



Azure & AI Corporate Training

A practitioner-led programme covering AZ-900 through AZ-305, plus AZ-700, AI-901, and Business English for IT - real, certifiable capability for your team

AZ-305 . Solutions Architect Expert

AZ-104 . Azure Administrator

Microsoft Certified Trainer

Your team is running production workloads on Azure. Are they certified to match?

Most Azure upskilling in South Africa comes down to two bad options: expensive multi-day classroom courses that teach a generic syllabus, or self-paced video content with no accountability. Neither closes the specific gaps your team actually has.

25+

years enterprise
IT experience

3

active Microsoft
certifications

1:1

targeted coaching,
not a course catalogue



**The real gap isn't
knowledge. It's
targeted practice
before exam day.**

Meet Your Trainer



Gustav Bam

Founder, Bam Cloud AI . Durbanville, Cape Town

- ✓ Microsoft Certified: Azure Solutions Architect Expert (AZ-305)
- ✓ Microsoft Certified: Azure Administrator Associate (AZ-104)
- ✓ Microsoft Certified Trainer (MCT)
- ✓ 25+ years enterprise infrastructure engineering
- ✓ TEFL Level 5 - Business English for IT professionals

Training is delivered by Gustav personally - never subcontracted, across the full path from Azure Fundamentals (AZ-900) to Solutions Architect (AZ-305), plus AZ-700 networking, AI-901 readiness, and Business English coaching.

Why Bam Cloud AI

Price-to-outcome, not price-to-hours

TYPICAL MARKET APPROACH

- 4-day generic classroom course
- Fixed syllabus regardless of what you already know
- R80,000 - R100,000 per person
- Group-only, no individual coaching option
- Instructor may never have run production Azure

BAM CLOUD AI APPROACH

- ✓ Targeted coaching on exactly your team's gaps
- ✓ Assessed first, then built around real skill levels
- ✓ R8,500 half-day - R24,000 for a 2-day intensive
- ✓ 1:1 or small-group (up to 8) for real attention
- ✓ AZ-305-certified architect, 25+ years in production

Certification Ladder

The core Microsoft Azure certification path - start anywhere, build up as your team grows



Azure Fundamentals

AZ-900 aligned

The entry point for non-technical staff and new IT hires: core cloud concepts, Azure services, pricing, and governance. Refreshed by Microsoft in 2026 with new AI and Copilot content.



Azure Administration

AZ-104 aligned

Core Azure operations: resource management, networking, storage, monitoring, and governance. Built for IT admins running day-to-day Azure environments.



Azure Architecture

AZ-305 aligned

Design-level training: landing zones, hybrid architecture, identity, security, and cost optimisation. For senior engineers and architects.

Specialised Tracks

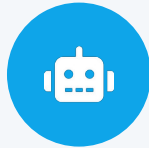
Deeper expertise once the fundamentals are covered - mix and match to fit your team



Networking & Security

AZ-700 aligned

Hybrid connectivity, VPNs, ExpressRoute, Zero Trust, and Entra ID - for engineers responsible for Azure network design and security posture.



AI & Copilot Readiness

AI-901 aligned

Generative AI fundamentals, Microsoft Copilot adoption, and responsible AI practice - Microsoft's newest AI Fundamentals curriculum (2026).



Business English for IT

TEFL Level 5 coaching

Present confidently in meetings, write professional emails, and lead technical client conversations - English coaching built specifically for IT professionals.

Format & Investment

In-person at your premises, our Cape Town venue, or fully virtual via Microsoft Teams

Format	Duration	Group Size	Investment
1:1 Certification Coaching	Per hour, min. 4 hrs	1 participant	R950 / hr
Half-Day Workshop	4 hours	Up to 8 participants	R8,500
Full-Day Workshop	8 hours	Up to 8 participants	R14,500
2-Day Intensive	2 full days	Up to 8 participants	R24,000
Business English for IT	Per hour	1, or group on request	R650 / hr

All rates exclude travel costs outside Cape Town.

Prices exclude VAT - Bam Cloud AI is not currently VAT registered. Corporate volume pricing available for multi-session or multi-team engagements - ask for a custom quote.

What's Included



Instructor-led training session, delivered live by Gustav



Participant workbook and reference guide



Post-session exam-readiness assessment per participant



30-day follow-up Q&A by email, included at no extra cost



Microsoft exam practice scenario pack

NOT INCLUDED

- Microsoft exam vouchers

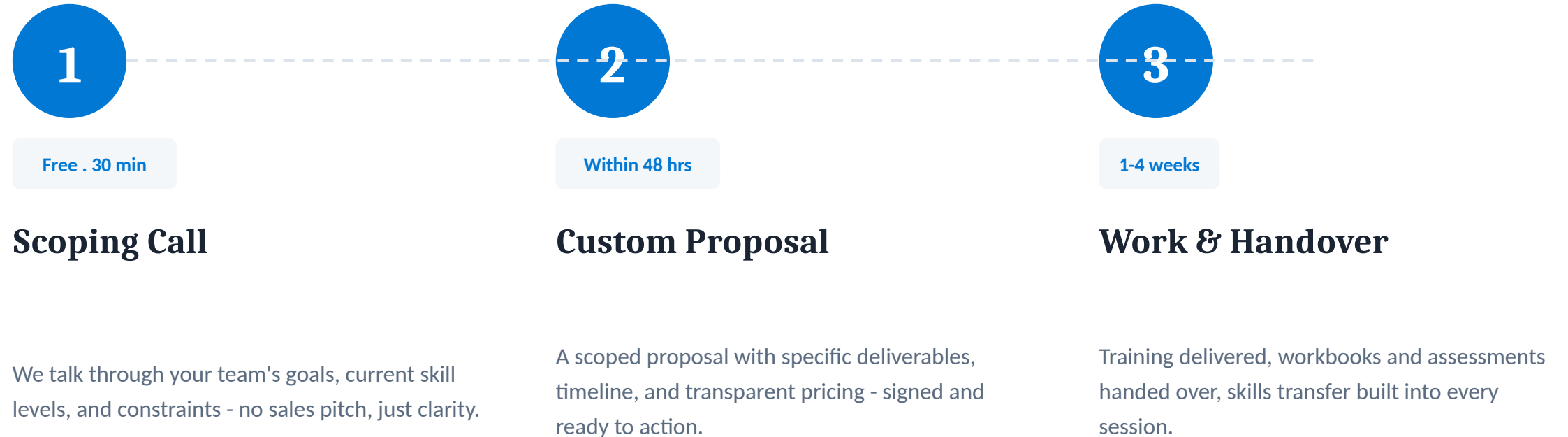
Purchased separately via Microsoft or an authorised vendor.

- Travel costs outside Cape Town

Quoted separately based on distance and duration.

How It Works

Simple, structured, no guesswork



Terms



Payment

- 50% deposit due on proposal acceptance
- 50% balance due on completion of delivery
- Invoiced in ZAR via EFT



Cancellation

- Full refund - cancelled 10+ business days out
- 50% refund - cancelled 5-9 business days out
- No refund - cancelled under 5 business days out

This proposal is valid for 30 days from the date it is issued.

Let's Build Your Team's Azure Capability

Start with a free, no-obligation 30-minute scoping call.



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