-on expertise and support for the development of Proofs of Concept, to validate architectures, to address deep questions or just review plans. Camunda offers Partners advisory support for each Partner organization that has completed training. Partners may purchase additional packages on an as-needed basis.

Complete Course Curriculums

Camunda has a comprehensive catalog of courses and workshops to prepare you for success across all key roles in your Camunda practice. For a full list of course descriptions please go here.

of people to train, their roles, timing, location(s) and the types of training you would like to receive. Once submitted, your request and background information will route to the Partner training team and we will do our best to reply within 2 business days to help begin your Partner training and development plan.

Click Start Learning Now to begin your course

Accelerated Training Exemption Review

Many Camunda Partners have extensive background in the digital process automation market and experience in related technologies, including standards for BPMN, DMN, Process Orchestration, and more. For Partner resources that have baseline knowledge in these disciplines, the training experts at Camunda can assess your knowledge and help define accelerated learning paths based on your and/or your team's role(s) and current competencies. We will assess skills to ensure your teams gain the requisite knowledge of Camunda products and are fully-prepared to deliver successful projects, prepare for certification, etc.

To request an assessment review please contact your assigned Partner Manager or email Partners-Global@camunda.com.

Training Investment

Camunda aims to provide training at market-competitive prices and our primary goal is to ensure that Partners can get the training required for their success, not monetize training investments. The prices and structure of our programs may change from time to time. For current pricing, please contact your Partner Manager or email Partner-training@camunda.com.

Get Started

To request training services, please submit a Partner Training Request. You will be asked to provide background information on your training needs including the number

Get Certified

To make sure that you have the knowledge and skills on your team to realize successful projects with Camunda, we want to give you the opportunity to show this proficiency to others. Therefore, we offer a certification program that currently focuses on the developer role.

To prepare for certification, your developers are required to complete the training courses outlined for their role, and complete one successful Camunda project. Camunda also requires their participation in at least one of the workshops „Model Review," „Architecture Review," or „Implementa¬-tion Review" to supplement their learning on the job during their first project.

Once complete, Partners can apply to take the certification exam in the Partner Portal. Certification is completed in our online certification center. Please register with your company's email address and participate in a time-boxed multiple choice test with randomized questions. After passing the test, the certificate is immediately issued. In the event of failure, Partners can repeat the test two additional times.

Closing

Camunda values our Partners and understands the strategic importance of your contributions to our business. We have created enablement programs to accelerate your capability development. We aim to ensure every Camunda Partner can consume training and become successful quickly, and turn opportunities into profitability as fast as possible. Contact us at Partner-training@camunda.com for further questions or inquiries.

Appendix — Course Descriptions

Sales Overview
Duration: ~1.5 hours

Learn how to confidently pitch to prospective customers during this sales course that contains valuable information on Camunda, the Camunda value proposition, roadmap and key differentiators.

Camunda Sales Engineering Basics
Duration: ~4 hours

Learn how to demonstrate Camunda and position the product at a technical level. Address and understand common questions related to the product and technology.

Selling & Delivering Camunda Q&A
Duration: ~2 hours

Open Q&A discussion with senior sales and technical experts at Camunda. Bring your Camunda questions and notebooks.

Camunda Platform Foundation Training
Duration: ~7 hours

Experience the complete Camunda tool stack in a short and engaging training.

- In digital transformation, process automation plays a significant role
- Learn fundamentals of BPMN and DMN
- We take you from a process model to a running process application
- See the value you get from automated processes
- Experience Camunda as an end user

BPMN 2.0 Training
Duration: ~20 hours

Learn BPMN 2.0 in detail and how to apply it in an organization. Note that this is considered by Camunda as a foundational training, meaning that we strongly encourage Partners to participate in this training before signing up for other sessions dealing with development, architecture, or operations. Also note that this is a training on the BPMN 2.0 standard, and the Camunda Platform technical stack is rarely discussed.

The participant roles for this training can be both non-technical and technical roles.

- Understand and model BPMN 2.0
- Know common patterns and paradigms
- How to get from a first idea to an operational process model
- Motivate and roll-out BPMN 2.0 in your organization

DMN Training
Duration: ~7 hours

Learn how to model and execute decision modeling in DMN.

- Define the rules: Business Rule Decision Tables
- Structure your decision: Decision Requirement Diagrams
- Create complex expressions with ease: FEEL (Friendly Enough Expression Language)

Camunda Platform Development Training
Our platform development training is broken up into two distinct sessions: one concentrating on utilizing the Camunda Java API (Java Developer Training), and one for interacting with the Camunda API via REST endpoints instead (Microservices Training). Both trainings have similar curriculum taken from a slightly different point of view.

These trainings are also considered foundational training for those that plan to develop on the Camunda Platform.

Camunda Platform for Java Developers Training
Duration: ~20 hours

Learn how to build Java software with Camunda. Prior Java knowledge is required in order to participate successfully.

- Introduction to BPMN 2.0, DMN 1.3, Process Automation
- Details of how Camunda works
    - APIs, Data Handling, Error Handling
    - Human work, Versioning
    - Deployment options
    - System Integration
    - Testing

Camunda Platform and Microservices Training
Duration: ~20 hours

Learn how to build software with Camunda using REST.

- Introduction to BPMN 2.0, DMN 1.3, Process Automation
- Deploy Camunda to use REST only
- Details of how Camunda works
    - APIs, Data Handling, Error Handling
    - Human work, Versioning
    - System Integration
    - Testing
- Process Interaction
- Architecture

Camunda Platform for Architects Training
Duration: ~7 hours

Build modern architectures and leverage the power of BPMN/DMN to overcome challenges.

- Follow the instructor as they walk the participants through situational design and architecture decision scenarios
- Cover the consequences of making architectural decisions

Camunda Platform DevOps Training
Duration: ~13 hours

Learn how to configure and manage your Camunda installation.

- Install and configure the Camunda Platform
- Operations
- Modeling for easier operations
- Updates & Upgrades

Camunda Solution Workshops
Solution Workshops are interactive, hands-on sessions that deal with a variety of technical topics with the Camunda Platform. These workshops are also very customizable and can be tailored to your specific scenario and needs.

The workshop will be conducted by a Camunda consultant for your team based on your first Camunda client projects. Client participation is optional and decided by the Partner.

Scoping calls are required before workshops take place in order to better deliver the customized workshop.

The following are samples of workshops that are currently available.

Model Design Workshop
Duration: ~7-13 hours

Model new BPMN models/diagrams and apply best practices for modeling.

- Model specific business use-case
- Demonstrate best-practices for specific use-case
- Provide guidance on testing of models. Potentially demo the Camunda BPMN Assert or other testing method

Model Review Workshop
Duration: ~7-13 hours

Review existing BPMN Models/Diagrams and apply best practices for modeling.

- Demonstrate best-practices for specific use-case
- Provide guidance on testing and execution of models.
- Potentially demo the Camunda BPMN Assert or other testing method

Architecture Design Workshop
Duration: ~7-13 hours

Before development and infrastructure acquisition starts, to help you with architecture and design decisions related to Camunda.

- Answer specific design and architecture questions as the customer is in the process of designing the system.
- Gather information and data — Introduce or review questionnaires about use-case and system
- Helping the customer to understand the limitations of Camunda and set realistic expectations
- Apply Best Practices, design principles and patterns specific to the use-case
- Suggest tools and technologies that can be relevant to customer

Architecture Review Workshop
Duration: ~7-13 hours

Double check architecture and design decisions and look for any obvious issues. Advise you on questions that arise in final system design phases.

- Answer specific design and architecture questions as the customer is finalizing design of the system.
- Helping the customer to understand the limitations of Camunda and set realistic expectations
- Apply Best Practices, design principles and patterns specific to the use-case
- Gather information and data — review questionnaires about use-case and system

Implementation Review Workshop
Duration: ~7-13 hours

Review the implementation details of a project pertaining to the Camunda Platform.

- Code review of Camunda Java Delegate classes/beans
- Code review of components communicating to Camunda via REST
- Review technical attributes and automation best practices of BPMN process models
- Review technical attributes and automation best practices of DMN diagrams
- Review process/decision unit tests and coverage
- If applicable, review configuration

Monitoring and Load Testing Workshop
Duration: ~7-13 hours

Understand the necessary options and tools to get the correct information and visibility into Camunda.

- Help you setup useful monitoring based on specific use-case details
- Help you pick the correct tools to get visibility into the potential bottlenecks
- Help you define and execute targeted load tests
- Potentially provide recommendations to estimate load on Camunda
- Gather information and data — review questionnaires about use-case and system

Performance Workshop
Duration: ~7-13 hours

Solve specific and targeted performance issues that have been observed by good monitoring and are hopefully not related to poor design choices.

- Gather information and data — review questionnaires about use-case and system
- Come up with technical and non-technical recommendations to performance issues
- Explain limitations and help the customer workaround those limitations
- Define a remote plan to utilize remote consulting hours to do a in-depth analysis
- Find less well-known technical solutions to performance issues

Upgrade Workshop
Duration: ~7-13 hours

Upgrade Camunda to the latest version or to the most appropriate version of Camunda. Often this may entail a multi-step version upgrade and possibly advising on custom code and data migration.

- The intention is to guide the customer through a upgrade of Camunda Platform in a step-by-step fashion.
- Taking the customer through the documented upgrade path.
- Potentially make suggestions on the best path for existing code and database customization.
- Answer questions related to impact on development, testing and operations of Camunda.
- Gather information and data — review questionnaires about use-case and system

Optimize Workshop
Duration: ~7-13 hours

Install and Configure Optimize. Potentially demo a customer specific use case.

- Install and configure Optimize in test environment
- Install and configure Optimize for multiple engines
- Review advanced configurations options
- Customer must have supported stack provisioned prior to workshop
- Not to install and configure production elastic search
- Data load for simplified but relevant use-case
- Demo simplified but relevant use-case

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