Brochure

Partner certification program

Avast Business Partner Certification Program is an award winning program designed to provide you with the essential skills and knowledge to accelerate your business by fully leveraging our Business portfolio.

Your time is valuable and you need to stay focused on growing your business. That's why we've designed short, concise training modules that provide you with best practices, shortcuts, and useful tips that will help you sell more.

We offer 3 levels of Certification:

AUTHORIZED	AUTHORIZED	AUTHORIZED
avast business SELECT PARTNER	**avast business** PREMIER PARTNER	**avast business** ELITE PARTNER
Requires 1 Certified Associate	Requires 1 Certified Technical Professional & 1 Certified Sales Professional	Requires 2 Certified Technical Professionals & 2 Certified Sales Professionals

Sales Track:
It is highly recommend that all Sales and Marketing professionals complete the training programs. When the courses have been successfully completed within each track, Avast Business awards you with either:

• Certified Associate
• Certified Sales Professional

Technical Track:
Our Technical training is recommended for Technicians, System Engineers, and IT professionals to learn more about specific features, take advantage of best practices, and expand your knowledge.

Avast Business awards each participant who successfully completes all courses in each track with either:

• Certified Associate
• Certified Technical Professional

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powered by AVG and Avast

Avast Business portfolio covers
Two training tracks are provided for both Sales and Technical training:

Sales Track

Course	Select	Premier / Elite
Introduction to Avast Business Solutions	✔	✔
Positioning & Selling Avast Business Protection Solutions		✔
Introduction to Managed Services		✔
Positioning & Selling Managed Services using Avast Business CloudCare & Managed Workplace		✔

Technical Track

Course	Select	Premier / Elite
Introduction to Avast Business Solutions	✔	✔
Installation of the Avast Business Endpoint Protection Solutions Console		✔
Configuration of Avast Business CloudCare		✔
Installation of Avast Business Managed Workplace		✔
Configuration of the Avast Business Endpoint Protection Solutions Console		✔
Deployment of Avast Business CloudCare		✔
Configuration of Avast Business Managed Workplace		✔

Paths

In addition to the sales and technical tracks, you are provided two paths that optimize your time spent training to get you certified quickly.

• Endpoint Protection Solutions path - focus on the Avast Business Endpoint Protection solutions
• Managed Services path - focus on our CloudCare and Managed Workplace solutions

Availability
On-demand 24/7 from the **Partner Portal** and directly from our learning management system

Languages
•   English
•   German

Why Certify?
•   With each tier you will receive discounts on Avast Business Products
•   Get recognition for your skills and knowledge with logos and certificates
•   Enhance the knowledge in order to upsell and maximize the full Avast Business portfolio

Partner Certification Requirements at-a-Glance

Tier	Select	Premier	Elite
Training Requirements	1 Certified Sales Associate	1 Certified Sales Professional 1 Certified Technical Professional	2 Certified Sales Professionals 2 Certified Technical Professionals
Re-certification	(2 years)	(2 years)	(2 years)

* Revenue achievement is calculated by gross value across all Avast Business products on an annual basis.

Partner Certification Benefits at a Glance

Tier	Select	Premier	Elite
Discount*	**20%**	**30%**	**40%**
Lead referral			✔
Early inclusion on BETA product enhancements			✔
Solution selling support from Account Manager and Engineers		✔	✔
Dedicated Sales Engineer	✔	✔	✔
NFR Licenses	✔	✔	✔
Partner Exclusive Promotions	✔	✔	✔
30 Day Free Trails for most Products	✔	✔	✔
Your company listed in the Partner Locator tool on the Avast Business website	✔	✔	✔

* Discounts available on condition of achieving performance targets. Excludes Managed Workplace and 3rd party product (NOC, BDR, BMR, CloudBackup, SSO, ESS).

Do you want more information on the certification and accompanying benefits?
Contact your Avast Business Partner Account Manager today.

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