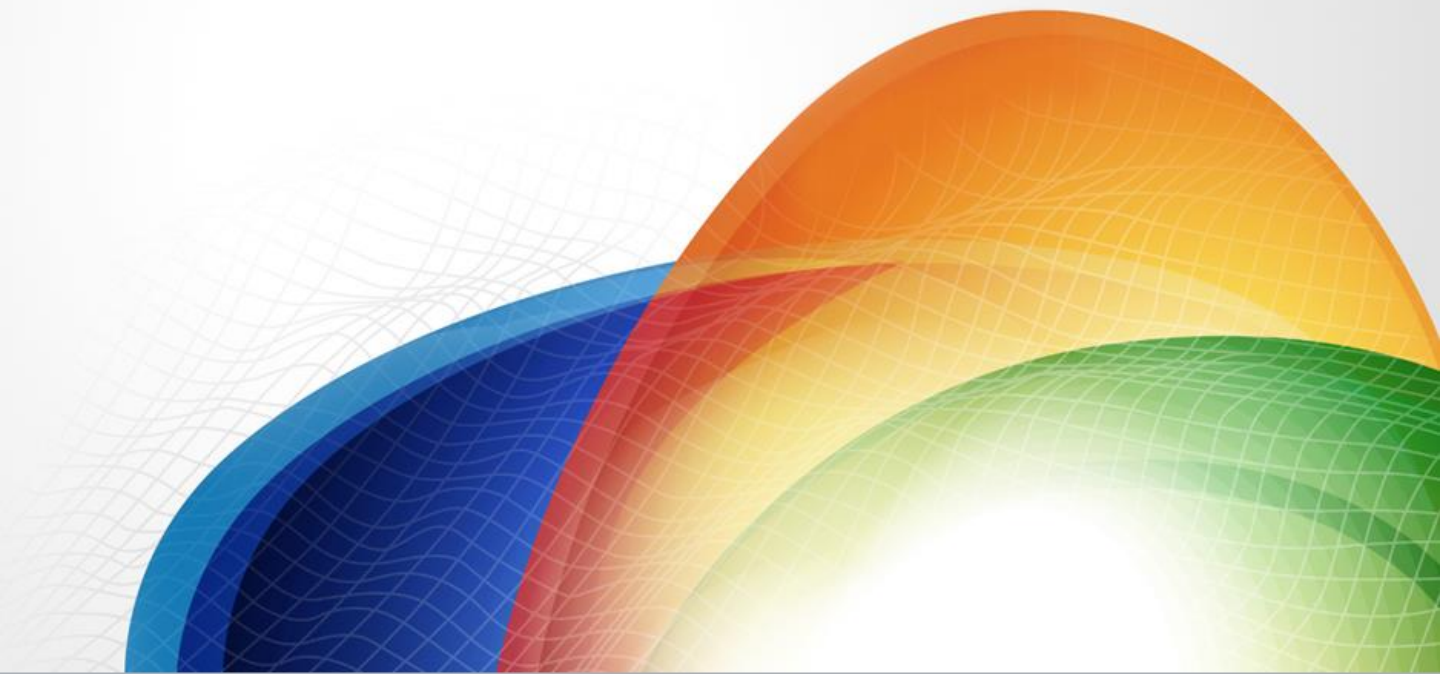# F5 Americas
Partner Enablement Guide

Enabling Our Partners

Everything you need to know about F5's Accreditations and Certifications. And the resources available to equip you with F5 knowledge and expertise.

1. VISIT PARTNER CENTRAL

Gain access to a complete library of information and guidance for F5 Unity Partners

2. LEVERAGE F5 UNIVERSITY

Find a wealth of e-learning on the complete F5 Portfolio

3. ATTEND ENABLEMENT SESSIONS

Register to attend Partner enablement sessions, both in person and via Webinar

4. GET SOME HANDS ON

Allow your technical colleagues to get hands on access to the BIG-IP

5. WORK WITH DISTRIBUTION

Understand the value and assistance that can be provided by our distribution partners, to best leverage their skills and services

6. WORK WITH F5

Get a better understanding of the Unity Program and develop a strategic relationship with your F5 sales team

Step 1: Partner Central

f5. | Partner Central   Solutions   Products   Learning   Marketing   Program

Register a Deal

F5 Partner Central

Visit https://partners.f5.com

F5 Partner Central is here to empower you with the knowledge and resources you'll need to reach more customers with our high-quality, high-margin solutions. Use this site to explore, learn, & grow your business with the F5 Unity Program.

Ready to register a deal?

Fill out the form below to register a qualified sales opportunity in the F5 system. For details about the registration process, please read the F5 Deal Registration FAQ.

Register a Deal

SOLUTIONS

Deliver solutions that empower your customers

PRODUCTS

Leverage the industry's most powerful platforms

MARKETING

Leverage powerful marketing tools

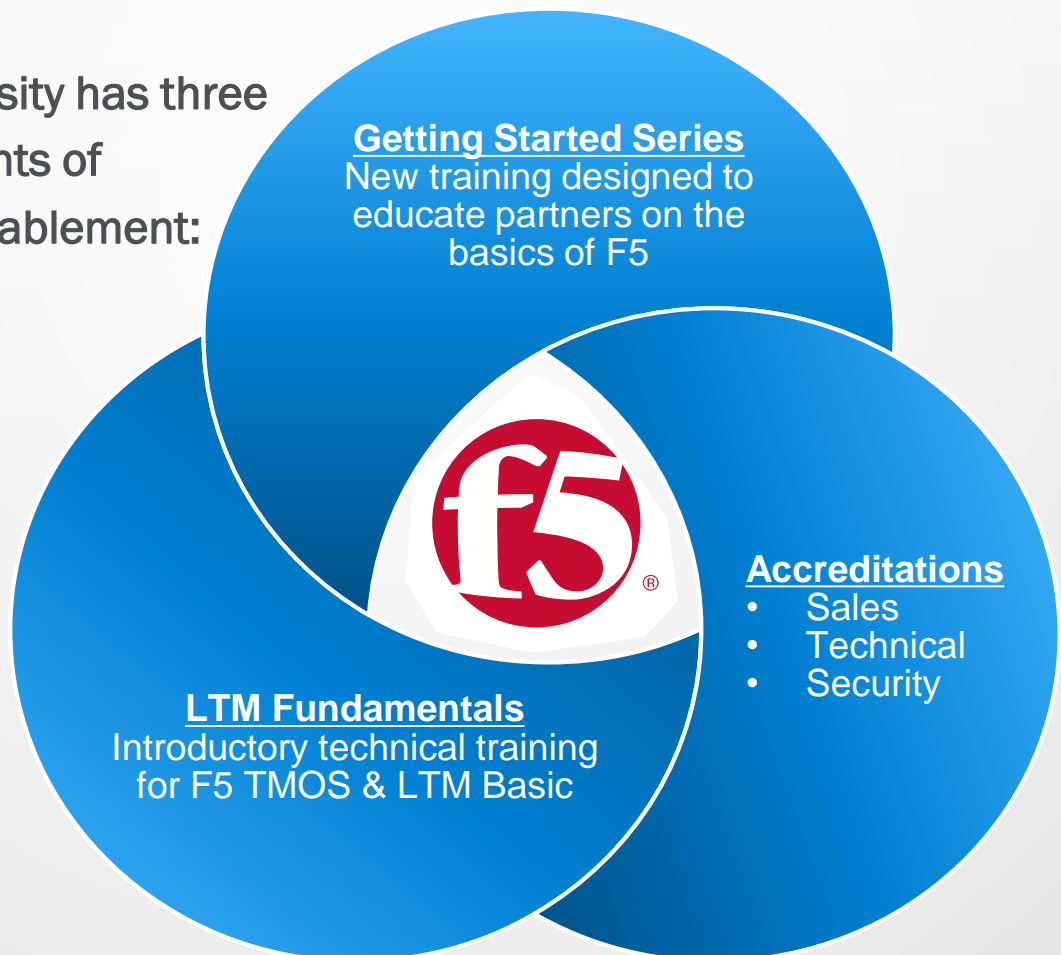### PROGRAMS

A world-class program for world-class partners

Step 2: Leverage F5 University

F5 UNIVERSITY E-LEARNING

F5 University

for partners

Home   Training Catalog   My Training   F5 Training Lab

- F5 University is a free e-learning portal available to Channel partners.

- The University has three key elements of partner enablement:

Getting Started Series
New training designed to educate partners on the basics of F5

Accreditations
- Sales
- Technical
- Security

LTM Fundamentals
Introductory technical training for F5 TMOS & LTM Basic

https://university.f5.com

F5 University – Accreditations

All learning paths include a series of self-paced learning modules followed by an assessment.

F5 SALES ACCREDITATION

- For Sales Professionals
- General F5 Synthesis messaging

F5 TECHNICAL SALES ACCREDITATION

- For Pre-Sales Professionals
- General F5 Technical overview
- Covers TMOS, BIG-IP & modules

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- The F5 Security Sales Accreditation **for sales and technical roles** will give you a framework and reference resource for F5's unique and powerful security solutions.

- The F5 Sales Accreditation helps sales professionals identify F5 sales opportunities.

- The F5 Technical Sales Accreditation provides sales engineers with information on F5's functionality, benefits, and core deployment architectures.

- The F5 Traffix SDC Sales Accreditation is intended for sales professionals who are selling F5's diameter solution into the Service Provider environment.

F5 SECURITY SALES ACCREDITATION

- For Sales Professionals
- Focus on F5 Security Solutions Portfolio

F5 TECHNICAL SECURITY ACCREDITATION

- For Pre-Sales Professionals
- Focus on F5 Security Solutions Portfolio

F5 Getting Started Series

Become fluent in F5 products and how to integrate them in your company's environment. The F5 Getting Started Series of free web-based training courses offers you the chance to:

- Explore the features and functionality of F5 solutions and how to leverage them to solve typical business problems

- Learn how to perform basic BIG-IP administration and configuration tasks

- Discover the tools available for you to customize application delivery to meet your business needs

Go to F5 Getting Started Series.

Getting Started: Start Here

Series Introduction

Getting Started with BIG-IP®

Part One

Part Two

Getting Started with BIG-IP LTM™
Part One   Part Two

Getting Started with BIG-IP GTM™

Getting Started with BIG-IP ASM™

Getting Started with BIG-IP APM®

Getting Started with BIG-IQ™

F5 University – LTM Fundamentals

To Access the LTM Fundamentals course:

- Select Training Catalogue from the left hand menu
- Expand Product and Solution Training

Search	Go

Training Catalog

Home

Training Catalog

My Training

F5 Training Lab

Additional Training & Resources

⊠ Course List

- ▶ F5 Technical Sales Accreditation
- ▶ F5 Sales Accreditation
- ▶ F5 Security Accreditation
- ▶ ARX for Channel SEs
- ▶ CIO Whiteboard Demonstration
- ▶ Product Launches
- ▶ Getting Started with F5 Products
- ▼ Product and Solution Training

LTM Fundamentals (written for TMOS v11.4)

Module 1: Initial Installation
Module 1: Initial Installation - Quiz

Module 2: Processing Traffic
Module 2: Processing Traffic - Quiz

Module 3: Virtual Servers
Module 3: Virtual Servers - Quiz

Module 4: Pools and Load Balancing
Module 4: Pools and Load Balancing - Quiz

Module 5: Using Monitors
Module 5: Using Monitors - Quiz

Module 6: Using Profiles
Module 6: Using Profiles - Quiz

Module 7: Performance Profiles
Module 7: Performance Profiles - Quiz

Module 8: Persistence Profiles
Module 8: Persistence Profiles - Quiz

Module 9: SSL Termination and SSL Offload
Module 9: SSL Termination and SSL Offload - Quiz

Module 10: NATs and SNATs
Module 10: NATs and SNATs - Quiz

Module 11: Using iRules
Module 11: Using iRules - Quiz

Module 12: Using iApps
Module 12: Using iApps - Quiz

Lab exercises related to this training can be completed on a local vLab

Step 3: Enablement Sessions

SALES PLAY PARTNER WEBINARS

F5 hosts a regular webinar series for channel partners to keep you current on the latest in F5 solutions. Please check the Partner Central site regularly to find upcoming webinars as well as recordings of past webinars on-demand.

https://partners.f5.com/learning/webinars

Register for the webinar

New BIG-IP v12: Enhance Your Cloud and Security Services Webinar
Wednesday, September 30, 2015 | 10:00am - 11:00am PDT

CHANNEL TECHNICAL BRIEFINGS

TARGET AUDIENCE	Exclusive to members of the F5 Unity Channel partner program Aimed at Presales Consultants & Solution Architects
EVENT FORMAT	Half day face-to-face, in person session held at F5's ITC Gain insight into F5 Solutions and learn from subject matter experts
REGISTRATION	Invites are sent out to Channel partner technical mailing list only Email AmerChannelSEs@f5.com to request future invitations

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Step 4: Get Some Hands-On

F5 has developed a Virtual Lab Infrastructure for use by Channel Partners to gain essential hands-on experience with the F5 Portfolio

PRODUCTS
Virtual Labs (vLab)

Show your expertise in our configurations to help you become a trusted advisor for the customer

Use your laptop to demonstrate key F5 solution offerings and accelerate technical closure

VE

Technical Sales

Customer Demonstrations

F5 vLab

Exam Preparation

Sandpit Testing

Gain essential experience with F5 products to ensure exam success

Gain confidence with individual features, functionality and configuration upgrades across all BIG-IP modules

Download the latest BIG-IP VE from:
https://downloads.f5.com

Download the latest Virtual Lab Environment (vLab) from:
https://downloads.f5.com

Request the authorization to create Strongbox VE evaluation license:
Email to strongbox@f5.com, with the following information:

Full Name   Company Email   Contact Number   Country

F5® Unity® Partner Program

Value Added Distributor

Distributors of F5 technologies, provide a broad range of services for F5 Unity Partners

- Presales Solution Design
- Deployment Services
- Pricing & Licensing Support
- 24/7 Support Services
- Marketing Campaigns
- Partner Enablement Sessions

F5 Distributors provide a variety of enablement services, typically but not exclusively, comprised of the following:

Partner Pre-Sales Boot Camps	Sales Accreditation Workshops
Joint Marketing Events	Pre-Sales Enablement Sessions

Step 6: Work with F5

AMER Channel Management

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Ed Rabagp
e.rabago@f5.com
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West

Greg Godar
g.godar@f5.com
(314) 591-7747
Strategic

Contact the Channel SE team @ AMERChannelSEs@f5.com

Additional Information

- Attend formal F5 training courses:
  - https://f5.com/education/training

- Consider F5 Professional Certifications:
  - https://f5.com/education/certification

- Make sure to register for Partner Central:
  - https://partners.f5.com

- Register a Deal:
  - https://partners.f5.com/program/deal-registration

- Self-study to become an F5 Certified Administrator: See Appendix A

For further information please contact your F5 Channel team!

f5

How to become an
F5 Certified Administrator -
Partner Guide

F5 Certified Administrator
Overview

CERTIFICATION OVERVIEW

An F5 Professional Certification represents a new breed of technologist capable of manipulating the entire application stack from traditional network knowledge all the way to advanced application layer understanding, with a unique capability to integrate the two. The ability to bridge these two worlds is critical to the increasingly mobile and cloud-based solutions being implemented around the world today

WHY GET CERTIFIED

Advance your career

- An F5 certification gives technologists a high-quality, credible certification that is a differentiator for candidates, and a strategic, competitive advantage for organizations employing them. An F5 Certified candidate has proven that they have the skills and experience necessary to achieve superior design, installation and management of Software Defined Application Service (SDAS) technologies.

Skills validation

- F5 Certified exams test the skills and knowledge necessary to be successful when working with today's application delivery challenges. Our technically relevant and appropriate exams deliver consistently reproducible results that guarantee excellence in those that achieve certification.

Unity Partner Status

- There is a requirement for Presales Consultants and Solution Architects with a Silver and Gold Unity Partner to hold the F5 Certified Administrator status

CERTIFICATION REQUIREMENT

- Exam 101 – Application Delivery Fundamentals

- Exam 201 – TMOS Administration

Further Information: Visit https://f5.com/education/certification

Application Delivery Fundamentals

EXAM SUMMARY

Identify candidates who possess knowledge and understanding of the concepts and technology standards that are applicable to application delivery engineers and iRules developers working with F5 products, e.g., BIG-IP Local Traffic Manager (LTM), BIG-IP Global Traffic Manager (GTM), BIG-IP Application Security Manager (ASM), BIG-IP Access Policy Manager (APM), BIG-IP WebAccelerator

SUMMARY DESCRIPTION OF THE MQC

The minimally qualified candidate (MQC) has a basic understanding of network fundamentals, protocols, and common traffic management concepts. The MQC also has a basic understanding of the solutions F5 offers and their general purpose.

DETAILS

EXAM NUMBER: 101

PRODUCTS: Local Traffic Manager
Global Traffic Manager
Access Policy Manager

DESIGNED FOR: Network Administrator

EXAM BLUEPRINT:
http://www.f5.com/pdf/certification/exams/blueprint-app-delivery-fundamentals-exam.pdf

FURTHER INFORMATION:
https://f5.com/education/certification/certification-exams/exam-101-application-delivery-fundamentals-1380

TMOS Administration

EXAM SUMMARY

Identify candidates who understand how TMOS interacts with industry standards and can independently perform day-to-day operations and basic troubleshooting of TMOS-based devices in various application environments after it has been installed, configured, and implemented.

SUMMARY DESCRIPTION OF THE MQC

The minimally qualified candidate (MQC) is capable of performing day-to-day operations of a TMOS-based devices which have already been installed. The MQC is not expected to be able to install or configure devices from scratch, but to have a full understanding of the objects defined on the device, where they exist and how to modify them if necessary. The MQC is also capable of basic troubleshooting of a TMOS-based device in order to provide full, accurate and appropriate information to senior engineers and/or F5 support.

DETAILS

EXAM NUMBER: 201

PRODUCTS: LTM, GTM, APM, AFM, ASM, AAM, EM

DESIGNED FOR: Network Administrator

EXAM BLUEPRINT:

http://www.f5.com/pdf/certification/exams/blueprint-tmos-administration.pdf

FURTHER INFORMATION:

https://f5.com/education/certification/certification-exams/exam-201-tmos-administration-1381

Exam Preparation Schedule

F5 appreciate that all candidates have varying backgrounds and skillsets. As such this guide should be treated as a recommended approach only. The schedule below is designed to maximise your potential opportunity for passing the exam, but will not replace a background of general networking experience and F5 knowledge.

SCHEDULE

STAGE 1	Attend initial F5 Architecture Overview Whiteboard session
STAGE 2	Complete F5 Sales Accreditation inF5 University Please visit https://university.f5.com
STAGE 3	Complete F5 Getting Started Series in F5 University (up to LTM)
STAGE 4	Study F5 101 Application Delivery Fundamentals Blueprint http://www.f5.com/pdf/certification/exams/blueprint-app-delivery-fundamentals-exam.pdf
STAGE 5	Watch the 101 Bootcamp Video in F5 University
STAGE 6	Complete F5 101 Application Delivery Fundamentals Exam
STAGE 7	Complete F5 LTM Fundamentals in F5 University
STAGE 8	Setup F5 vLab 1. Request "vLab Setup and Configuration Guide – Partners" from Channel Team 2. Complete LTM Fundamentals Lab Exercises using your vLab 3. Hands-on experience with F5 products is essential to complete the 201 exam
STAGE 9	Complete F5 Getting Started Series in F5 University GTM, ASM, APM
STAGE 10	Complete F5 Technical Security Sales Accreditation from F5 University
STAGE 11	Study F5 201 TMOS Administration Blueprint http://www.f5.com/pdf/certification/exams/blueprint-tmos-administration.pdf A more detailed unofficial study guide can be requested from the Channel Team
STAGE 12	Watch the 201 Bootcamp Video in F5 University
STAGE 13	Complete F5 201 TMOS Administration Exam

F5 University Overview

F5 University is a free e-learning portal available to Channel partners.

The University has three key elements of partner enablement:

ACCREDITATIONS

- There are 3 online learning paths related to the 4 Sales & Technical Sales Accreditations that are required for the F5 Unity partner program.

- The 3 e-learning tracks are, Sales, Technical Sales and Security Sales. Each track ranges from 6 to 12 hours of self paced e-learning, with a final assessment leading to the relevant Accreditation.

- The 4 Accreditations are targeted against both Sales and Presales, with 2 for each role.

GETTING STARTED SERIES

- A new training specifically design to educate partners on the basics of F5.

- Become Fluent in F5 products and how to integrate them into your customer's environment.

LTM FUNDAMENTALS

- All Presales and Post-sales consultant should use LTM Fundamentals as the initial introductory training for F5 Basics and LTM.

- The e-learning is broken down into several modules which include assessments to track progress and understanding.

- There are multiple Lab exercises that need to be completed during the training in order to maximise hands-on experience and learning. Partners are recommended to create a vLab on their laptop, or in a suitable Demo/Lab environment.

Registration: Visit *https://university.f5.com/* and create an account using your corporate email address.

F5 University – Accreditations

All Learning paths include a series on self-paced learning modules followed by a separate Assessment.

F5 SALES ACCREDITATION

- For Sales Professionals
- General F5 Synthesis Messaging

F5 TECHNICAL SALES ACCREDITATION

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- Covers TMOS, BIG-IP & modules

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- Focus on F5 Security Solution Portfolio

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Getting Started: Start Here

Series Introduction

Getting Started with BIG-IP®

Part One

Part Two

Getting Started with BIG-IP LTM™
Part One   Part Two

Getting Started with BIG-IP GTM™

Getting Started with BIG-IP ASM™

Getting Started with BIG-IP APM®

Getting Started with BIG-IQ™

F5 University – LTM Fundamentals

To Access the LTM Fundamentals course:

- Select Training Catalogue from the left hand menu
- Expand Product and Solution Training

Search	Go

Home

Training Catalog

My Training

F5 Training Lab

Additional Training & Resources

⊠ Course List

Training Catalog

▶ F5 Technical Sales Accreditation

▶ F5 Sales Accreditation

▶ F5 Security Accreditation

▶ ARX for Channel SEs

▶ CIO Whiteboard Demonstration

▶ Product Launches

▶ Getting Started with F5 Products

▼ Product and Solution Training

LTM Fundamentals (written for TMOS v11.4)

Module 1: Initial Installation
Module 1: Initial Installation - Quiz

Module 2: Processing Traffic
Module 2: Processing Traffic - Quiz

Module 3: Virtual Servers
Module 3: Virtual Servers - Quiz

Module 4: Pools and Load Balancing
Module 4: Pools and Load Balancing - Quiz

Module 5: Using Monitors
Module 5: Using Monitors - Quiz

Module 6: Using Profiles
Module 6: Using Profiles - Quiz

Module 7: Performance Profiles
Module 7: Performance Profiles - Quiz

Module 8: Persistence Profiles
Module 8: Persistence Profiles - Quiz

Module 9: SSL Termination and SSL Offload
Module 9: SSL Termination and SSL Offload - Quiz

Module 10: NATs and SNATs
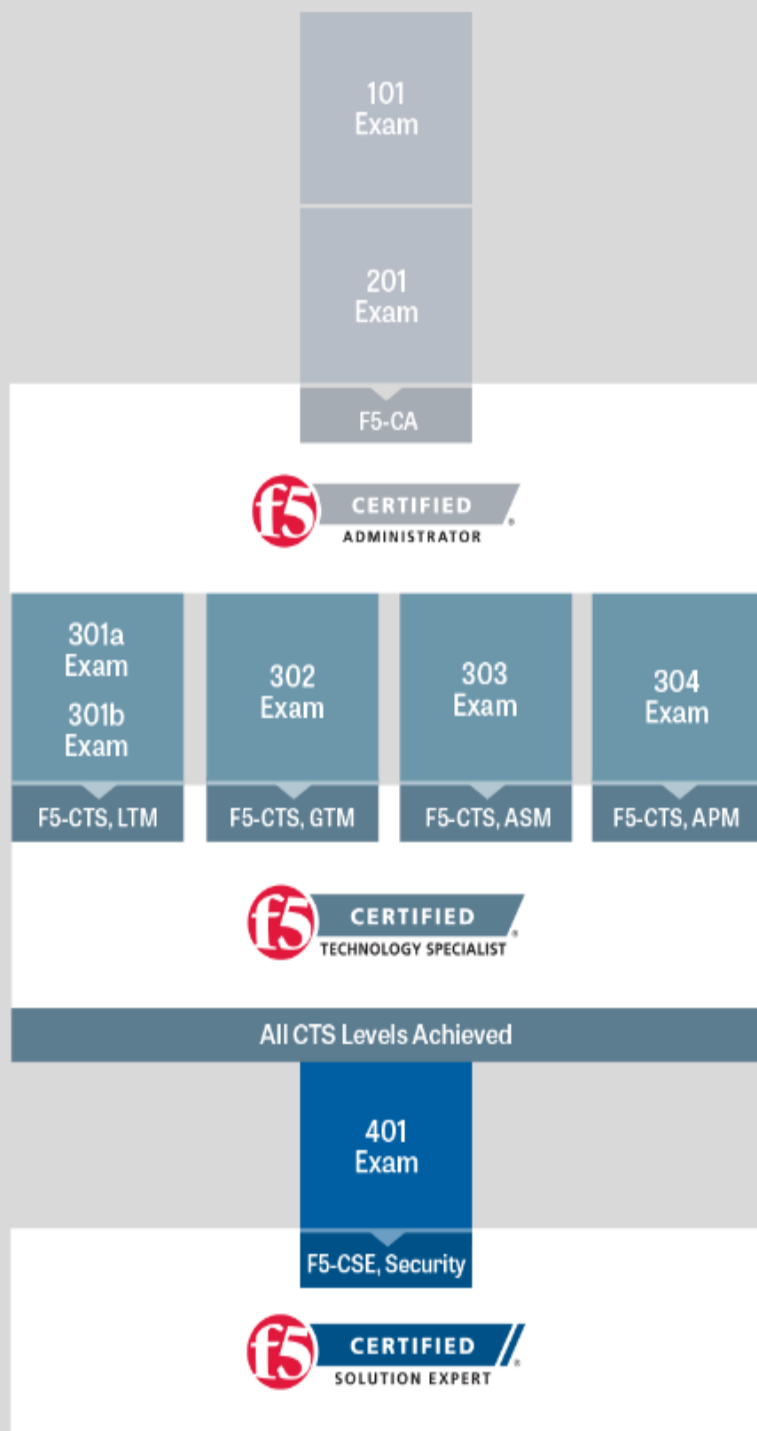Module 10: NATs and SNATs - Quiz

Module 11: Using iRules
Module 11: Using iRules - Quiz

Module 12: Using iApps
Module 12: Using iApps - Quiz

Lab exercises relating to this training can be completed on a local vLab

Certifications Levels and Requirements

F5 Certified BIG-IP Administrator
(F5-CA)

F5-CA Requirements
Exam 101 - Application Delivery Fundamentals
Exam 201 - TMOS Administration

 F5 Certified Technology Specialists
(F5-CTS)

F5-CTS LTM Requirements
– F5-CA Certification
Exam 301a - LTM Specialist: Architect, Setup, and Deploy
Exam 301b - LTM Specialist: Maintain and Troubleshoot

F5-CTS GTM Requirements
– F5-CA Certification
Exam 302 - GTM Specialist

F5-CTS ASM Requirements
– F5-CA Certification
Exam 303 - ASM Specialist

F5-CTS APM Requirements
– F5-CA Certification
Exam 304 - APM Specialist

 F5 Certified Solution Expert
(F5-CSE)

F5-CSE Security Requirements
– F5-CA Certification
– F5-CTS LTM Certification
– F5-CTS GTM Certification
– F5-CTS ASM Certification
– F5-CTS APM Certification
F5-CSE Security exam

F5 Certification Process

- Register with F5 Credential Management System (CMS)
    - Create a new account here:
      https://i7lp.integral7.com/durango/do/login?ownername=F5&channel=F5&basechannel=integral7
    - Please select the registration link and follow the procedure to request an account.

- Fill out Profile Information and forward to Pearson VUE
    - After you have completed your registration you will receive a confirmation email.
    - You will then need to revisit the F5 CMS website and complete some profile information.
    - Once you have completed your profile, there will be an option to forward the information to Pearson VUE to create an F5 specific account.
    - (You will need to follow this procedure even if you already have an existing Pearson VUE account).

- Book Exam – F5 endeavours to only select the highest grade of Pearson VUE training centers to maximise the integrity of our Certifications,. As such, you may need to travel to find a suitable exam slot. Exams should be booked far enough in advance to ensure you have time to prepare.

- Exam Day – Get a good nights sleep, review the Blueprint, be on time, remember your ID, keep calm and pass!