



Alibaba Cloud Academy

Empowering Global Talent, Fueling Digital Transformation

e-Magazine | The First Issue - 2023



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Foreword

The global IT landscape is rapidly evolving, driven by the rapid adoption of cloud technology and the rising need for digital transformation. Businesses across industries are embracing cloud technology to enhance agility, optimize costs, and speed up digital innovation. By 2025, **75% of organizations** will adopt a digital transformation model with the cloud as an underlying technology platform. As cloud technology continues to revolutionize industries, a growing skills gap is becoming evident, necessitating an investment in cloud upskilling for businesses to speed up their transformation journeys.

Alibaba Cloud, being the **No. 1 public cloud services provider in Asia and the Top 3 in global IaaS market share**, understands the critical role that cloud training plays in bridging the talent gap and driving digital transformation. Hence, we are committed to delivering top-quality cloud training and education worldwide through Alibaba Cloud Academy.

As the training and certification arm of Alibaba Cloud, the Alibaba Cloud Academy empowers individuals and organizations to unlock the full potential of cloud computing through high-quality training programs and learning resources. With over **300+ online and offline training courses**, we provide a rich content library designed to cater to learners at every stage of their cloud journey. Our expert cloud instructors, with their deep domain knowledge and practical experience, ensure that learners receive the highest quality training. We also provide **200+ online hands-on labs and 16 industry-leading professional certifications** to help learners demonstrate their cloud expertise and enhance practical skills.



At Alibaba Cloud, we firmly believe in the power of cooperation and shared success. Hence, we have set up a dedicated partner enablement portal that empowers our 12,000+ partners with **dedicated learning resources worth USD 55,000**, in-demand training courses, and specialized learning paths. It is a one-stop learning platform for our channel, technology, and service partners to deepen their cloud expertise, earn professional certifications, and gain a competitive edge in the market. With over 100,000 trainees and 50,000 certificates awarded, our enablement portal drives success for our partner network.

As a leading cloud education provider, Alibaba Cloud Academy has also set up a dedicated training partner program that empowers companies to enrich their training portfolio, unlock new revenue streams, and drive customer success. Our cloud training partners receive multiple privileges through trainer licenses, course materials, and exam vouchers. We have also forged partnerships with universities across Asia via our Alibaba Cloud Academic Empowerment Program (AAEP) to nurture local talent and boost regional digitalization. The member institutions receive multiple forms of support from Alibaba Cloud for digital talent empowerment, including free servers, training & certifications, community event invitations, and R&D resources.

Through collaborative efforts with our university and training delivery partners, we aim to drive digitalization and empower global talent to meet the demands of the ever-evolving IT industry. We invite you to embark on a journey of cloud training and empowerment with Alibaba Cloud Academy. Together, let's accelerate digital innovation and shape a better tomorrow.



01

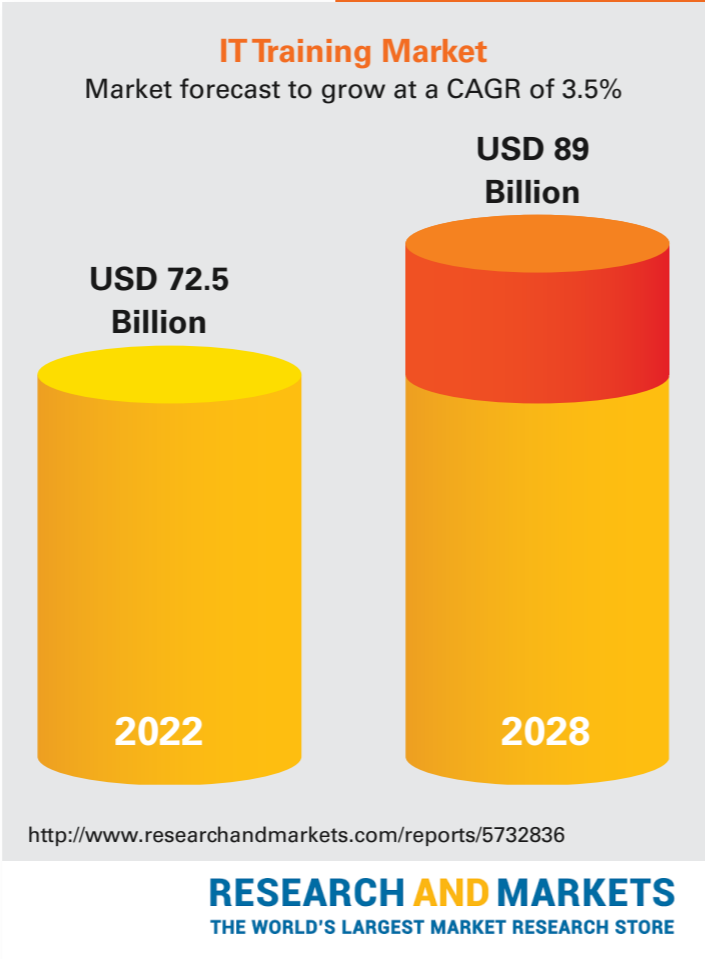
Unveiling the Cloud Training Landscape Insights, Opportunities, and Challenges

The adoption of cloud technology is proliferating across industries, paving the way for digital transformation, enhanced business agility, and optimized infrastructure costs. This exponential growth is expected to drive the global cloud computing market to **1.5 trillion USD** by 2030, with an impressive CAGR of 15 percent. The global pandemic, growing data volumes, and the prevalence of remote work have prompted companies to increase their investment in public cloud services. Moreover, organizations are prioritizing data security and privacy by investing in private cloud platforms. By providing a dedicated cloud infrastructure with robust security controls and customization capabilities, private cloud platforms empower businesses to bolster their data and application security.

However, businesses are not confined to single cloud models. To unlock unparalleled innovation and accelerate speed to market, companies are embracing the power of hybrid cloud strategies. By combining the strengths of on-premise infrastructure and private and public cloud platforms, businesses can flexibly control their data and resources within a mixed computing environment. This approach eliminates data silos, ensuring seamless information transfer across various environments. The rise of emerging technologies like edge computing, AI/ML, and advanced analytics further encourages companies to shift from on-premise to multi-cloud or hybrid cloud environments for better agility, reliability, security, and cost-efficiency.

While cloud adoption is growing exponentially, businesses need more skilled professionals to run uninterrupted operations. In fact, **70% of global leaders** believe the IT skills gap is the biggest challenge in their cloud transformation journeys. The shortage of skilled talent translates into longer innovation cycles, decreased productivity, and increased turnover rates. Furthermore, the digital talent gap hinders the adoption of emerging technologies like machine learning and advanced analytics. Hence, businesses must hire and retain skilled talents and invest in quality IT training and education to overcome these obstacles and accelerate their digital transformation journeys.

The rise in digitalization, the growing demand for a skilled workforce, and the increasing adoption of emerging technologies like cloud and AI/ML are the key factors driving the growth of the global IT training market. The market is expected to reach **89 billion USD** by 2028 at a CAGR of 3.5%.



Among various IT training services, cloud training presents the most significant opportunity for enterprises to improve employee retention, unlock rapid growth, and attain a competitive advantage. Businesses can partner with a reputed cloud services provider that offers innovative products, quality training, and industry-leading certifications to reap the full potential of cloud computing. Such partnerships can help businesses gain practical knowledge, improve market reputation, and keep up with the dynamic cloud computing industry.

Cloud certifications and accreditations provide an opportunity for both businesses and individuals to showcase their cloud expertise and gain credibility in the market. In the fast-paced cloud industry, these certifications allow individuals to build a solid understanding of cloud computing concepts, accelerate career growth, and outshine the competition in the job market. On the other hand, businesses can upskill their employees, boost engagement, and ensure successful digital transformation by undertaking various cloud training programs.

02

Alibaba Cloud Academy

Bridging the IT Skills Gap Through Top-Quality Cloud Training Worldwide

Alibaba Cloud Academy, the training and certification arm of Alibaba Cloud International, is committed to bridging the skills gap in the IT industry by delivering top-quality cloud training and education worldwide. The Academy accelerates growth and enablement for customers, partners, and developers by offering 300+ online and offline training courses.

Our training courses are categorized into five categories: Free E-learning, Offline Training, Professional, Specialty, and Clouder Courses. Our free digital training courses address the remote

learning needs of end users. We also provide online hands-on labs to help learners test and improve their practical skills. Further, our multilingual offline courses, including instructor-led classroom training and boot camps, help you enhance your cloud skills and unlock greater innovation.

The Alibaba Cloud Academy Advantage

Rich Content Library

We provide a comprehensive online learning platform with over **180 free digital courses** covering essential cloud computing concepts and Alibaba Cloud products and services.

Expert Instructors

At Alibaba Cloud, we pride ourselves on our team of **certified and experienced cloud trainers**. Our in-house cloud experts and authorized training partners deliver top-notch in-person and digital training to learners globally.

Quality Training

Our experienced cloud instructors have successfully trained over **7,300 participants in FY 2021-22**, with an impressive **average rating of 4.4/5**. Our commitment to excellence ensures valuable learning experiences for all the participants.



Hands-on Labs

We provide **200+ online hands-on labs** to help you enhance your practical knowledge by running and testing various Alibaba products and services in a virtual environment at reduced costs.

Professional Certifications

We provide **16 industry-leading professional certifications** across three levels (Associate, Professional, and Expert) to help learners demonstrate their cloud expertise, gain credibility, and accelerate career growth.

Smart Membership

Available at an attractive price of 4.9 USD per year, the Alibaba Cloud Academy Membership helps you enhance your cloud computing knowledge by offering uninterrupted access to various learning resources, including 300+ online training courses, ACA/ACP certification exams, hands-on labs, and more.

The Evolution of Alibaba Cloud Academy

Accelerating Cloud Learning



2.1 Level up Your Cloud Skills With Industry-Leading Certifications

Alibaba Cloud Academy provides three types of industry-leading certifications - Professional, Specialty, and Clouder - that help individuals and businesses showcase their technical expertise and knowledge in specialized fields, including Cloud Computing, Big Data, DevOps, and Cybersecurity.

Professional Certifications

Alibaba Cloud Academy currently offers 16 different professional certifications across three levels - Associate, Certified, and Expert - based on the diverse user growth stages and job requirements. By earning these certifications, individuals can build strong cloud expertise and advance career growth. From the business perspective, these certifications allow them to cultivate and retain top talents, boost productivity, and gain a competitive edge.

Alibaba Cloud Associate (ACA)

This certification helps entry-level professionals enhance their foundational cloud computing knowledge and gain credibility and confidence.

Alibaba Cloud Professional (ACP)

This certification targets mid-level cloud engineers, architects, developers, and administrators looking to gain in-depth knowledge of Alibaba Cloud products and services.

Alibaba Cloud Expert (ACE)

This certification caters to senior-level cloud professionals with strong expertise in specialized fields, such as big data analytics, database management, and cloud security.

For More Details

















































[Click Here](#)

Clouder Certifications

These certifications help individuals and businesses validate their knowledge of basic cloud concepts and Alibaba Cloud products. Undertaking these certification courses allows end-users to learn how to perform specific operations using Alibaba Cloud products and solutions, such as cloud migration and server setup.

Specialty Certifications

Alibaba Cloud offers seven specialty certifications for individuals seeking to become trusted advisors and experts in various fields like cloud migration, networking, and DevOps. These certifications help learners enhance their domain knowledge and gain credibility in specialized fields.

| Role Based Certification | | | | | | | | | | | |
|---------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Expand your technical skill sets with the role based certification | | | | | | | | | | | |
| | Business User | Cloud Infrastructure Architect | | | Security Engineer | | System Operator | Developer | Big Data Architect | Cloud Native Architect | Database Engineer |
| Expert for experts in a specific field | |  | | | | | | |  | | |
| Professional for experienced architects, engineers, developers and operators | |  |  |  |  | | | |  |  | |
| Associate for cloud practitioner and beginner |  |  | | |  | |  |  |  |  |  |
| Specialty Certification | |  |  |  | | | |  |  | |   |
| Clouder Certification |   |   |   |   |   | |     |   |     |   |    |

2.2 Empowering Global Talent Through Training Partnerships

Alibaba Cloud Academy is dedicated to empowering global talent and driving digitalization through collaborative efforts with its cloud training partners. By joining the Alibaba Cloud Training Partner Program, organizations can enhance their cloud credibility, nurture and promote global talent, and unlock new revenue streams. While the training partners handle enrollment, delivery, and fee collection for the training programs, Alibaba Cloud supports them by enriching their capabilities through the “train the trainer” program. Alibaba Cloud also provides enablement support to cloud training partners in the form of course materials, exam vouchers, and credits to Labex - an online hands-on labs platform designed for practical learning.

Alibaba Cloud training partners can choose from three different partnership levels, each with its own set of benefits and eligibility criteria:

Alibaba Cloud Authorized Training Partner (AATP)

These partners can access Alibaba Cloud courses and labs. They are also authorized to deliver training using a minimum of two trainers who have cleared the ACP examinations, as well as the “train-the-trainer” program.

Alibaba Cloud Training Delivery Partner (ATDP)

These partners are certified and authorized to deliver training on cloud computing, security, big data, and AI cloud solutions. To qualify as an ATDP, companies must have at least three years of training business experience, along with at least two Alibaba Cloud-certified trainers and a track record of training 1,000 students annually.

Alibaba Cloud Training Course Partner (ATCP)

These partners collaborate with Alibaba Cloud Academy to develop and deliver technical training courses that meet industry standards. Companies must have at least two years of experience in providing training within the cloud industry to qualify as ATCP. Additionally, they should have at least two course developers who have successfully passed the ACP examination.

Alibaba Cloud Training
Partner Program Benefits



Improved Credibility

Establish yourself as a trusted cloud training provider and gain credibility and recognition in the industry through affiliation with the world’s leading public cloud services provider. After joining the training partner program, you can use Alibaba Cloud’s official logo and badges on your training programs and certifications to gain customer trust.



Expanded Training Portfolio

As an authorized training partner, you can access a wide range of Alibaba Cloud Academy resources, including customized courses and hands-on labs, to enrich your training portfolio. You can also offer industry-recognized training and certifications from Alibaba Cloud to improve your overall value proposition.



Rapid Business Growth

You can tap into the global reach of Alibaba Cloud and reach new customers and markets to boost overall profitability and growth as a training partner. You can also access Alibaba Cloud’s vast global network of 12,000+ partners and leverage the power of collaboration to drive customer success.



Amplified Customer Outcomes

The training partner program gives you an opportunity to collaborate with Alibaba Cloud to deliver training solutions that meet the specific needs of your customers. Through this training cooperation, you can also support your customers in accelerating their digital transformation journeys.



For More Details

Click Here

A 3D perspective view of a grid of cubes. Most cubes are dark grey, but a central cluster of cubes is highlighted with a bright orange and yellow glow, creating a focal point. The lighting creates strong shadows and highlights on the edges of the cubes.

03

Unleash Your Learning Potential

In-Demand Training Courses by Alibaba Cloud Academy

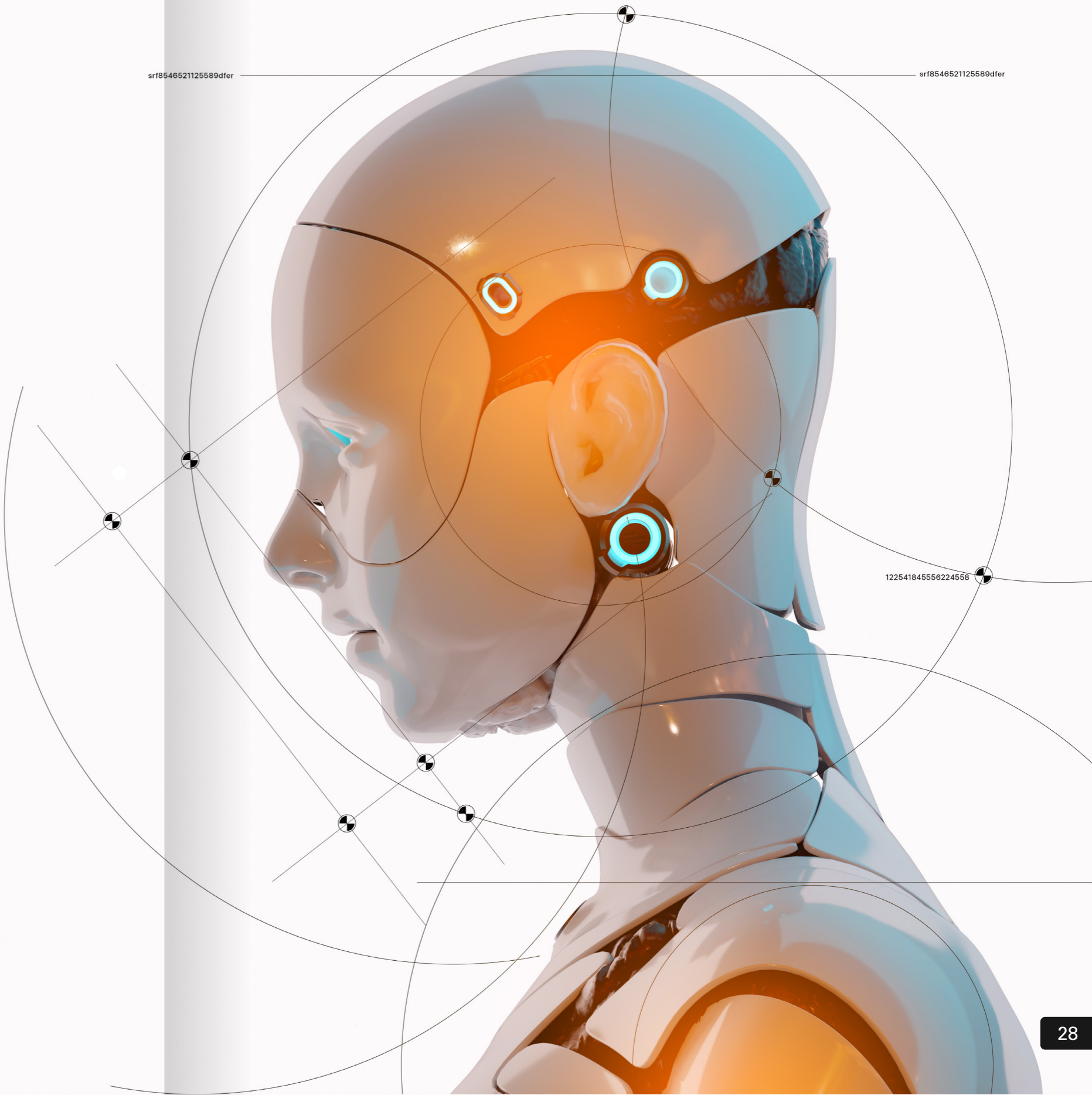
Alibaba Cloud Academy provides advanced training courses on next-generation technologies, such as Generative AI and Web 3.0, empowering learners to keep up with the rapidly evolving tech landscape and gain a competitive edge. This section provides a comprehensive selection of in-demand training courses Alibaba Cloud offers to developers, customers, and partners. Designed for learners of all proficiency levels, these courses equip participants with profound knowledge and insights into advanced technologies, enabling them to speed up innovation and unlock rapid growth.

Generative AI Course

- Discover the remarkable capabilities of generative AI in effortlessly producing captivating artwork and content using pre-trained models.
- Gain in-depth knowledge of generative AI fundamentals, challenges, future use cases, and Alibaba Cloud AI solutions.
- Build a solid knowledge base and practical skills to attempt and pass the Alibaba Cloud Generative AI certification exam.

For More Details

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A hand is shown holding a glowing, translucent globe. The globe is covered in a network of white lines and dots, with several bright orange and yellow light points. The text 'WEB 3.0' is prominently displayed in the center of the globe in a large, white, sans-serif font. Surrounding the globe are various white line-art icons representing different technologies: a laptop, a cloud with a Wi-Fi symbol, a globe, a Bitcoin symbol, a smartphone, a radio tower, a cloud with rain, a head with a Wi-Fi symbol, and a network of nodes. The background is dark and out of focus, showing another hand holding a smartphone.

WEB 3.0

Web 3.0 Training Course

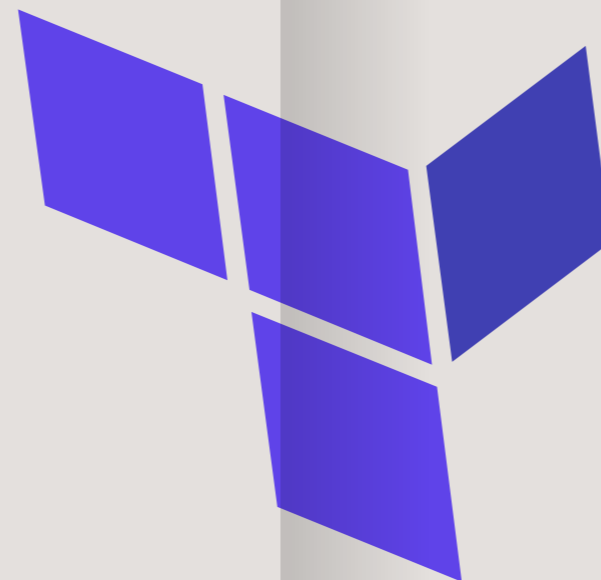
- Acquire in-depth knowledge of the Web 3.0 landscape, where digital identities, digital wallets, and the metaverse transcend theoretical notions and manifest as tangible realities through groundbreaking technologies like Blockchain.
- Gain insights into how Alibaba Cloud collaborates with esteemed partners to implement innovative Web 3.0 solutions, unlocking new possibilities and driving digital transformation in this evolving space.
- Equip yourself with the understanding and expertise to navigate the transformative realm of Web 3.0, where revolutionary technologies are paving the way for a decentralized future.

For More Details

[Click Here](#)

Terraform Training Course

- Learn the essentials of Infrastructure as Code (IaC) using Terraform on Alibaba Cloud.
- Gain the knowledge and skills to install Terraform on your computer and learn the best practices for successful implementation.
- Understand how to leverage Terraform to manage cloud resources effectively and automate infrastructure setup and management.
- Acquire expertise in managing basic Alibaba Cloud products and services through Terraform.





04

Driving Partner Transformation

Alibaba Cloud Academy's Impactful Cloud Training Approach

Alibaba Cloud extends comprehensive training and learning support to our global network of 12,000+ partners through Alibaba Cloud Academy. Driven by the idea of shared success, we are committed to continually investing in our partner ecosystem to unlock growth, innovation, and enablement for our partners. We regularly organize dedicated online and offline events, workshops, and knowledge-sharing sessions to boost collaboration and knowledge-sharing within our partner network. By actively participating in these programs, partners can elevate their technical proficiency, unlock

growth opportunities, and remain at the forefront of technological innovation. As part of our “partner-first” strategy, we also provide a dedicated online learning platform to help our partners build strong cloud expertise, earn professional certifications, and expand their business on the cloud.

4.1 The Dedicated Partner Enablement Portal

Alibaba Cloud partner enablement portal functions as an inclusive training platform for our business partners worldwide, offering a centralized hub where they can access a wide array of learning resources. These resources include Alibaba Cloud product or solution-specific courses, dedicated learning paths, certification courses, as well as content related to emerging technologies like AI/ML and Web 3.0. The primary objective of this portal is to enhance the cloud skills and knowledge of our global partners, encompassing independent software vendors, managed services partners, and channel distribution partners.

By utilizing this platform, partners can conveniently access valuable resources, remain up to date with the latest technologies, and strengthen their expertise in utilizing Alibaba Cloud’s extensive range of solutions and services.

The success of the portal is reflected in the remarkable statistics, including:

Coverage in **100+ countries** with a year-on-year growth of over **50%**

The number of trainees with partners has surged by over 150% to reach **120,000+**

Certifications achieved through the platform have skyrocketed by a remarkable **600%** to surpass **50,000+**

The portal has attracted over **100 academy partners** with a year-on-year growth of **100%**

Partner Enablement Portal Benefits



Dedicated Training Resources

Partners can access specifically designed training resources worth USD 55,000, including e-learning courses, certifications, and solution best practices, to enhance their technical skills and accelerate success on the cloud.



Specialized Learning Paths

The partner enablement portal provides dedicated learning paths for Alibaba Cloud channel, technology, and service partners to help them significantly enhance their technical expertise and gain credibility within their industry.



In-demand Training Content

Gain access to 50 Alibaba Cloud partner best practices and in-demand training courses to succeed in your specific area of focus.



Comprehensive Support

The enablement portal supports partner onboarding and tier upgrades and offers updates on the latest product releases by Alibaba Cloud.

For More Details

[Click Here](#)



4.2 **Leading the Cloud Revolution: Alibaba Cloud Partner Success Stories**

Let's explore how Alibaba Cloud partners have benefited from the training and learning support the Alibaba Cloud Academy provides. Our partners have leveraged the Academy's resources to enhance their skills, expand their knowledge, and successfully navigate the cloud computing landscape. The training resources have also helped them speed up professional development and unlock rapid growth.



4.2.1

Blue Power Technology (BPT): Empowering Digital Talent Through Continuous Learning and Enablement

Blue Power Technology (BPT), an IT Expert Partner in Indonesia, is committed to empowering businesses with seamless digital transformation for sustained market competitiveness. With an extensive portfolio of renowned global brands, including Alibaba Cloud, BPT strives to be at the forefront of digital infrastructure solutions. Collaborating closely with its partners, the company offers comprehensive cloud solutions, enabling organizations to embark on successful cloud transformation journeys. During an exclusive interview with Alibaba Cloud, **Ryandika Putra, Team Leader - Technical Sales Specialist Blue Power Technology**, divulged captivating insights on leveraging Alibaba Cloud Academy to augment their technical prowess. Here are the interview highlights:



Ryandika Putra,
Team Leader -
Technical Sales Specialist
Blue Power Technology



Q. What prompted BPT to select Alibaba Cloud Academy as a cloud education partner, and when did their collaboration commence?

Ans: BPT has been collaborating with Alibaba Cloud Academy since 2017, serving as both a distributor for Alibaba Cloud and a proud member of the Academy. Alibaba Cloud Academy offers more than just online learning and training; it facilitates a holistic digital transformation and fosters a culture shift, enabling us and our teams to achieve personal development objectives. Opting for Alibaba Cloud Academy was a strategic choice to enhance our expertise in cloud computing, specifically within Alibaba Cloud's product suite.

Q. How has the collaboration with Alibaba Cloud Academy transformed BPT's business, and what specific benefits have they experienced?

Ans: Alibaba Cloud Academy has played a vital role in BPT's evolution, offering various invaluable resources such as free digital courses, certifications, and partner enablement programs. The online learning portal provided by Alibaba Cloud Academy has empowered BPT's product team to explore numerous use cases, enabling them to deliver optimal solutions to customers. BPT's team engages in a dynamic learning cycle through the platform, combining comprehensive courses, hands-on labs, and rigorous exams to validate their expertise. This tailored approach allows BPT to assign learning paths based on job roles and project teams, fostering the development of cloud practitioners and unlocking new career opportunities.

BPT's commitment to cloud training is evident, with 37 attended sessions and 47 certifications earned by 23 employees over the past two years, covering a wide range of Alibaba Cloud products. These training and certifications help BPT cultivate professional talent, bolster cloud technology capabilities, and unlock many business opportunities.

Q. What achievements and inspiration did you gain from cooperating with Alibaba Cloud Academy?

Ans: Through Alibaba Cloud Academy, we have gained access to many valuable resources and practical use cases that we can readily apply to diverse customer business scenarios. This has enabled us to develop a comprehensive understanding of Alibaba Cloud products. Leveraging Alibaba Cloud Academy, BPT has fostered a highly skilled technical team, both in pre-sales and post-sales capacities. Additionally, the industry-specific case studies shared by the Academy have equipped us to serve customers from various backgrounds, expanding our market reach and enhancing our business growth.

Q. How do you envision the future partnership between BPT and Alibaba Cloud Academy?

Ans: Together with Alibaba Cloud Academy, we aim to deepen our expertise in cloud infrastructure and cutting-edge domains like big data, AI, and IoT. As Alibaba Cloud remains a crucial partner, we anticipate a strengthened collaboration to propel our customers' business transformations forward. With the continuous support of Alibaba Cloud, we are confident in serving more customers and expanding our market presence in Indonesia.



4.2.2

VST ECS Philippines: Accelerating Digital Innovation Through Cloud Upskilling

VST ECS is a leading ICT products and services provider in the Philippines. As the first distributor of Alibaba Cloud in the Philippines, the company's mission is to digitally transform local businesses and accelerate the adoption of next-gen technologies in the region. During an exclusive interview with Alibaba Cloud, **Justin Rivera, the Technology and Product Solution Group manager at VST ECS Philippines**, shared some exciting viewpoints regarding how his company leverages Alibaba Cloud Academy resources to enhance its technical proficiency and maximize employee engagement. Let's look at some key highlights of this interview:



Justin Rivera,
Technology and Product
Solution Group manager
at VST ECS Philippines



Q. How did you become aware of Alibaba Cloud Academy, and what factors influenced your decision to select it as your preferred learning platform?

Ans: Alibaba Cloud Academy was first introduced to me by our business development manager from Alibaba Cloud. I first attended a formal Alibaba Cloud Academy training in February 2021. It was an instructor-led class on Alibaba Cloud services. It helped me prepare for my first ACP exam. The instructors were knowledgeable and showed live demos during the sessions. What I like about Alibaba Cloud Academy is aside from instructor-led classes, there are also on-demand courses available that you can study at your own pace. The classes and LabEx credits helped me understand different cloud concepts easily.

Q. How has Alibaba Cloud Academy revolutionized your business and personal growth?

Ans: At VST ECS, we embrace the belief that "Technology is a Tool. People make the Difference." With this guiding principle, we understand that investing in our people's development and skills empowers them to excel in their roles. Alibaba Cloud Academy has been instrumental in building our technical skillsets - with its courses and certifications that are not just structured but also globally recognized. At first, we had very little knowledge of cloud computing and related topics. However, Alibaba Cloud Academy empowered us to acquire comprehensive expertise in Cloud Computing, Networking, Security, and more. Undertaking Academy training courses and certifications helped our employees become experts in specialized fields and learn how to leverage Alibaba Cloud solutions in addressing our clientele's different requirements.

Q. What impressed you the most working with Alibaba Cloud Academy?

Ans: The comprehensive learning materials available on the Alibaba Cloud Academy portal are excellent. I am also impressed with their trainers' in-depth knowledge and efficiency in educating people from different industries and profiles – from students to developers to professionals. They are reachable via DingTalk and User Groups even after the training events when we need clarifications or additional resources.

Q. What do you see in the future together with Alibaba Cloud Academy?

Ans: Alibaba Cloud is one of the key partners of VST ECS. We envision having an even stronger collaboration with Alibaba Cloud as we continuously build and deliver our advantages towards supporting our clients who have adopted cloud and will adopt cloud technology through Alibaba Cloud.



4.2.3

DANA: Maximizing Employee Engagement Through Quality Cloud Training

DANA is one of Indonesia’s largest digital wallet and payment platforms, with over 150 million users and 5 million daily transactions. Established in 2018, the company allows users to make cashless payments. It is committed to providing a trustworthy and easy-to-use payment platform to boost Indonesia’s economic ecosystem. Let’s take a quick glance at what **Yohana Polin Simatupang, a senior software engineer** in the company, has to say about the transformative collaboration between Alibaba Cloud Academy and DANA.



Yohana Polin Simatupang,
Senior software engineer



Q. Why did you or your organization choose Alibaba Cloud Academy?

Ans: As my company utilizes Alibaba’s cloud services, I pursued the DevOps Specialty Course offered by the Alibaba Cloud Academy via its online platform to deepen my understanding. Additionally, whenever I have spare time, I attend offline training sessions organized by the Alibaba Cloud Academy team in Indonesia. Overall, these training courses equipped me with invaluable skills and knowledge relevant to my organization’s needs.

Q. How was the experience of attending Alibaba Cloud Academy training sessions?

Ans: Alibaba Cloud Academy training sessions are incredibly beneficial as they provide real-world use cases and expert insights. Engaging in discussion sessions allows us to collaborate and share problem-solving solutions with fellow participants, enhancing the practicality of the training. Moreover, the opportunity to connect with other tech professionals after the sessions further enhances professional development. Overall, these sessions are informative and facilitate valuable networking opportunities.

Q. How has the Alibaba Cloud Academy training and certifications transformed you or your business, and what tangible benefits have you experienced?

Ans: Participating in the Alibaba Cloud Academy training courses has enhanced my understanding of Alibaba Cloud products and services. Since my company uses Alibaba Cloud services frequently, the training and enablement courses have made my job easier as a software engineer. This newfound expertise has allowed me to work more efficiently, ensuring smooth project execution.

Specifically, the training has deepened my familiarity with Alibaba Cloud’s DMS service, which I rely extensively on for daily activities. Overall, the Academy has empowered me to deliver tangible benefits and contribute to my company’s success.

Q. What do you see in the future cooperation between DANA and Alibaba Cloud Academy?

Ans: The future collaboration between DANA and Alibaba Cloud Academy holds immense potential for my professional growth and our workplace. This collaboration is also vital since my organization relies heavily on Alibaba Cloud services. By leveraging the Academy’s practical training courses, I can enhance my technical expertise and gain hands-on experience faster.





05

Shaping Tomorrow's Leaders

Alibaba Cloud's University Cooperation for Talent Development

Alibaba Cloud Academy collaborates with higher education institutions in Asia-Pacific through its Alibaba Cloud Academic Empowerment Program (AAEP) to boost local talent and drive digital innovation. Through AAEP, Alibaba Cloud Academy partners with universities and colleges to provide students access to cutting-edge cloud computing technologies and resources. By offering training courses, certification programs, and hands-on experience, AAEP equips students with the skills and knowledge necessary to thrive in the digital era. The program also promotes collaboration

between academia and industry.

By connecting students and faculty with Alibaba Cloud's industry experts, AAEP enables the exchange of ideas, fosters innovation, and facilitates research projects in emerging technologies. Overall, Alibaba Cloud Academy's collaboration with higher education institutions through the AAEP plays a crucial role in nurturing local talent, boosting digital innovation, and driving the growth of the Asia-Pacific region's digital economy.

5.1 Alibaba Cloud Academic Empowerment Program Benefits



5.1.1 Student Development

Alibaba Cloud's AAEP aims to support student growth, promote digital literacy, and nurture the next generation of digital innovators in Asia-Pacific. Within the AAEP, students at member institutions receive various forms of support from Alibaba Cloud, including:

Free Servers

Students gain access to free ECS provided by Alibaba Cloud, enabling them to practice and experiment with cloud computing technologies without financial barriers.

Free Training and Certification

AAEP offers students the opportunity to enhance their skills and knowledge through free training courses and certification programs. This empowers them with in-demand cloud computing expertise.

AI Competition Opportunities

Students can participate in AI competitions organized by Alibaba Cloud. These competitions provide a platform for students to showcase their skills, learn from industry experts, and gain recognition and rewards.

Access to Leadership Programs

AAEP provides students with access to leadership programs where they can learn from experienced professionals and industry leaders. These programs offer valuable insights and guidance for students' career development.



5.1.2
Educator Empowerment

Alibaba Cloud’s Academic Empowerment Program (AAEP) supports educators at member institutions, offering a range of valuable resources to enhance their capabilities and empower them in the digital realm. The program provides educators with the following forms of support:



Free Training
Educators gain access to complimentary training sessions conducted by Alibaba Cloud Academy. These training programs cover a wide range of topics related to cloud computing, enabling educators to stay up-to-date with the latest technologies and industry trends.



Educator Server
Alibaba Cloud offers educators access to an exclusive server, providing them with a dedicated environment to experiment, develop, and showcase their expertise in utilizing Alibaba Cloud’s infrastructure and services.



MVP Opportunities
Educators within the program can become Most Valuable Professionals (MVPs), a prestigious recognition awarded by Alibaba Cloud. This designation acknowledges educators’ exceptional contributions and expertise, providing them with networking opportunities and access to exclusive events.



Hands-on Lab
Through the AAEP, educators gain access to hands-on lab resources, allowing them to guide and mentor students in practical cloud computing projects.



5.2 Alibaba Cloud University
Cooperation Success
Stories



5.2.1

UTAR



As a university partner to AAEP, we have been offered a package of teaching courseware for free to gain extra industry knowledge and use them as a teaching aid.”

Ts Dr Michael Cheng Wai Khuen

Assistant Professor, Faculty of Information and Communication Technology, UTAR



Universiti Tunku Abdul Rahman (UTAR) joined forces with Alibaba Cloud to revolutionize cloud computing education at the university, benefiting both students and staff. As part of this engagement, UTAR integrated Alibaba Cloud's Elastic Compute Service (ECS) and Data Transfer courses into its curriculum. This collaboration was made possible through the Alibaba Cloud Academic Empowerment Program (AAEP), which aims to provide advanced cloud computing technology to local universities. With easy access to high-quality learning resources, UTAR students were able to pursue Alibaba Cloud certifications. They also got the opportunity to intern with Alibaba Cloud upon successful completion of the courses.

Additionally, the partnership expanded into launching Digital Heroes Program, which aimed to boost digital talents in Malaysia. This program included courses and certifications in cloud computing, big data, and other sought-after digital skills. The program introduced three new key areas:

- **The MY Digital Talent in U Competition**
- **The Nationwide University Tour**
- **The Student Ambassador Program**

These initiatives allowed students and academic staff to explore cloud computing, receive training, engage with industry experts, and develop leadership and communication skills. Overall, the collaboration between Alibaba Cloud and UTAR empowered digital talents and equipped them with valuable skills and knowledge in cloud computing.

5.2.2

The University of Hong Kong (HKU) Business School



This impeccable program will give our students a chance to learn from some of the most talented professionals in the industry and gain insights into the latest trends and developments, equipping themselves with real-world skills.”

Professor Hongbin Cai

Dean and Chair of Economics
HKU Business School



HKU Business School partnered with Alibaba Cloud to introduce a groundbreaking credit course called “Cloud Computing: Essential and Application in Entrepreneurship” for undergraduate students. As the first enterprise partner of HKU Business School to be involved in credit course design and teaching, Alibaba Cloud aims to provide students with hands-on experience in real-life cloud technology scenarios and equip them with industry insights and technological resources. The partnership emphasizes Alibaba Cloud’s dedication to nurturing digital talent in Hong Kong.

The collaboration also offers additional benefits to students, such as free registration for the Alibaba Cloud Certified Associate - Cloud Computing exam, access to over 300 AAEP online courses in cloud computing, big data, and artificial intelligence, as well as resources for teachers and students to gain first-hand experience with cloud computing. This initiative signifies the joint commitment of HKU Business School and Alibaba Cloud to cultivating future talent and leaders by providing diverse learning opportunities. The program offers students the chance to learn from industry professionals, stay updated on the latest trends and advancements, and acquire practical skills for the real world.



5.3 Alibaba Cloud Student Central Program

Alibaba Cloud is committed to promoting and nurturing young talent, including students and developers, worldwide through our high-quality cloud training and education programs. As part of our global talent development initiatives, we have launched a dedicated Student Central program that empowers young university students to sharpen their technical skills, earn free certifications, and stand out from the competition. It gives an opportunity for young professionals to gain in-depth insights and training in next-gen technologies like Web 3.0 and Generative AI and develop the skills required to thrive in the new digital era. Young professionals looking to join this program should be aged 18 or above and must be full-time students at an accredited 2- or 4-year educational institution.

Below are the key benefits of this program:



Dedicated Learning Resources

Enrolling in the Student Central program allows students to undertake trendy and customized training courses related to cloud computing, AI, big data, and security. The program also enables students to build expertise in specialized fields, such as cloud database management and DevOps, by opting for dedicated learning paths.



Professional Certifications

The program allows students to gain expertise in cloud computing and earn industry-recognized certifications to showcase their technical skills and gain credibility in the job market. Students can attempt Alibaba Cloud Specialty, Clouder, and ACA certification exams and receive free certifications and badges upon successful completion.



Hands-on Labs

The program enables students to test and enhance their practical cloud skills by giving free access to 200+ online hands labs. Students can choose specific lab scenarios based on their enrolled courses or learning path needs.

For More Details

[Click Here](#)



06

Summary

In conclusion, Alibaba Cloud Academy is at the forefront of accelerating digital transformation and empowering individuals and organizations to thrive in the evolving digital landscape. The Academy addresses the growing demand for skilled professionals by delivering high-quality cloud training worldwide. Through a comprehensive range of in-demand and practical training courses, we enable learners to deepen their cloud knowledge and gain a competitive edge in the market. Our impactful cloud training approach, driven by expert instructors and hands-on labs, ensures a valuable learning experience and equips learners with the knowledge and skills to accelerate their digital transformation journeys.

Furthermore, Alibaba Cloud Academy drives partner transformation, enabling our channel, technology, and sales partners to develop strong cloud expertise and drive customer success. We have also forged partnerships with academic institutions across Asia to boost regional talent and digitalization. As we move ahead, we are committed to enhancing our training programs, incorporating emerging technologies and new industry trends to meet the evolving needs of learners. In the future, we will also continue to empower our customers, partners, and the next generation of leaders to speed up digital innovation and shape a sustainable future together.