



# OpenVMS training Paris, 1 Dec 2016

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CTO OpenVMS

VMSConsultancy/BGSoftware

VSI authorized OpenVMS trainer EMEA

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# CV

- Theoretical chemist
- Hobby: genealogy/genetic genealogy-DNA
- Started with Digital Educational Services in 1981  
VMS-courses lecture/lab and Individual Learning Center
- DEC: 1992 IS; 1997: presales; VMS Ambassador
- DECUS VMS-sig since 1982
- Yearly VMUpdates since 1997
- Compaq/HP
- Woertman Soest VMS Consultancy since 2014
- BGSoftware and VMSConsultancy

# VMSConsultancy/BGSoftware

- VMSConsultancy/BGSoftware is the first EMEA partner of VSI. We closely cooperate with VSI reselling their OpenVMS products (incl. the Alpha-kit).
- VSI, BGSoftware, and Infotheek (active in 18 European countries) have joined forces to address the EMEA market.
- Customersupport with planning/migration/systems management. We do this our selves or with (local) partners.
- VSI authorized EMEA training partner
- For the OpenVMS-eco system we resel HPE CockpitMgr, AVTware, PointSecure and NDC security-products, Rovisys SCADA-solutions; eCube for modern cross-platform Eclipse-based remote development tools, DevOps and Middleware tooling; and Cornerstone for conversion-projects.

# OpenVMS training until Feb 2015

- quite often training classes were canceled because there were not enough students to be cost effective.
- Sometimes training material did not cover the latest features (not always a problem, because the bulk is still usable).

# Feb 2015

- VSI closed an agreement with HP for an exclusive right to use the HP OpenVMS-course material

# VSI EMEA training partner

- VMSConsultancy/BGSoftware is EMEA training partner for VSI



# How to avoid course cancellation

- Our joint aim is to avoid canceling courses.
- That can be done by giving remote training.
- Sometimes training classes are done for people in several geographies at the same time.

# Language and continental Europe

- Typical challenge for continental Europe is that English is not our mother language.
- For France the solution can be training material in English and French speaking instructor. Or translate the training material in French.



# Joint efforts in EMEA

- VMSConsultancy/BGSoftware agreed with VSI to work with local training partners to facilitate the optimal situation of training in local language and reasonable distance.
- We try to be the single point of contact (hub) for EMEA towards VSI establishing as much synergy by working together.

# VSI/VMSConsultancy-BGSoftware/ HPE Education France

- Agreed to start negotiation to have HPE Education France back in the OpenVMS training model.
- Means to talk about:
  - Status (Reseller, Delivery Center,...)
  - Geographical scope (France or french speaking countries)
  - Lab access, Instructors, training support
  - TTT access
  - Royalties
  - ...

# Need for new course material

- Many people who started with OpenVMS are almost retiring or have already retired, so new people need to be trained.
- In the past it was quite common that VMS was the first computersystem people used.
- now the situation can be that OpenVMS is just another operatingsystem, so training might need to be adapted for this situation.

# Future plans

- new updated course material. Can be in the same lecture/lab course format, but could as well be in modern interactive Moodle-format.
- What about the idea to take a company subscription for OpenVMS training that's always available?  
With a HELP-button to ask for assistance?

Questions?