

**PORINI**  
**EDUCATION**

# Courses Catalog

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2020 | 2021



# About Us

Porini is a consulting company and Microsoft Partner able to assist its clients in projecting and developing excellent solutions to support all companies department toward the digital transformation.

## Mission

We have a vast range of products based on Microsoft platform on Azure technology, both available on-premise and in the cloud. We propose these products all over the world directly or through qualified partners. Our team is represented by more than 100 professionals located in 4 countries; company sales are about 10ml. €. Porini's mission is to support customers in finding and developing solutions to improve their decision systems, taking advantage of technology and innovation to pursue strategic goals.



## Our history

Porini was established in Como (Italy) in 1968 as an ERP solution specialist with consulting services for fashion, clothing, textile and retail industries in Italy and foreign countries.

Over the years Porini has developed its activities becoming Microsoft ISV and including in its portfolio solutions such as Social CRM, Business Analytics, Artificial Intelligence, Machine learning, IoT, Performance Management, Collaboration and Knowledge Management for medium and large size companies in several industries.

On July 18th. 2019, as per DGS-Porini strategic planning, DGS SpA has acquired a majority stake in Porini srl. Thanks to this acquisition, DGS-Porini can provide its customers with great professionalism enhancing the well-established Porini specialities.

## Porini Education

Porini consultants have a recognised and consolidated experience, built over the years through hundreds of projects in Business Intelligence, Advanced Analytics, Machine Learning, IoT, Big Data, Dynamics 360 and Collaboration on Microsoft platform. The high level of acquired expertise in the field, combined with a constant study and research have allowed the Porini team to achieve an excellent knowledge of technologies and market. For this reason, we can assist you in planning a personalised training path that can increase your knowledge and, therefore, the productivity of your team. Indeed since when it was born, our Education Center has been performing about 4.500 training hours in more than 100 courses involving more than 20 teachers and 1.000 attendees.

## Experiential Methodology

Training courses alternate theory with practical moments and workshops, during which participants can apply what they have learned to increase their skills, following the “learn by doing” Porini approach. Attendees can benefit from a pre-configured virtual environment, the training material, as well as the exercises proposed in the course as a reference.

## Porini Education Team

Porini Education Team is made up of professionals who daily contribute to developing solutions for customers, keeping them up to date with technological developments. Consultants access the role of trainers after internal training and a training path at Microsoft.

Moreover, the consultants most involved in teaching activity also earned the status of Microsoft Certified Trainers (MCT).

## Our Values

### Competence



Excellent knowledge of the topics, continuous training certified by third-parties certification

### Excellence



We are committed to being the best in the business.

### Continuous training



To study and to deepen what we teach, being the first who applies the learn by doing approach

### Sharing



The pleasure to share our competences inside or outside Porini since no knowledge is such unless it is shared.

### Communication



To look for the best ways to convey to our students the concepts in the easiest way.

# The learning Path

The focus of Porini Education is to train professionals to be independent and aware users of technology. The competence can not be disentangled from the general knowledge of the closest competences.

The primary ratio behind Porini's Learning Path was the possibility to offer learning pathways carrying the professionals from the basic concepts to the most advanced technologies and functionalities of the solutions proposed in the consultancy activity. The leitmotiv is to focus on training-by-role more than on a pure knowledge-driven training.

Our learning paths topics range from databases to data science, from pure language path to the Dynamics 365 family Solutions. But there is more! Some tracks, like the IoT Azure Data Expert path, is a cross-competence path that will train the next generation of IoT on the Cloud users. Every Learning Path starts from the beginner level, and the landing level of competence can be intermediate or advanced depending on the topics and the teaching goal.

Our teaching offering can be divided into three levels, depending on the pre-requisite needed to complete the training: Beginner, Intermediate and Advances. Each learning path that includes Intermediate and Advanced courses will provide the necessary competence covering the Beginner-level classes.

## Beginner



For those users who have no knowledge of the course's topics. The course delivery model is highly experiential. After an initial theoretical overview accompanied by demos, participants will have the opportunity to apply the theoretical skills acquired during practical laboratories.

## Intermediate



For those who already know and use the technologies of the course, but want to have a more complete and richer vision that leads to a conscious use based on a thorough knowledge of the subject.

## Advance



For those users who are able to use the programs and the technologies treated during the course but want to become a real "black belt" and for those who wish to confront our experts and want to deepen technology.

# Legenda

Learning path title

## Azure IoT Data Expert

IOT WITH THE POWER OF THE CLOUD



Learning path level



### Abstract

In this course the attendee will learn how program an IoT device, how to connect it to Azure Cloud IoT services, provision a Database to store the data and manage the data visualization with python or Power Bi. Along with the basic of device programming, the principle of Azure Machine Learning Services and Azure App Functions with data that comes directly from the IoT device will be explored through hand on labs.

#### Total Path Days

25

#### Courses in the Path

7 modules

#### Professional Figure Target

Graduates, Data Scientist, Data Analyst

#### Modules

- Azure Data Engineer - **3 Days**
- T-SQL Base - **3 Days**
- Power BI Basic - **2 Days**
- Recall of Descriptive and Bayesian statistics - **1 Day**
- Introduction to uC Programming for IoT - **1 Day**
- Hands On Lab - **1 Day**
- Python for IoT - **2 Days**
- Hand On Lab - **1 Day**
- IoT Azure Cloud - **2 Days**
- Hands On Lab - **1 Day**
- Machine Learning IoT - **1 Day**
- Hands On Lab - **1 Day**

Summary

[www.porini.it](http://www.porini.it)  
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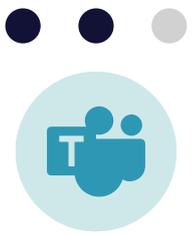
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# Teams as hybrid smart working automation HUB

ONE APP TO BRING THEM ALL AND IN THE CLOUD HELP THEM



## Abstract

This Learning Path is meant to provide general knowledge about Microsoft Teams. MSTeams is, indeed, not just a messaging app, but a powerful tool acting as a HUB for collaborative working. The path starts from the management of the platform and permissions on a Tenant-administration level. It then continues presenting the functionalities for coauthoring, the app integration, both Microsoft and third-party. It concludes with an overview of possibilities offered by the integration of Power Apps and Power Automate with Teams to build an automated workflow for approvals, review, and custom event-response.

## Total Path Days

2

## Courses in the Path

3 modules

## Professional Figure Target

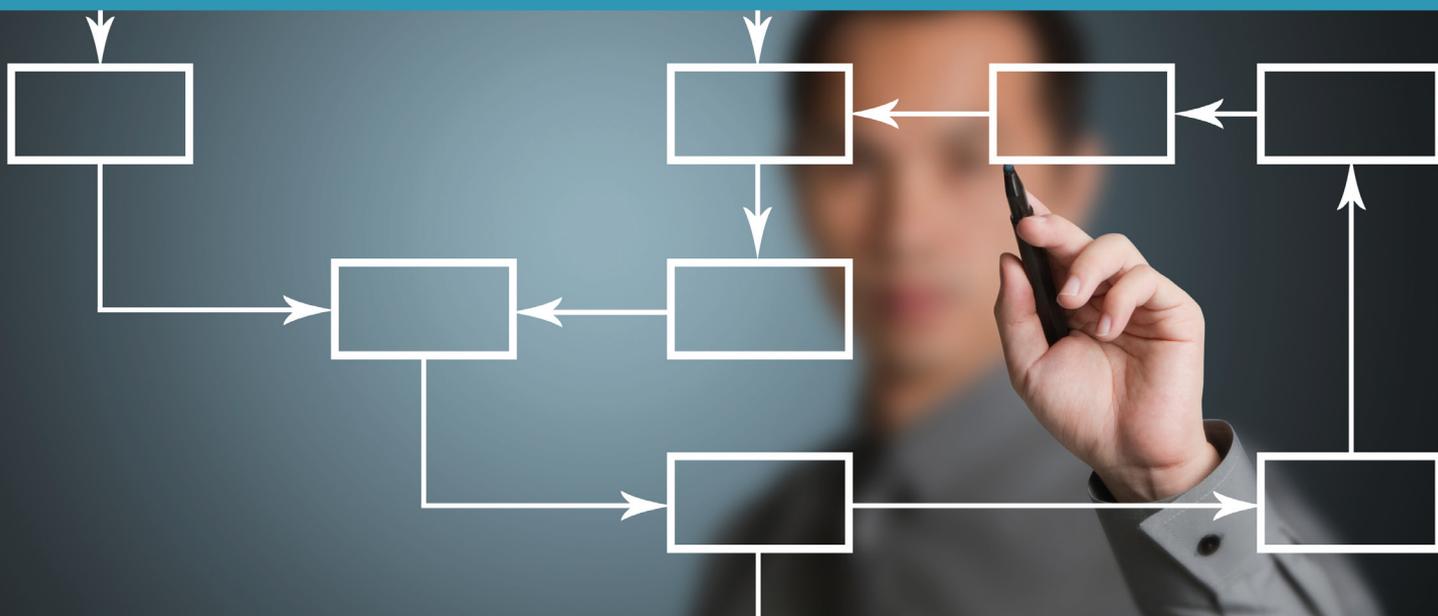
Users, Manager, Project Manager, IT

## Modules

- Hybrid Smart Working with Teams - **1 Day**
- MS Teams and Power Automate - **0.5 Day**
- Teams for IT Manager - **0.5 Day**

# Power Platform

THE POWER OF AUTOMATION



## Abstract

The 'Power Platform' is a collective term for three Microsoft products: Power BI, PowerApps and Power Automate (previously known as Flow). They provide the means to help people easily manipulate, surface, automate and analyse data and can be used with Microsoft 365 and Dynamics 365. The Power Platform is possible thanks to the Common Data Service (or CDS), which is essentially the underlying data platform that provides a unified and simplified data schema so that applications and services can inter-operate.

### Total Path Days

7

### Courses in the Path

3 modules

### Professional Figure Target

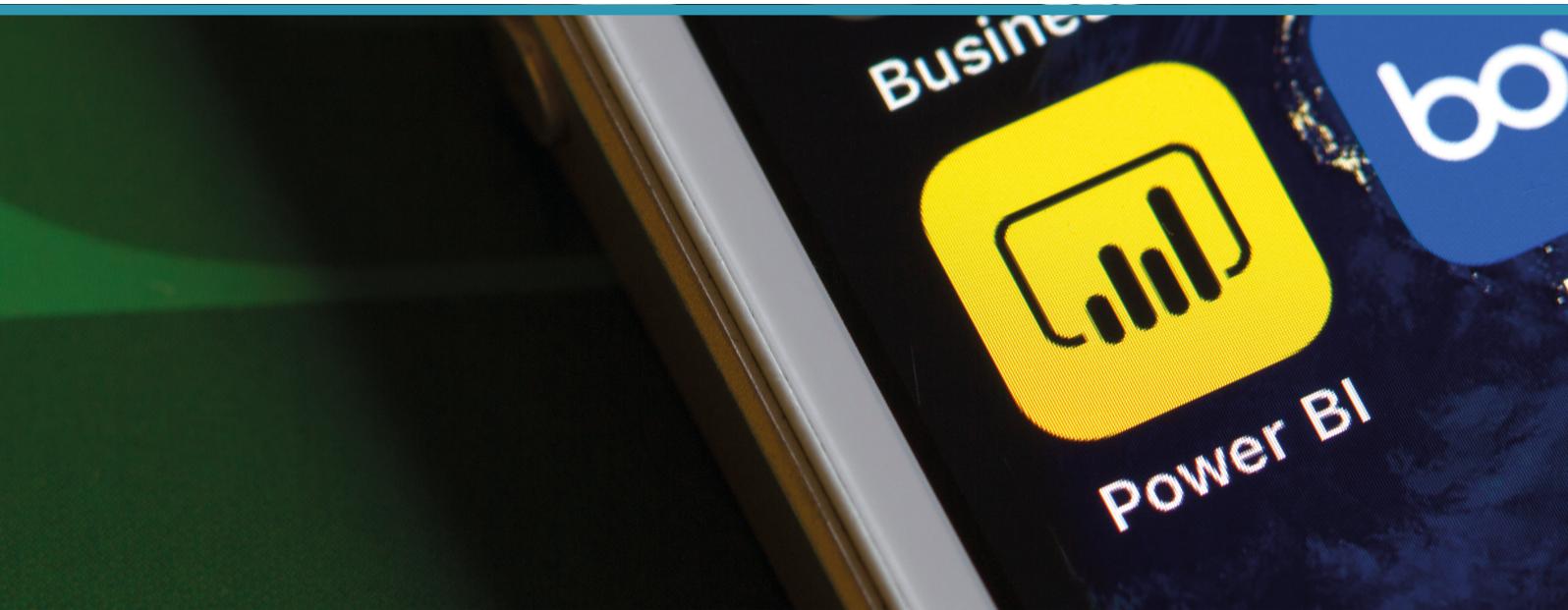
Business analyst, Developers

### Modules

- Power BI Basic - **2 Days**
- Power Apps - **3 Days**
- Power Automate - **2 Days**

# Power BI

EMPOWER YOUR BUSINESS WITH POWER BI



## Abstract

Power BI is a collection of software services, apps and connectors that interact to transform the origins of unrelated data into a set of coherent, visually appealing, and interactive information. Data could be an Excel spreadsheet or cloud-based data warehouse collection or local hybrids. Power BI allows you to easily connect to data sources, view and discover important information and share it with all users or those needed. The learning path will guide, through a series of practical laboratories, participants in the process of entering data sources, cleaning, modelling, reporting and data visualization. After a first introduction of the main functionalities that will guarantee a knowledge for the working day, the Learning Path proposes a module to cover the advanced functionalities of Power BI

## Total Path Days

3

## Courses in the Path

2 modules

## Professional Figure Target

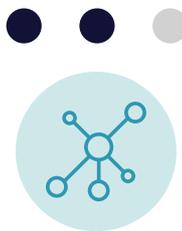
BI analyst, Data Analyst

## Modules

- Power BI Basic - **2 Days**
- Power BI Advanced - **1 Day**

# Data Science

BUILD KNOWLEDGE FROM RAW DATA



## Abstract

Be a data scientist means extract knowledge from data using the most sophisticated techniques available. IA, Machine Learning and Deep Learning are the swiss-knife tools for a data scientist, and in most of the cases the analyses are made in python, the official language of Data Science. So far, this course will teach the attendee how to proficiently use python for data science, how to implement and run Machine Learning models and how to use cloud solution for parallel computing.

## Total Path Days

11

## Courses in the Path

5 modules

## Professional Figure Target

Data Scientist

## Modules

- Python for Data Science - **3 Days**
- Azure Machine Learning - **1 Day**
- Machine Learning with Python - **3 Days**
- Deep Learning with Python - **2 Day**
- Data Bricks - **2 Days**

# Azure IoT Data Expert

IOT WITH THE POWER OF THE CLOUD



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- Hands On Lab - **1 Day**
- Python for IoT - **2 Days**
- Hand On Lab - **1 Day**
- IoT Azure Cloud - **2 Days**
- Hands On Lab - **1 Day**
- Machine Learning IoT - **1 Day**
- Hands On Lab - **1 Day**

# Data Journalism

THE NEW(S) NUMBER



## Abstract

The course is directed to professional journalists who want to master the Data Mining. From the access to open-data resources to the data visualisation through innovative and visually appealing instruments as Power BI, this course will present a general overview for proper data journalism. The Experimental methodology typical of Porini courses will be exploited through hands-on sessions and exercises delivered in each module. An additional advanced module will be dedicated to foundations in SQL and Python for those who want to improve, from a technical point of view, the data gathering and modelling process.

### Total Path Days

9

### Courses in the Path

4 + 5 modules

### Professional Figure Target

Journalist and writers

### Base Modules

- What is "data" - **1 Giorno**
- Master models and distributions - **1 Giorno**
- Power BI Essential - **1 Giorno**
- Data Journalism in Power BI - **1 Giorno**
- From Data Mining to Data Visualisation - **1 Giorno**

### Advanced Modules

- Azure Cloud, storage and databases - **1 Giorno**
- Introduction to T-SQL - **1 Giorno**
- Data Mining automation with Python - **1 Giorno**
- Introduction to Azure Cognitive Services - **1 Giorno**

# Dynamics 365 CRM and Marketing

DEVELOPING IN DYNAMICS 365 CRM AND MARKETING



## Abstract

Microsoft Dynamics 365 is a complete enterprise system which can help businesses to organise their sales, customer service and marketing. Our Dynamics 365 courses show individuals and businesses how to get the most out of this flexible and intelligent software suite.

### Total Path Days

12

### Courses in the Path

5 modules

### Professional Figure Target

Functional Consultants, Application Consultants,  
Marketing Consultants, Developers

### Modules

#### Dynamics 365 CRM

- Dynamics 365: CRM Application Core - **3 Days**
- Dynamics 365 Field Service program - **1 Day**
- Dynamics 365: CRM Customisation Core - **3 Days**

#### Marketing

- Element of Digital & Strategic Marketing - **2 Days**
- Dynamics 365 Marketing - **3 Days**

# Dynamics 365 Finance

BURST YOUR FINANCE OPS WITH DYNAMICS 365



## Abstract

This learning path will guide the attendees towards specific knowledge of instrument of Dynamics 365 for finance and operation. After an introductory module about the General Ledger in Dynamics 365, the student can choose which module want to follow (none, one or all of them) among the optional ones.

## Total Path Days

9

## Courses in the Path

5 modules

## Professional Figure Target

Sales, Administration, Analytics

## Modules

- General Ledger in Dynamics 365 - **2 Days**
- Account Payable in Dynamics 365 - **2 Days**
- Account Receivable in Dynamics 365 - **2 Days**
- Next modules of your choice
  - | Fixed Asset in Dynamics 365 - **1 Days**
  - | Bank, Cash Management and Budget in Dynamics 365 - **2 Days**

# Dynamics 365 Developer

DEVELOPING IN DYNAMICS 365 FINANCE & OPERATIONS



## Abstract

The courses in this learning path guide participants to confidently navigate the sophisticated development environment and model new business requirements through specialised objects and code, acquiring the most necessary skills to develop in Dynamics 365 Finance & Operations. Further sessions also explain how functionality can be added to existing processes and to publish data to and from Dynamics 365.

## Total Path Days

14

## Courses in the Path

2 modules

## Professional Figure Target

Dynamics365 Developer, Graduates, Developers

## Modules

- Dynamics 365: Financial and Operation Developer Essential - **10 Days**
- Dynamics 365: Financial and Operation Developer Advanced - **4 Days**

# Dynamics 365 Trade and Logistic

MANAGE YOUR PRODUCT WITH D365



## Abstract

The goal of this course is to offer the participant fundamental insight into the structure and setup of Trade & Logistics functionalities in Microsoft Dynamics 365 Operations. Through a combination of theory and practical laboratory, the course proposes an exemplary business case that guides participants in business processes based on product code setup, inventory management, pricing and purchase and sales setup processes.

## Total Path Days

10

## Courses in the Path

2 modules

## Professional Figure Target

Sales Manager, Product Manager, Inventory Manager

## Modules

- Microsoft Dynamics 365: Trade and Logistic Essential - **5 Days**
- Microsoft Dynamics 365: Trade and Logistic advanced - **5 Days**

# SQL Server Developer

MANAGE YOUR DATA, RELATIONALLY



## Abstract

This course is directed to whom that want to write queries and programs in the T-SQL language correctly. Together with the language fundamentals and structure of SQL Server, tips and tricks to improve the performances will be presented as well.

### Total Path Days

2

### Courses in the Path

2 modules

### Professional Figure Target

DB developer, DB administrator, Data Scientist

### Modules

- T-SQL Base - **3 Days**
- T-SQL Advanced - **2.5 Days**

# SQL Server Administrator

MANAGE YOUR DATABASE AS A PROFESSIONAL



# SQL

## Abstract

The SQL Server administrator may be interested in different aspects of the DB management: the SQL Server Administration Essential module sets the common ground. The advanced modules among which you can choose either one or all of them, build advanced competence about the Restore and Disaster recovery, or about the security and GDPR compliance.

## Total Path Days

2+2

## Courses in the Path

3 modules

## Professional Figure Target

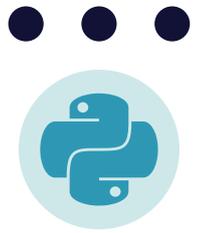
DB administrator, DB developer

## Modules

- SQL Server Administration Essential - **2 Days**
- Next modules of your choice
  - | SQL Server Back Up and Restore - **1 Days**
  - | SQL Server Security and GRDP - **1 Days**

# Python Language

MASTER THE DATA ANALYSIS WITH PYTHON



## Abstract

This learning path would teach you how to be a data scientist using the leading-edge scripting language for data Science: Python.

Through our courses you will learn the basis of python and scripting programming language, moving in the advanced sessions to explore the most sophisticated structure that allows you to code efficiently to extract knowledge from the data using the most updated best-practices

## Total Path Days

8 + 1 (optional)

## Courses in the Path

3 modules

## Professional Figure Target

Data Scientist, Data Analyst

## Modules

- Python Essential - **3 Days**
- Python for Data Science - **3 Days**
- Python for Data Science Advanced - **2+1 Days**

# PowerShell Language

NOT JUST A SIMPLE COMMAND LINE TOOL



## Abstract

The main goal of this learning path is to guide attendees towards necessary steps to manage Azure Cloud Resources with PowerShell. The LP starts with an introduction to the essential programming syntax to be able to understand the Azure command-lets useful for the creation and management resource.

### Total Path Days

2

### Courses in the Path

2 modules

### Professional Figure Target

DB developer, Data Scientist, DB Administrator

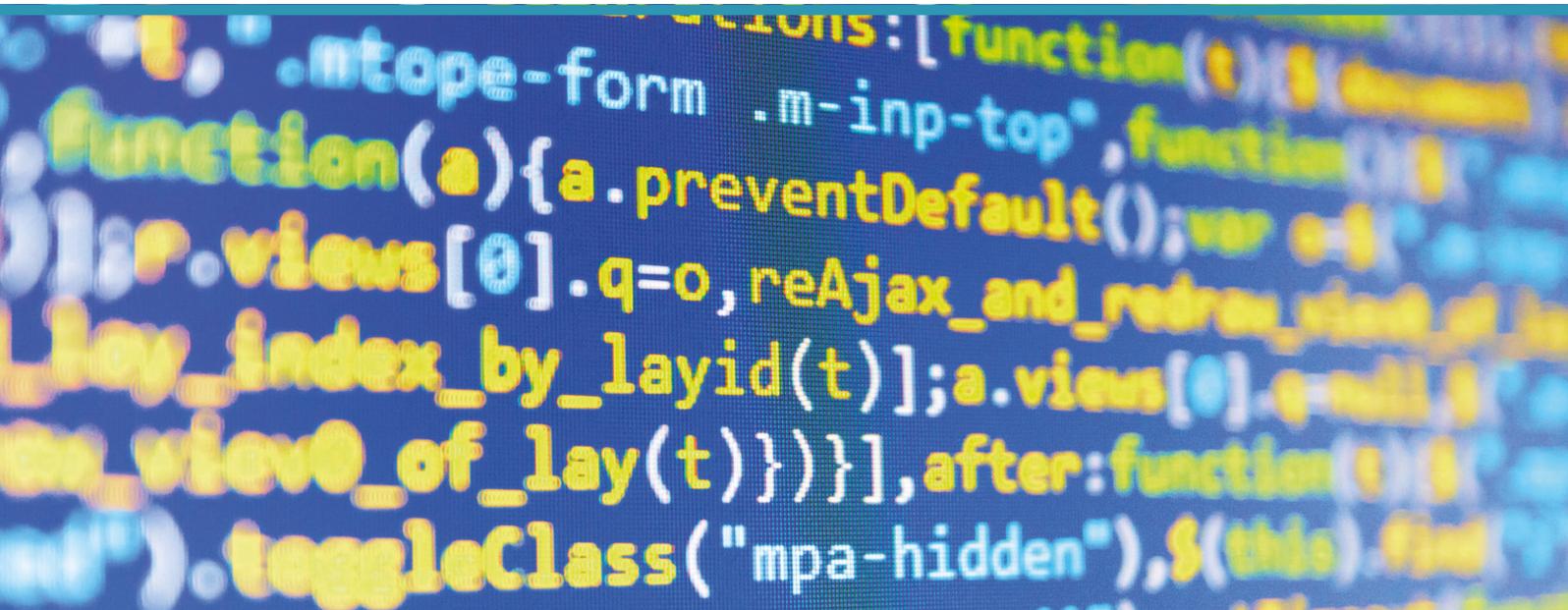
Data Engineer

### Modules

- Power Shell Essential - **1 Days**
- Power Shell for Azure Management - **1 Days**

# R Language

ROCK IN DATA SCIENCE WITH R



## Abstract

In this course you will learn how to program in R and how to use R for effective data analysis. The course covers practical issues in statistical computing which includes programming in R, reading data into R, accessing R packages, writing R functions, debugging, profiling R code, and organizing and commenting R code.

### Total Path Days

4

### Courses in the Path

2 modules

### Professional Figure Target

Data Analyst and Data Scientist

### Modules

- R Base - **3 Days**
- R Advanced - **1 Days**



# Thanks for your attention

For further info please visit our website and socials



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