

LPI Inc. Update

LPI Central Europe Partners Meeting
Kassel, April 23rd 2012

John Meaney, LPI



Agenda

- Background & Business Review
- Linux Adoption & Certification
 - Notable Developments
 - Linux Essentials

Non-profit

Vendor-Independent



LPI: The World's #1 Linux Certification Program

Built by professionals...for professionals

www.lpi.org

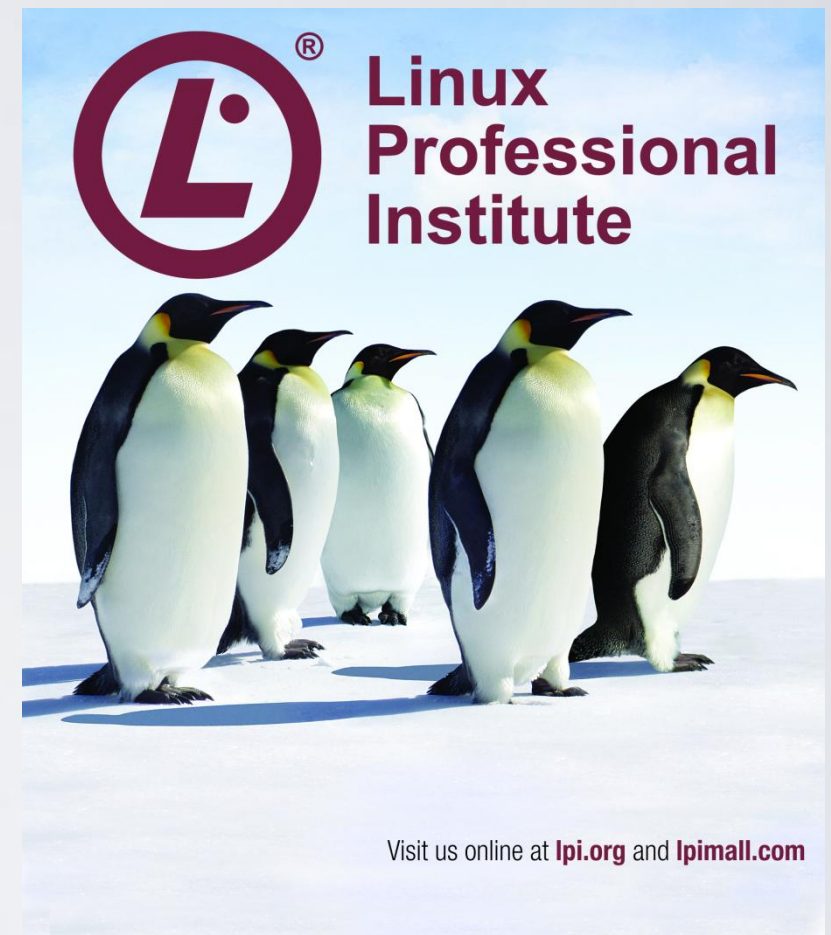


Who are We?

The Linux Professional Institute (LPI) was formally incorporated as a non-profit organization in New Brunswick, Canada in 1999.

LPI's industry standard Linux Certifications are delivered in thousands of locations worldwide, in multiple languages and with the support of employers, vendors, and trainers.

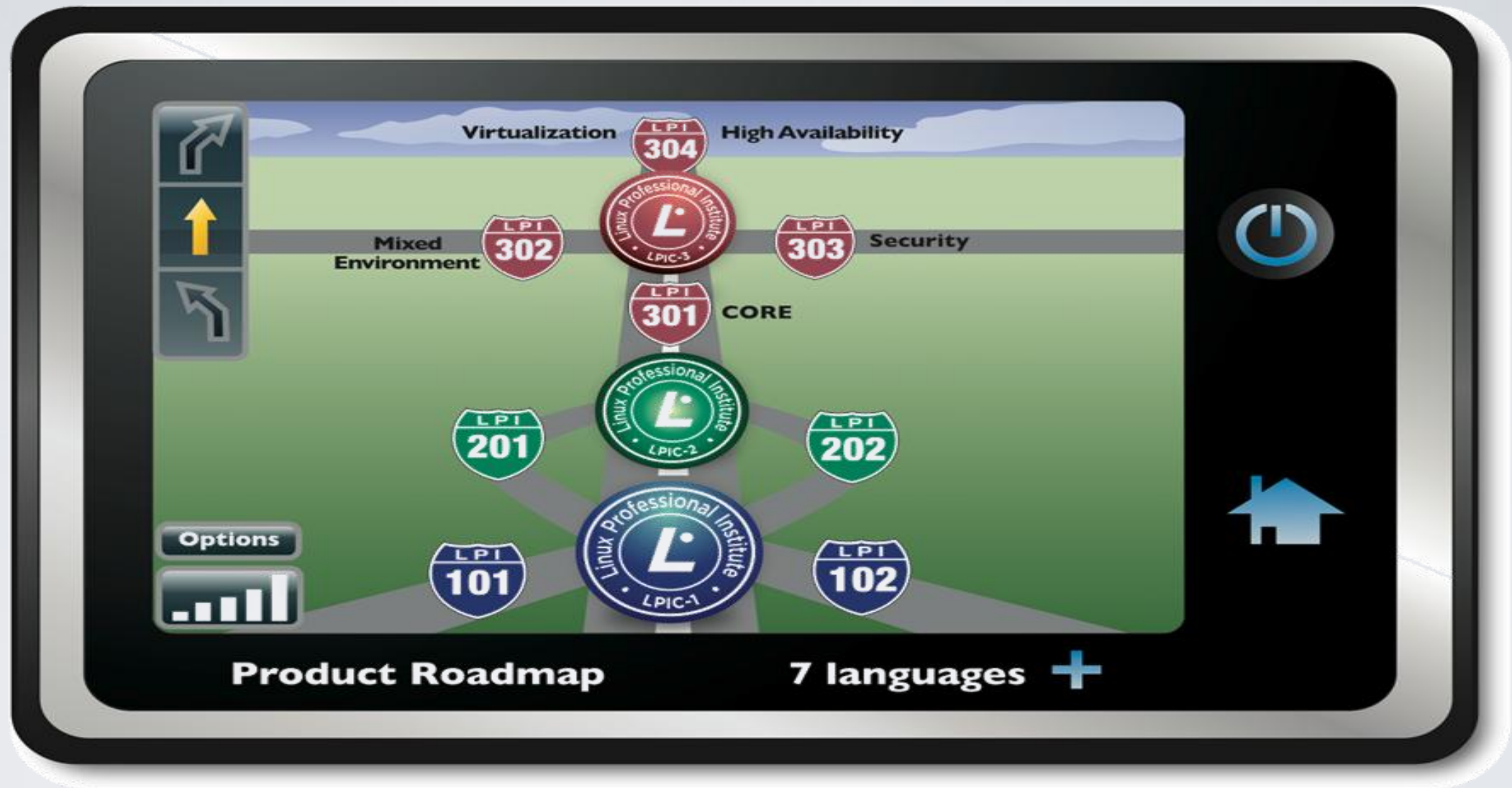
To date 300,000 exams delivered and 100,000 certifications awarded worldwide.



Global Standard for Linux Certification



The LPIC Professional Track



www.lpi.org



Linux Adoption Trends 2012

The Linux Foundation conducted a survey on the use of Linux in enterprise information systems

428 organizations with revenues over \$500 million were surveyed

They were distributed 41.6% North America, 27.1% Europe and 15.2% Asia

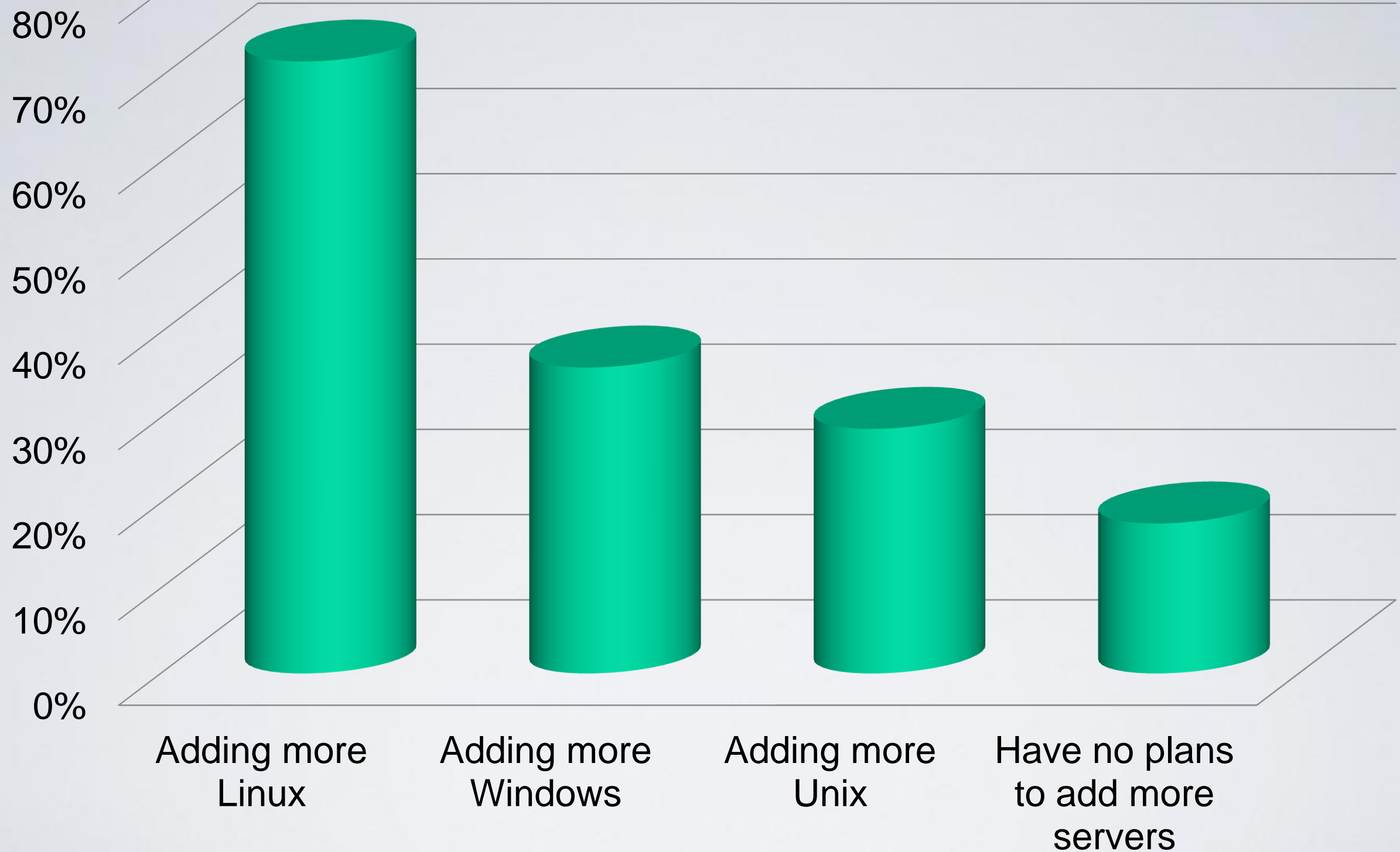
Eighty Percent of Respondents Say They Are Adding Linux Servers in the Next Year

Linux Foundation Report January 2012

www.lpi.org

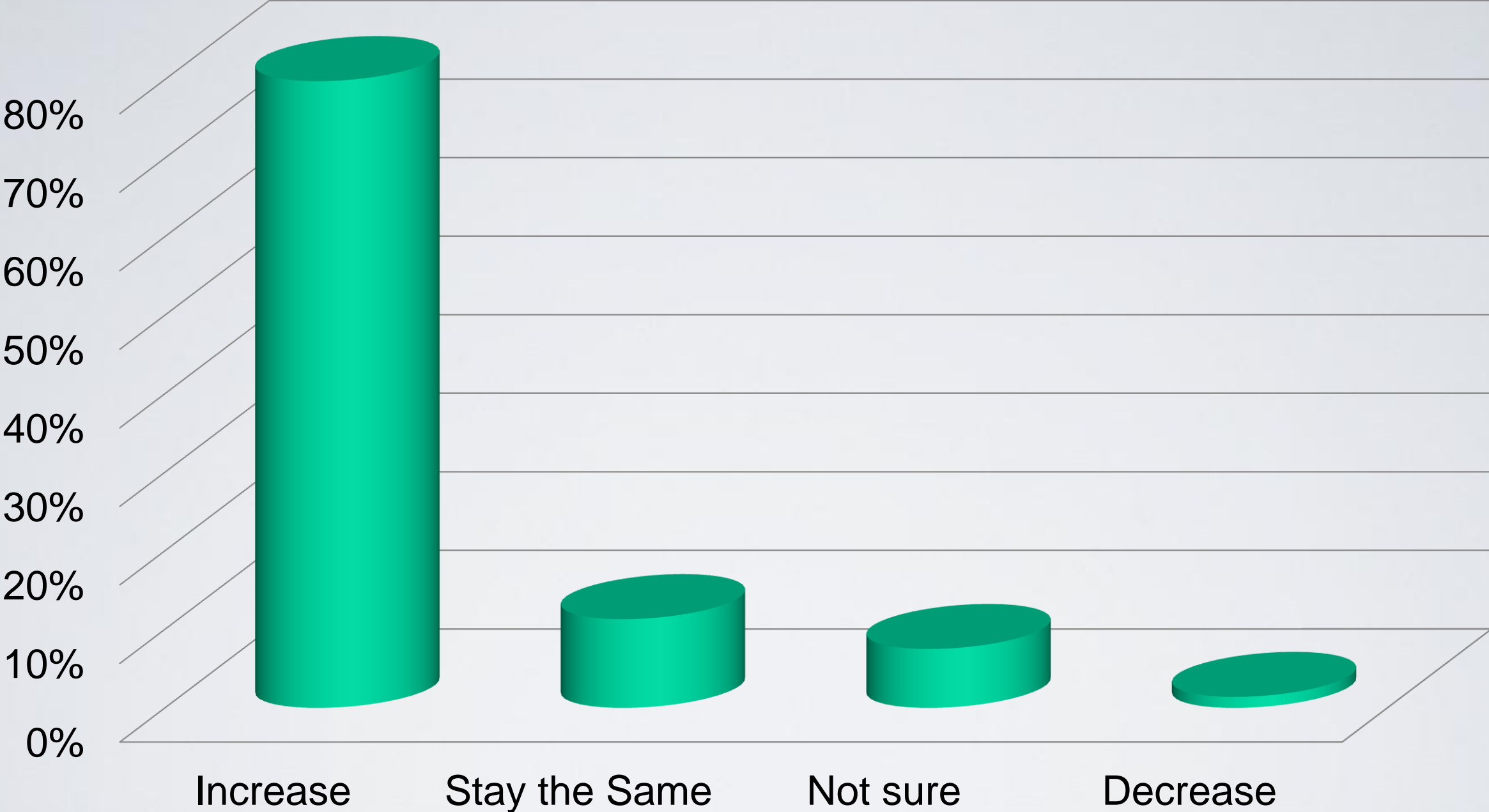


In the next 12 months, what are your company's plans to support Big Data?



Linux Foundation Report January 2012

Relative to other operating systems, in the next five years do you think the use of Linux in your company or organization will:



Linux Foundation Report January 2012

Why Certify?

2009 Certification Magazine Salary Study

85% noted increased demand for demonstrable skills

36% received salary increase after recent certification

Certified individual's salary was \$96K USD, up 9%

2009 Study by Amazon Consulting (and other IDC)

- 66% said IT certifications are very important/ important
- 80% place trust in firms with IT certifications, more likely to leverage same partner on other business, place more trust in advice, and more likely to repeat business
- 76% of respondents more often involve partner in future decision making
- 65% of respondents purchase services also
- 57% of respondents say purchase decision made more quickly
- 47% of respondents say differentiator between solution providers
- 57% of respondents are willing to pay a higher price (vs a non-certified partner)

Notable Developments

- ITU 'Capacity Building' OS initiative for 22 Arab states focused on Linux training and certification
- UNDP FOSS "Centre of Excellence" in Lebanon (Ma3bar) -- similar to IOSN/APDIP/UNDP
- ict@innovation in sub-Saharan Africa supported by German government agency
- CERTIFORMAT EU-supported project in Tunisia, Morocco, Mauritania, and Algeria
- Extensive School/College & Apprenticeship programs in Germany, Netherlands, Spain, Italy, and UK

Linux Essentials: Our New Vision In Action



“To provide global leadership, direction and skill standards for those who pursue a career in Linux and Open Source technology” “

Linux Essentials: Our New Vision In Action

Program Objectives

A training program aimed at the academic sector, youth, and others new to the world of Linux and Open Source technology.

The program is designed to help students acquire the advanced skills needed to fill increasing shortages of workers in today's mixed IT environments

Linux Essentials Program

Linux Essentials Exam and Certificate

Support for world wide participation the World Skills Competition

Employability and apprenticeship programs available to youth

Research and resources supporting entry into Linux and Open Source Careers

LPI support for Teacher collaboration and sharing of projects and exercises for the Linux Essentials knowledge base

Resources for youth describing jobs and industries requiring Linux skills

Linux Essentials Certificate



Teaching Resources for Linux Essentials



Lernunterlagen zu Linux Essentials Courseware from Linup Front GmbH

Author: Anselm Lingnau

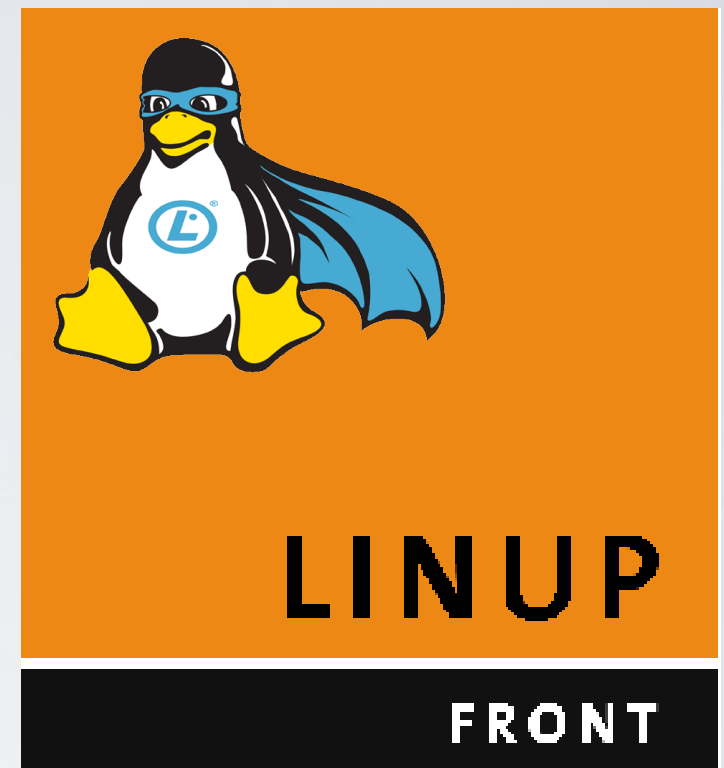
Licence: Freely available through
Creative-Commons

(PDF Download)

Publication: March 2012

Language: German, English (May 2012)

Web: www.linupfront.de



Courseware by Open Source Press (DEU)

Author: Michael Gisbers / Christian Hesse

Title: "Linux Essentials - Vorbereitung auf die Prüfung des Linux Professional Institute,,

ISBN: 978-3-941841-68-0

Umfang: ca. 120 Seiten

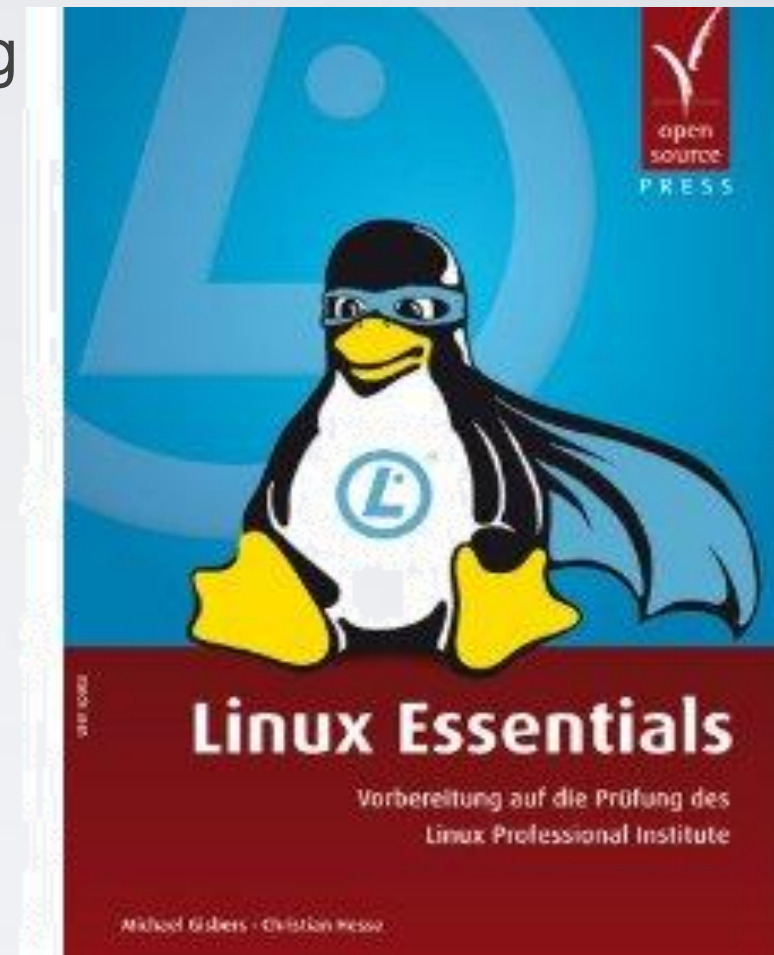
Cost: EUR [D] 19,90

Publication: August 2012 (Stand heute)

Language: Deutsch

http://www.opensourcepress.de/linux_essentials

<http://www.amazon.de/Essentials-Vorbereitung-Prüfung-Professional-Institute/dp/3941841688>



Staedtische Berufsschule fur Informationstechnik Courseware, Muenchen (DEU)

Authors: Michael Niedermair and Joachim Wolf

License: Freely available for non-commercial use



Sybex (ENG)



Linux Essentials

[Roderick W. Smith](#)

ISBN: 978-1-1181-0679-2

Paperback

368 pages

April 2012 BEX.html

www.wiley.com



Thank You...Questions?