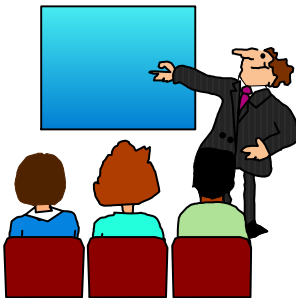




# The z/OS Training Roadshow

*The Fast Path to New Technologies on  
z/OS*



# The Story

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- *The Roadshow Description*
- *Roadshow - Courses Available*
- *Features and Benefits*
- *Pricing comparisons*
- *Book Your Roadshow Now!*



# The Roadshow Description

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- *Take our standard course materials and teach them in reduced time*
  - *No labs*
  - *Omit minor topics*
- *We tour a variety of cities, offer these fast courses in local venues*
  - *Or, you could book a roadshow at your organization*



# The Roadshow Description, 2

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- *The key for you: lower base price*
  - *\$175 for the first day and \$125 for each subsequent day (per student per course)*
  - *Optional charge for lab setup back at your site*
  - *Optional charge for technical support subscription after class*
  
- *The key for us: larger class sizes*
  - *Minimum 20 to hold a class (14 on your site)*
  - *Maximum determined by room capacity*



# Roadshow - Courses Available

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- *Not all courses are available for roadshow teaching*
  - *Primarily advanced training and new technology courses are offered this way*
- *Introductory courses are still offered only as standard hosted classroom, consortium, or Remote Contact Training*



# Courses Available - z/OS UNIX

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- *Introduction to z/OS UNIX*
- *Shell Script Programming in z/OS UNIX*
- *Developing Applications for z/OS UNIX*
- *You and z/OS and the World Wide Web*



# Courses Available - Languages

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- *z/OS Assembler for Applications Programmers*
- *Enterprise COBOL Update I: Essentials*
- *Enterprise COBOL Update II: Unicode and XML Support*
- *Interactive COBOL Debugging w/ Debug Tool*
- *Using LE Services in z/OS*
- *Secrets of Inter-Language Communication in z/OS*
- *Creating and Using DLLs in z/OS*



# Courses Available - TSO, REXX, Dialog Manager

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- *TSO REXX Programming*
- *Developing Dialog Manager Applications in z/OS*
- *Introduction to TSO and REXX APIs*



# Courses Available - DB2

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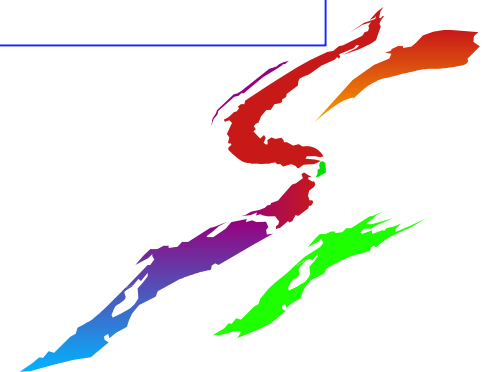
- *DB2 Version 8 Differences*
- *DB2 Version 9 Differences*
- *DB2 Dynamic SQL*
- *DB2 Stored Procedures*



# Features and Benefits

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<i>Feature</i>	<i>Benefit</i>
Reduced time for training	Less time off work for training
	Faster skill enhancements
Optional lab file setup	Hands on practice
Optional tech support	Help is available



# Features and Benefits

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<i>Feature</i>	<i>Benefit</i>
Priced per student day, not class day	Lower price per student day
	Lower cost for training
Larger class sizes	More people trained at once



# Features and Benefits

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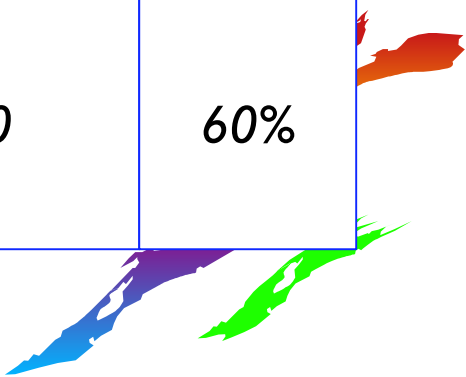
<i>Feature</i>	<i>Benefit</i>
Training accomplished	New skills added
	Existing skills enhanced
	Improved morale



# Pricing Comparisons

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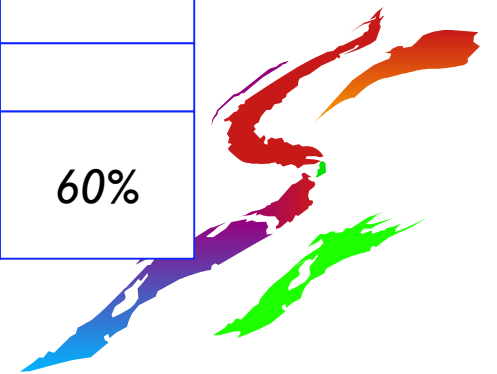
<b>Course - standard duration</b>	<b>Roadshow duration</b>	<b>Class price / student</b>	<b>Roadshow price / student</b>	<b>Savings</b>
<i>Introduction to z/OS UNIX - 3 days</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>
<i>Shell Script Programming in z/OS UNIX - 3 days</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>
<i>Developing Applications for z/OS UNIX - 3 days</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>



# Pricing Comparisons

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<b>Course - standard duration</b>	<b>Roadshow duration</b>	<b>Class price / student</b>	<b>Roadshow price / student</b>	<b>Savings</b>
<i>You and z/OS and the World Wide Web - 5 days</i>	<i>3 days</i>	<i>\$1,250</i>	<i>\$425</i>	<i>66%</i>
<i>z/OS Assembler for Applications Programmers - 3 days</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>
<i>Using DFSORT and ICETOOL - 3 days</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>



# Pricing Comparisons

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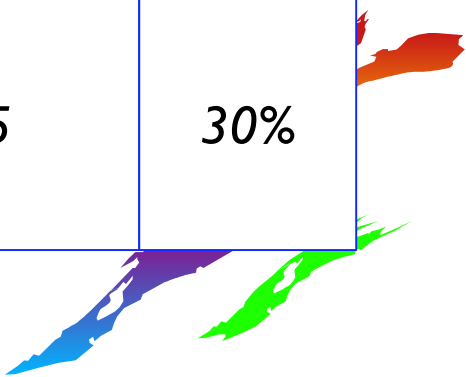
<b>Course - standard duration</b>	<b>Roadshow duration</b>	<b>Class price / student</b>	<b>Roadshow price / student</b>	<b>Savings</b>
<i>Enterprise COBOL Update I: Essentials - 2 days</i>	<i>1 day</i>	<i>\$500</i>	<i>\$175</i>	<i>65%</i>
<i>Enterprise COBOL Update II: Unicode and XML - 2 days</i>	<i>1 day</i>	<i>\$500</i>	<i>\$175</i>	<i>65%</i>



# Pricing Comparisons

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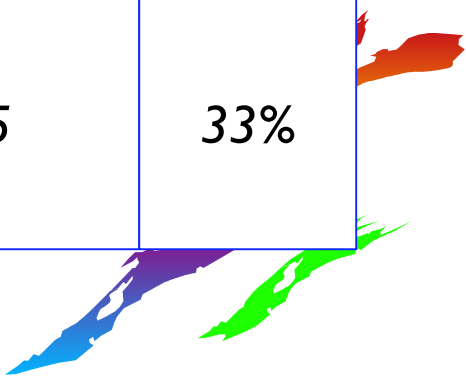
<b>Course - standard duration</b>	<b>Roadshow duration</b>	<b>Class price / student</b>	<b>Roadshow price / student</b>	<b>Savings</b>
<i>Using LE Services in z/OS - 3 days</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>
<i>Secrets of Inter-Language Communication in z/OS - 3.5 days</i>	<i>2 days</i>	<i>\$1000</i>	<i>\$300</i>	<i>70%</i>
<i>Creating and Using DLLs - 1 day</i>	<i>1 day</i>	<i>\$250</i>	<i>\$175</i>	<i>30%</i>



# Pricing Comparisons

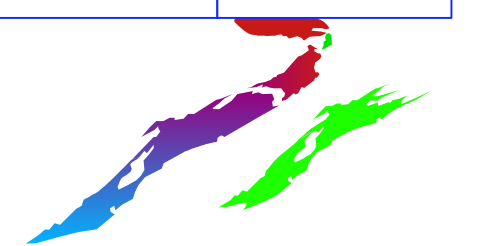
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<b>Course - standard duration</b>	<b>Roadshow duration</b>	<b>Class price / student</b>	<b>Roadshow price / student</b>	<b>Savings</b>
<i>TSO REXX Programming in z/OS - 5 days</i>	<i>3 days</i>	<i>\$1250</i>	<i>\$425</i>	<i>66%</i>
<i>Developing Dialog Manager Applications in z/OS - 5 days</i>	<i>3 days</i>	<i>\$1250</i>	<i>\$425</i>	<i>66%</i>
<i>Introduction to TSO and REXX APIs</i>	<i>1 day</i>	<i>\$250</i>	<i>\$175</i>	<i>33%</i>



# Pricing Comparisons

<b>Course - standard duration</b>	<b>Roadshow duration</b>	<b>Class price / student</b>	<b>Roadshow price / student</b>	<b>Savings</b>
<i>DB2 V8 Differences - 3 days</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>
<i>DB2 V9 Differences - 3 day</i>	<i>2 days</i>	<i>\$750</i>	<i>\$300</i>	<i>60%</i>
<i>DB2 Dynamic SQL - 1 day</i>	<i>1 day</i>	<i>\$250</i>	<i>\$175</i>	<i>30%</i>
<i>DB2 Stored Procedures - 2 days</i>	<i>1 day</i>	<i>\$500</i>	<i>\$175</i>	<i>65%</i>



# Book Your Roadshow Now

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- *Let us know what cities you would like us to visit and what classes you would like to have us offer*
- *If you just can't wait, contact us now to schedule a roadshow at your site!*
  - *Yes, we can bring the training, the savings, and the excitement direct to you, now*

The Trainer's Friend, Inc.  
303-393-8716  
Kitty@trainersfriend.com

