



Partner Training Overview

November 2017

Quest™

Summary of our training offering

- Access the Partner Learning Center
- Sales Accreditations
- Services certifications
- Support.quest.com
- Virtual demos, online demos & trial keys
- Services Certification Maps

Program Levels and Requirements

Program Requirements

- **Revenue** performance within lines of business (LOB)
- **Flexible training** requirements per LOB for program membership
- Business Plan required for Gold & Platinum partners

Unique status (across LOBs)	Registered	Silver /+	Gold /+	Platinum /+
Zone 1: Min. annual rev. *	-	\$50K**	\$250K	\$500K
Zone 2: Min. annual rev. *	-	\$25K**	\$125K	\$250K
Sales Accreditations	-	1 accreditation (2 sales + 2 presales tracks)	1 accreditation (4 sales + 4 presales tracks)	2 accreditations (4 sales + 4 presales tracks)
Services Certification ***	-	Varies by LOB		
Business Plan	-	-	Yes	Yes

* Total invoiced revenue, minus internal use. All revenue types and Routes to Market. Includes influenced deals / Zone 1 & Zone 2 defined on the Program page on Partner portal.

** Waived the first year. Registered partners can be promoted to Silver by completing the Sales Accreditations requirements. Any Silver partner will need to reach \$25/50k to maintain their status after the first year.

*** Only required to get to "Plus" statuses. Refers to the number of unique certification type obtained or the number of consultants certified.

Partner Enablement Framework

Sales Accreditation Requirements

Sales

Articulate the value proposition
Identify new opportunities
Propose solutions

Technical

Present a standard demonstration

Sales Accreditation

Requirements for the Partner Circle Program and Benefits

Services Certification Requirements

Certified Administrator

Administer and manage a Solution in a customer environment

Certified Implementation Consultant

Install, configure and deploy Solutions

Services Certification

Requirements for Service Delivery Partners ("Plus" designation)

Delivery



Online



Instructor Led

Program eligibility



Eligible



Not Eligible

Audience

PRE/SALES

SERVICES

Access the Partner Learning Center

Quest



Training section

- Overview
- Partner Learning Center
- Sales Accreditations
- Services Certifications
 - Instructor-Led Training
 - Calendar
 - Practical Examinations

- **Overview**

Gives an overview of all our training options, including links to the Partner Learning Center and supporting materials

- **Sales Accreditations**

Sales accreditations are comprised of both sales and presales tracks. Partners can earn accreditations by completing training within a specialist area. The accreditations your company holds can increase your Partner Circle status and the level of your rebates. Accreditations expire after 3 years.

- **Services Certifications**

Deployment consultants can earn certifications by completing Implementation or Administration trainings. This allows partners to deploy themselves critical applications where we would normally require a Quest or One Identity Professional Services consultant to be hired, resulting in additional margin for the partner.

Enroll in a curriculum to take courses

Quest + ONE IDENTITY

Home | Deal Registration | Partner Program | Sales/Marketing | Training | Support

Sales Accreditations

Partners can earn accreditations by completing training within a specialized area. The accreditations your company holds can increase your Partner Circle status and the level of your rebates. Accreditations expire after 3 years. Partners will need to take the training again to restate their credentials.

The following accreditations count toward your Partner Circle status level:

- Data Protection**
Our Data Protection Accreditation partners can take advantage of a broad portfolio of client, data center and data protection solutions. Our solutions cover database productivity and performance plus the ability to tailor backup and recovery solutions to a customer's needs. You can help your customers to modernize their application and service delivery and build a fully-optimized data protection environment.
- KACE**
Quest's KACE Accreditation covers management of endpoint platforms as well as database productivity and performance, plus the ability to tailor backup and recovery solutions to a customer's needs. You can help your customers to modernize their application and service delivery, accelerate automation, and build a fully-optimized data protection environment.
- Platform Management**
The PM Accreditation partners can take advantage of a broad portfolio of client and data center solutions. Our solutions cover management of Microsoft platforms as well as database productivity and performance, plus the ability to tailor backup and recovery solutions to a customer's needs. You can help your customers to modernize their application and service delivery and accelerate automation.
- Database Replication**
This new accreditation will give you a detailed overview of the power of SharePoint, from a Sales and Presales standpoint. You can learn how to articulate its value proposition, the key selling points, and how to run a demo.

Quest + ONE IDENTITY

Home | Training | Transcript | Calendar | Profile

Partner Learning Center

Welcome

As a member of the Partner Circle, you are eligible to take advantage of a variety of learning opportunities. Via the Partner Training Learning Center you will be able to complete self-paced courses and register for live training events like instructor led training and webcasts.

Enroll for Training:

- Search for training by using search words in the bar above
- Click the Training tab to see a library of available courses
- Click the Course name or Certification anywhere to open it

View lesson content and take the exam:

Once you are enrolled for training, you can view its content by clicking the Training tab then clicking the name of the course. For On Demand training simply follow the requirements for that course to completion.

Be sure to complete the survey at the end of each course!

Feedback is invaluable to our continued success together! You represent us in the Quests event days. Our goal is to ensure you have the knowledge and skills to accelerate your success!

Need help? Contact us at via the support pages of the partner portal.

Your Partner Circle Team

FAQs

- All courses showing are current and the correct courses to complete for your accreditations and services certifications. We are in process of updating and rebranding all of our content to Quest and those materials will be published as they are available.
- Work to migrate legacy student course and certification completion data is ongoing. We completed a records update in November and January. If your transcript doesn't reflect the courses you've already completed, please contact us.

Quest + ONE IDENTITY

Select Course > Select a Specific Class > Begin Lessons

Data Protection Presales Accreditation

Version 3

Welcome

As a member of the Partner Circle, you are eligible to take advantage of a variety of learning opportunities. Via the Partner Training Learning Center you will be able to complete self-paced courses and register for live training events like instructor led training and webcasts.

Available Courses

- RRD0316WBTT - Rapid Recovery Presales Overview**
Requirement Type: required
Status: Not Enrolled
Enroll for Course
- NETT0913WBTT - NetVault Backup Presales Training**
Requirement Type: required
Status: Not Enrolled
Enroll for Course
- DRSA0417WBTT - DR Series Appliance Technical Pre-Sales Training**
Requirement Type: required
Status: Not Enrolled
Enroll for Course
- VFEV1113WBTT - Foglight for Virtualization Enterprise Edition Value Proposition**
Requirement Type: elective
Status: Not Enrolled
Enroll for Course

Backup and recovery solutions to a customer's IT application and service delivery and build a fully-optimized data protection environment.

... | Sales curriculum | </> Presales curriculum

Learn How to Register a Deal

Quickly learn how to register deals in the new portal. Watch this quick walkthrough to ensure you know how to accurately register opportunities.

[Watch Now](#)

Contact Us
4 Foster Way
Aliso Viejo, CA 92656
+1-800-306-9320

Copyright © 2017 Quest Software Inc. All rights reserved.
Partner Agreements

www.quest.com/partnerlearningcenter

Once successfully completed, trainings move from the "Available" section on the homepage to the "transcript" page.

Quest + ONE IDENTITY

Home | Training | Transcript | Calendar | Profile

Welcome

Welcome to the Partner Learning Center

As a member of the Partner Circle, you are eligible to take advantage of a variety of learning opportunities. Via the Partner Training Learning Center you will be able to complete self-paced courses and register for live training events like instructor led training and webcasts.

Check your completed courses

1

Quest + ONE IDENTITY

Home Deal Registration Partner Program Sales/Marketing Training Support

Home > Training > Overview

Training & Certifications

We support our partners with a professional enablement model that combines sales and technical training in key areas of solution specialization. Our programs empower you to sell our innovative solutions and to serve as trusted advisors to our shared customers across the globe.

By investing in our enablement programs, you will develop the knowledge and skills necessary to sell, demonstrate, and implement Quest & One Identity products, as well as deliver related services. These capabilities will drive productivity for your customers and generate revenue for you.

Our programs equally recognize partners that want to be solution specialists in one area of focus or partners that want to expand their business across multiple areas. The role-based curriculum follows industry best practices to deliver modular, scalable training on key solution areas. We offer web-based and instructor-led training according to your needs and solution requirements.

Partner Learning Center

Access our extensive course catalog where you can launch our online courses through our Learning Management System

[Access Training](#)

Sales Enablement

Sales training	Pre-sales Training
With its focus on market analysis, business drivers and product positioning, the training program will help you identify new opportunities and propose the right combination of Quest products to best meet your customers' needs.	Our pre-sales training courses help you to discover how to present, demonstrate and deliver proof-of-concept implementations for Quest's key products. These free courses build upon the sales training offered on the Partner Learning Center.

Services & Delivery

Certified Administrator	Certified Implementation
Administer and manage a Quest & One Identity product in a customer environment	Install, configure and deploy Quest & One Identity products and solutions
- Rapid Recovery	- ActiveRoles Server
- Desktop Authority	- Change Auditor
- NetVault	- ChangeBASE
- Total Privileged Access Management (TPAM) Appliance	- Coexistence Manager for Notes
	- Foglight for Virtualization
	- GroupWise Migrator for Exchange
	- Migrator for Notes to Exchange
	- Migration Manager for Active Directory and Exchange
	- One Identity Manager
	- Total Privileged Access Management (TPAM) Appliance

2

Quest + ONE IDENTITY

Home Training Transcript Calendar Profile

Partner Learning Center

Welcome

Welcome to the Partner Learning Center

As a member of the Partner Circle, you are eligible to take advantage of a variety of learning opportunities. Via the Partner Training Learning Center you will be able to complete self-paced courses and register for live training events like instructor-led training and webcasts.

Enroll for training:

1. Search for training by typing search words in the bar above
2. Check the Training tab to see a library of available courses
3. Click the Course name or Certification anywhere to open it

View lesson content and take the exam:

Once you are enrolled for training, you can view its content by clicking the Training tab then clicking the name of the course. For On Demand training simply follow the requirements for that course to completion.

Feedback to complete the survey at the end of each course!

Your feedback is invaluable to our continued success together! You represent Quest & One Identity every day. Our goal is to ensure you have the knowledge and skills to accelerate your success!

Need help? Contact us via the support pages of the partner portal.

Your Partner Circle Team

FAQs

- All courses showing are current and the correct courses to complete for your accreditations and services certifications. We are in process of updating and rebranding all of our content to Quest and those materials will be published as they are available.
- Work to migrate legacy student course and certification

Available Courseware

- Change Auditor Implementation Certification
- Coexistence Manager for Notes Implementer
- Data Protection Presales Accreditation
- Database Replication Pre-Sales Accredited
- Database Replication Sales Accreditation
- DR Series Systems Administration Certified
- Foglight for Virtualization Enterprise Implementer
- KACE Presales Accreditation
- KACE SMA Implementation - excludes S4
- KACE SMA Service Desk Implementation
- KACE SMA/AMA Core Implementation - I
- Microsoft Platform Management Presales
- Microsoft Platform Management Sales Ac
- Migration Manager 8.13 - Migrating Office
- Migration Manager for Active Directory Im
- Migrator for Notes to Exchange Implementer
- Migrator for Notes to Exchange Implementer
- NetVault Administration Certification
- One Identity - Implementation Professions
- One Identity - Implementation Professions
- One Identity - Implementation Profession
- One Identity - PreSales Accreditation - Ac
- One Identity - PreSales Accreditation - I&K
- One Identity - PreSales Accreditation - Pri
- One Identity - Sales Accreditation - Acces
- One Identity - Sales Accreditation - Ident

Your Enrolled Courses and Certifications

Completed Courseware

- Data Protection Sales Accreditation
- KACE Asset Management Implementation I
- KACE Sales Accreditation

3

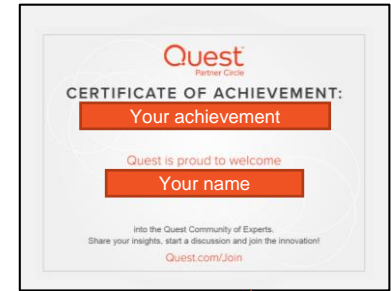
Quest + ONE IDENTITY

Home Training Transcript Calendar Profile

Partner Learning Center

Transcript

Course Name	Status	Date Completed	Type	Score	View Certificate	Certification ID
Data Protection Sales Accreditation - Version 3	Complete	11/15/2017	Certification	100%	View Certificate	6246591
KACE Asset Management Implementation for AMA or SMA - Version 2	Complete	10/30/2017	Certification	100%	View Certificate	5672095
KACE Sales Accreditation - Version 2	Complete	11/17/2017	Certification	100%	View Certificate	7455487



www.quest.com/PartnerTranscript

For each completed curriculum, you will also receive an email confirmation. Your certificate will also be automatically emailed to you.

Quest
Partner Circle

Dear Gregory Raby,

Congratulations! You have successfully completed Coexistence Manager for Notes Implementation Certification.

The certificate of completion for the certification is attached to this email. You can also view and print the certificate at any time by visiting <http://quest.netexam.com/> and clicking on the Transcript tab.

Congratulations again and we appreciate your support of Quest.

Best Regards,
Quest Partner Programs Team

Check the trainings completed in your company

If you are looking for a broader overview of who your Accredited (Sales / Presales) & Certified (Services) team members are, simply go to the **Account Profile page** and check the Program Information section.

Check your company profile today!

>> https://partners.quest.com/English/Reseller/profile/account_profile.aspx

Quest + ONE IDENTITY

Home ▾ Deal Registration ▾ Partner Program ▾ Sales/Marketing ▾ Training ▾ Support ▾

Home > Account Profile

Account Profile

Please update your company profile below as needed. All fields marked with an asterisk (*) are required.

[Manage Team Members](#) [Add a Team Member](#)

➤ Company Details

➤ Business Information

▼ Program Information

Partner Tier: Gold + Distributor: Arrow ECS

Accreditations & Certifications	Team Member
Data Protection Sales Accreditation	hidekatsu hayama
Data Protection Sales Accreditation	Amanda Chen
Data Protection Sales Accreditation	Gregory Raby
DR Series Systems Administration Certification	Christopher Austin
KACE Sales Accreditation	Gregory Raby

[Update your Account Profile](#)

Facebook Twitter LinkedIn YouTube

Copyright © 2017 Quest Software Inc. All rights reserved.
Partner Agreements

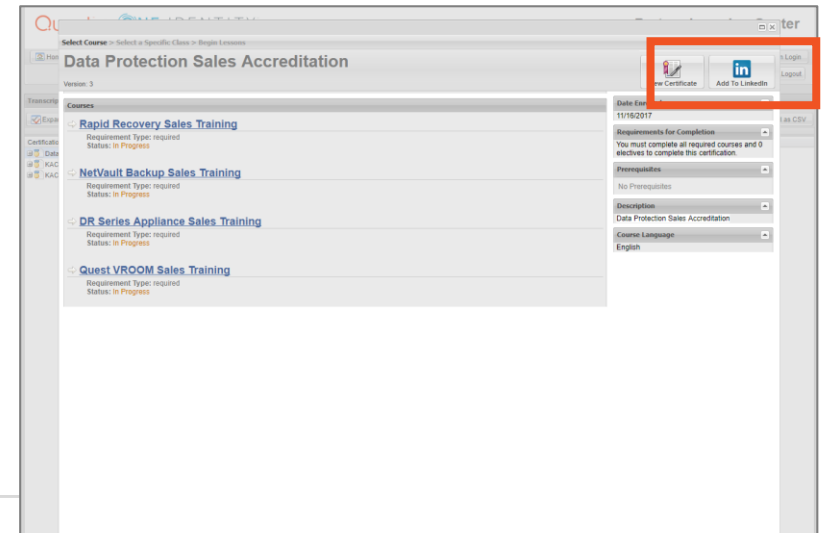
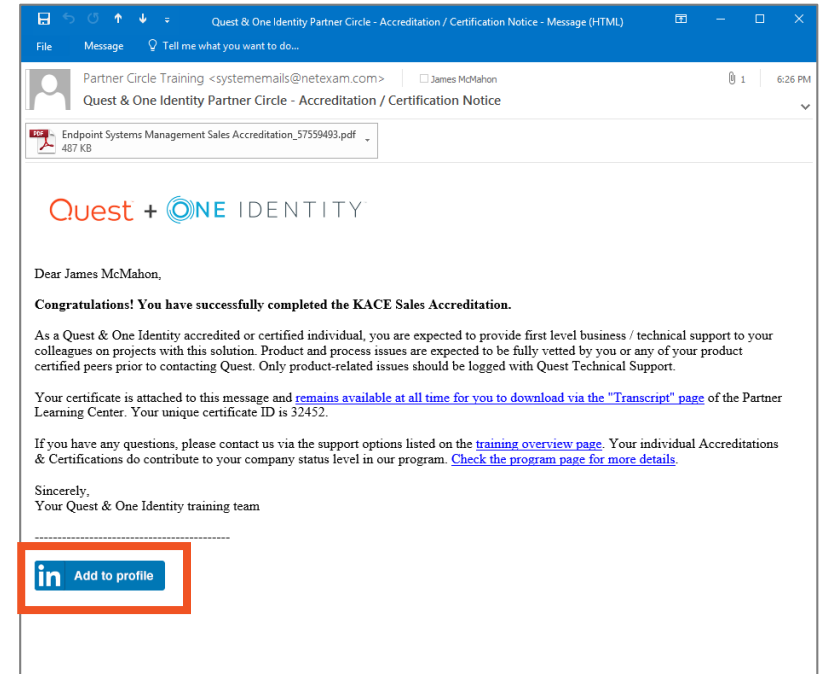
Contact Us
4 Polaris Way
Aliso Viejo, CA 92656
+1-800-306-9329

Promote your skills on LinkedIn

Do not miss out on a chance to update your online resume: LinkedIn!

In your personal completion notification, you will find a link & all the required information so you can post your latest accreditation or certification onto your LinkedIn profile.

This button is also available from the individual learning paths.



Frequently Asked Questions

- **Q : Are all accreditation trainings free of charge and on Demand ?**

A : Yes. Quest & One Identity sales accreditation trainings are free of charge.

- **Q : I successfully completed an accreditation, when will I receive the confirmation ?**

A : You will receive an automated email listing the transcript of the courses you completed. When your company has reached the required number of accredited individuals, you will receive a notification welcoming you as part of this community.

- **Q : Where can I find a list of accredited partners?**

A : On the partner portal, accredited partners can be found via the "Partner Locator". Account administrators can edit some fields via the account settings page.

- **Q : Can I use a single Partner Circle account for all my students ?**

A : No, you will need to create an account for each student, so we can track their individual transcript. We can NOT transfer a training completion from one user to another.

To create a new account, log into the Account settings page of the Partner Portal and select "Add users".

- **Q : How many individuals need to be trained so my company gets promoted ?**

A : Please refer back to the program requirement slide.

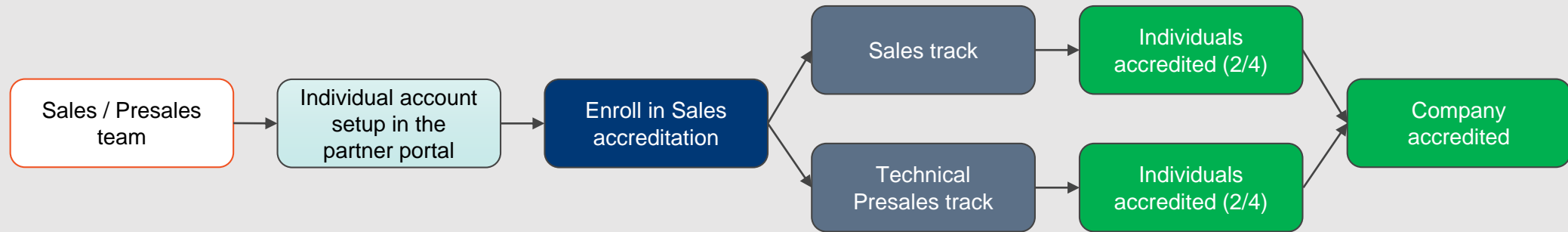
Sales Accreditations

Sales and Presales tracks for Data Protection, KACE, Platform Management (MPM), Information Management and One Identity

Quest



Sales Accreditations path



Partners can earn accreditations by completing training within a specialist area. The accreditations your company holds can increase your Partner Circle status and the level of your benefits. The most vested and committed partners who complete multiple accreditations get more rewards.

There are two levels of training requirements.

- **Silver partners** can be awarded a company-level accreditation if **two unique individuals** (two sales tracks + two technical presales tracks) complete the training requirements.
- At the **Gold & Platinum level**, **four unique individuals** (four sales tracks + four technical presales accreditations) need to complete this training.



Accreditation Requirements

	Required courses for Sales (2/4)	Required courses for Presales (2/4)
<p>Data Protection (~4hrs / ~8hrs)</p>	<ul style="list-style-type: none"> Rapid Recovery Sales Training DR Series Appliance Sales Training NetVault Backup Sales Training Quest VROOM Sales Training <p>Get started!</p>	<ul style="list-style-type: none"> Rapid Recovery (with DL) Presales Overview NetVault Backup Presales Training DR Series Appliance Technical Presales Training Quest VROOM Presales Training Foglight for Virtualization Presales Training Data Protection Portal Overview Training <p>Get started!</p>
<p>Kace (~3hrs / ~4hrs)</p>	<ul style="list-style-type: none"> KACE: Systems Deployment Appliance (SDA) Sales Training KACE: Systems Management Appliance (SMA) Sales Training KACE Solution Portfolio Sales Training Desktop Authority Sales Training Privilege Manager Sales Training <p>Get started!</p>	<ul style="list-style-type: none"> KACE: Systems Management Appliance (SMA) Presales Training KACE: Systems Deployment Appliance (SDA) Presales Training <p>Get started!</p>
<p>Platform Management (~3hrs / ~3hrs)</p>	<ul style="list-style-type: none"> ZeroIMPACT Migration Sales Training Hybrid Active Directory Security (HADS): Foundational Knowledge Basics: Active Directory - Sales Training Quest GPO Admin - Sales Training Quest IT Security Search - Sales Training Quest Recovery Manager for Active Directory Forest Editi <p>Get started!</p>	<ul style="list-style-type: none"> Recovery Manager Suite Presales Training On Demand Technical Overview Migration Manager Suite Presales Overview <p>Get started!</p>

We are vastly refreshing our online trainings. Courses greyed out are either (1) required but not yet deployed or (2) elective. Students completing Accreditations where courses are not yet released will NOT be asked to re-validate their Accreditation(s) when the remaining courses are deployed.

Accreditation Requirements

	Required courses for Sales (2/4)	Required courses for Presales (2/4)
One Identity - Identity Governance	<ul style="list-style-type: none"> Identity Governance Get IAM Right Elevator Pitch Identity Governance - Assessment Test <p>Get started!</p>	<ul style="list-style-type: none"> Identity Manager Value Proposition Introduction to Data Governance <p>Get started!</p>
One Identity - Access Management	<ul style="list-style-type: none"> Access Management Get IAM Right Elevator Pitch Access Management - Assessment Test Introduction to Identity Manager <p>Get started!</p>	<ul style="list-style-type: none"> Active Roles Technical Overview Cloud Access Manager Technical Overview <p>Get started!</p>
One Identity - Privileged Management	<ul style="list-style-type: none"> Privileged Access Management Get IAM Right Elevator Pitch Privileged Access Management - Assessment Test Privileged Management - Value Prop <p>Get started!</p>	<ul style="list-style-type: none"> Total Privileged Access Management (TPAM) – Value Proposition Safeguard for Privileged Passwords Technical Overview <p>Get started!</p>

Accreditation Requirements

	Required courses for Sales	Required courses for Presales
Database Replication (~1.5 hrs)	<ul style="list-style-type: none"> SharePlex Product Overview Sales Training <p style="text-align: right;">Get started!</p>	<ul style="list-style-type: none"> SharePlex Technical Pre-Sales Training <p style="text-align: right;">Get started!</p>
Database Management	<ul style="list-style-type: none"> Toad DataPoint: Feature Functionality Selling Toad for SQL Server Selling Toad for Oracle IM Whiteboard Overview Personas DBA Personas DEV Toad: Feature Functionality <p style="text-align: center;">Coming soon</p>	<ul style="list-style-type: none"> Toad Technical Training
Database Performance Monitoring	<ul style="list-style-type: none"> IM Whiteboard Overview Personas DBA Personas DEV Foglight for Databases: Feature Functionality Spotlight: Feature Functionality Selling Foglight Selling Spotlight <p style="text-align: center;">Not available</p>	<ul style="list-style-type: none"> Foglight Foundation Value Proposition Foglight Foundation User Interface Navigation and Usage

We are vastly refreshing our online trainings. Courses greyed out are either (1) required but not deployed just yet or (2) elective. Students completing Accreditations where courses are not yet released will NOT be asked to re-validate their Accreditation(s) when the remaining courses are deployed.

Services certifications

Quest



Increase Profitability with Services

Choose the option that works best with your business strategy to maximize your business and to help design the right solution for your customers.

Partner Led Delivery

- Generate Revenue
- End to End Customer Ownership
- Develop Quest Expertise

Joint Services Engagement

- Teaming for Success
- Relationship Building
- Best Practice Sharing

Quest Led Delivery

- Resale to Increase \$\$
- Domain Experts
- End User Training Delivery

Achieve Higher Customer Satisfaction

Partner Services Training and Certification Program

Implementation Certification

- One Identity Active Roles (ILT available)
- One Identity Implementation
- ChangeAuditor (ILT available)
- ChangeBASE
- Coexistence Manager for Notes
- Foglight for Virtualization
- GroupWise Migrator for Exchange
- KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration
- KACE Asset Management Implementation for AMA or SMA – Future
- KACE SMA Implementation – excludes Service Desk – Future
- KACE SMA Service Desk Implementation - Future
- Migrator for Notes to Exchange
- Migration Manager for Active Directory (ILT available)
- Migration Manager for Exchange (ILT available)
- Rapid Recovery
- Recovery Manager for AD Forest Edition

Administration Certification

- Rapid Recovery
- DR Series
- NetVault

Questions? Contact

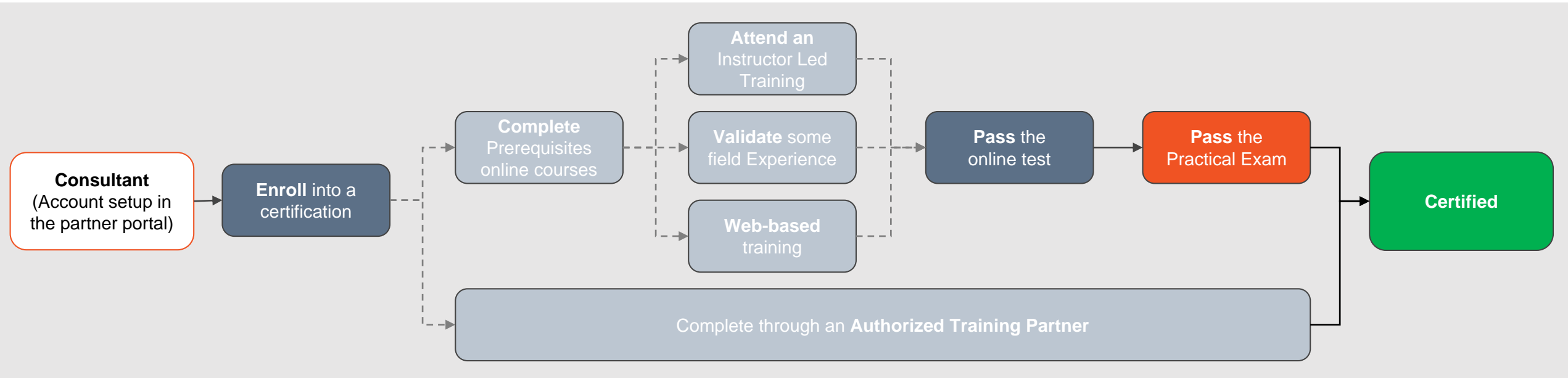
- Partner Enablement
partnertraining@quest.com
- Your Channel Account Manager

Services Certification path

Required, online, free of charge

Requirements vary by certification

Required for implementation certifications



- **Web based tests & trainings** are available for free via the Partner Learning Center.
- The schedule for our **Instructor-Led-Training** is posted on our partner portal. You can book a seat from the [ILT page](#). The cost will vary based on the training course. You will need to travel to a selected location and have completed the online prerequisites first.
- The **practical exam** takes place in a virtual environment & monitored by a proctor. You can book the exam [from the partner portal](#). You can take the exam from your desk.
- We also offer **Virtual Labs** for free if you want to practice further during your training. Check our portal for more info.

 [Get started!](#)

Book an Instructor-Led Training

Quest + ONE IDENTITY

Home ▾ Deal Registration ▾ Partner Program ▾ Sales/Marketing ▾ Training ▾ Support ▾

Home > Training > Services Certifications > Instructor-Led Training Calendar

Instructor-Led Training Calendar

Register and pay for Partner instructor-led technical training

Below is the current global schedule of instructor-led class offerings for Partner Circle field implementation consultants around the world.

Classes are open to all partner consultants who meet the knowledge prerequisites. Registration is handled on a "first come, first served" basis and class sizes are limited.

North America				
Dates	Location	Course Topic(s)	Cost*	Availability
March 13 – 17	Aliso Viejo, CA	Migration Manager for Active Directory & Exchange	\$3600	-
June 19 – 23	Columbus, OH	Migration Manager for Active Directory & Exchange	\$3600	Register now
July 10 – 14	Aliso Viejo, CA	One Identity - Active Roles Implementation and Configuration	\$2916	Register now
August 7 – 11	Columbus, OH	Migration Manager for Active Directory & Exchange	\$3600	Register now
August 7 – 11	Aliso Viejo, CA	One Identity - Introduction to Identity Manager Basics	\$3200	Register now
August 7 – 11	Columbus, OH	One Identity - Web Portal Development	\$3200	Register now

- Overview
- Partner Learning Center
- Sales Accreditations
- Services Certifications
 - Instructor-Led Training Calendar**
 - Practical Examinations

Once your booking is confirmed, we will contact you to cover all practical details (preferred hotels, timings and more) or.

Book a Practical Exam to validate an implementation certification

Quest Partner Circle

Home ▾ Deal Registration ▾ Partner Program Sales/Marketing ▾

Training > Practical Examinations

Practical Examinations

Below is a listing of our practical exams. The exam fees are based on your location. Please click Register Now to view the applicable fees associated with each exam.

Exam	Description	Register
Microsoft Platform Management		
ChangeAuditor Certification Exam	The ChangeAuditor practical certification exam uses a simulated environment to test a student's ability to implement the product. A passing mark on the exam results in implementation certification.	Register now
Coexistence Manager for Notes Certification Exam	The Coexistence Manager for Notes practical certification exam uses a simulated environment to test a student's ability to implement the product. A passing mark on the exam results in implementation certification.	Register now
Migration Manager — Active Directory Certification Exam	The Migration Manager for Active Directory practical certification exam uses a simulated environment to test a student's ability to implement the product. A passing mark on the exam results in implementation certification.	Register now
Migration Manager — Exchange Certification Exam	The Migration Manager for Exchange practical certification exam uses a simulated environment to test a student's ability to implement the product. A passing mark on the exam results in implementation certification.	Register now
Migrator for Notes to Exchange Certification Exam	The Notes Migrator for Exchange practical certification exam uses a simulated environment to test a student's ability to implement the product. A passing mark on the exam results in implementation certification.	Register now
Performance Monitoring		
Foglight for Virtualization	The Foglight for Virtualization practical certification exam uses a simulated environment to test a student's ability to implement the	Register now

Home ▾ Deal Registration ▾ Partner Program ▾ Sales/Marketing ▾ **Training ▾** Support ▾

- Overview
- Partner Learning Center
- Sales Accreditations
- Services Certifications
 - Instructor-Led Training
 - Calendar
 - Practical Examinations**

Once your booking is confirmed, we will contact you with a selection of dates to choose from. This might take a couple of days. After you confirm which date works best for you, we will send you a confirmation and an MS Outlook invite.

Frequently Asked Questions

When to engage ?

- **Q : When should a partner engage with PSO rather than training an internal consultant ?**
A : It is a partner decision. It is usually more efficient to factor the PSO cost in a project VS maintaining internal skill that hardly gets used.
- **Q : When should a partner train an internal consultant rather than contracting PSO ?**
A : It is a partner decision. When the Partner consultant (that was trained by our team) gets certified, the partner is then able to bill that consultant for customer work to add to their profitability. It is a solid return on their original investment.

How to engage ?

- **Q: Is there a required minimum number of students per Instructor-Led session ?**
A: YES, if there are fewer than 4 students in a session, Quest will cancel and refund the students 10 days prior to the course date.
- **Q : My partner has a deal that implies they get trained on a solution ASAP. Can we create a session ?**
A : The PSO team has extremely limited resources with a full planning for months in advance. You may ask for an extra session if conditional to the success of a LARGE deal (documented in your Deal Registration) for 4 students or more.
- **Q : Can Quest deliver trainings at a partner facility ?**
A : No, trainings & certifications are not delivered on site.
- **Q : I took an ILT. I need a receipt to claim my expenses**
A : The PSO organizer can issue this document for you.
- **Q : How can I get an invoice for my trainings / practical Exam ?**
A : Send an email to cs@cleverbridge.com with your booking ID.

Frequently Asked Questions

- **Q: How can I check which courses I have completed?**
A: You can check on your course completions in the Partner Online Learning Center by following the instructions below.
 1. Open the Partner Online Learning Center. On the main page, click Transcript.
 2. In the Search box, enter the course code you would like to confirm, and then click the magnifying glass.
If you have already completed the course it will be marked as complete.
 3. Complete all incomplete courses and be sure to take the assessments to get credit.
- **Q : Can the Exam be booked together with the training ?**
A : No. Consultants might need to do some homework in between the training and the actual exam.

- **Q : I'd like to know the Q&A of the Exam in advance so I can guide the assistance during the course. Where can we get it ?**
A : We're not authorized to circulate the Q&A of our tests.
- **Q : I successfully completed a Services training / exam, will I receive a certificate ?**
A : Your certificate will be available for download and printing from the **Partner Circle Learning Center** within approximately 7 days.

Any other question ? Please contact your Channel Account Manager or PartnerTraining@quest.com

Professional Services (PS)



Some of our products **require** PS. This would be displayed on your price list. Not following this rule will lead to deal / order cancellation.

- Scoping must be done by the PS engagement team (services@quest.com or ServicesInquiry@oneidentity.com)
- For booking Professional Services you will need to sign a STATEMENT OF WORK (SOW) or Services Order Form (SOF) in addition to raising a PO.
- In some cases A PS waiver can be given. This is internal approval to process your license PO without an order for professional services. Your partner manager will assist in obtaining this.

Common reasons for getting a PS waiver are:

- Add on licenses- already bought and installed products
- A certified person from the partner will do the install
- You sign a liability statement

Services-Required Products

- **Microsoft Platform Management**

- Archive Manager
- Coexistence Manager for Notes
- Coexistence Manager for GroupWise
- GroupWise Migrator for Exchange
- NDS Migrator
- Notes Migrator for Exchange/Migrator for Notes to Exchange
- Migration Manager for Active Directory
- Migration Manager for Exchange
- Migration Manager for PST's
- Recovery Manager for Active Directory Forest Edition
- Migration Manager for SharePoint

- **Data Protection**

- NetVault (deals >25K USD)
- Foglight for Virtualization

- **KACE**

- Quickstart required on all new appliance sales

- **Monitoring & Database**

- Foglight
- Foglight Performance Analysis for Oracle
- Foglight Performance Analysis for DB2
- Foglight Performance Analysis for SQL Server
- SharePlex
- Stat
- Kitenga

- **User Workspace Management**

- ChangeBASE Pro/Brower & Ultimate versions

Support.quest.com

Knowledge Base, Technical Documentation, Professional Services,
Video Tutorials and more

Quest



support.quest.com

The screenshot shows the top navigation bar of the Quest Support website. It includes the Quest logo, a search icon, and a user profile icon. The navigation menu contains links for Products, Solutions, Support, Trials, Buy, Partners, and Communities. Below the navigation bar, a welcome message reads: "Welcome, we are now Quest! Learn more about Support at Quest". On the right side, there are links for "Email" and "My Downloads (0)". The main heading "Quest Support" is followed by a search prompt: "Enter your product to find support".

A grid of ten support service icons and descriptions:

- Knowledge Base**: Troubleshoot your issue (Icon: purple document)
- User Forums**: Connect with your peers (Icon: teal cube)
- Download Software**: Download new releases and hot fixes (Icon: orange download arrow)
- Technical Documentation**: Read release notes, guides and manuals (Icon: yellow books)
- Video Tutorials**: Watch how-to's on complex topics (Icon: purple video camera)
- Contact Support**: Create request or see phone number (Icon: green envelope and phone)
- Manage License & Services**: Get licensing assistance (Icon: blue padlock and eye)
- My Account**: Manage your support account (Icon: red person silhouette)
- Professional Services**: Receive expert assistance (Icon: green laptop)
- Training & Certification**: Continue product education (Icon: red gear with checkmark)

Text-based descriptions for support services:

- Transitioning to Quest Support**: Our support site has a new look and a new logo but the same great service.
- Support Guide**: Find everything you need to know about our support services and how to utilize support to maximize your product investment.
- NEW! Partner Support**: Everything our Partners need for effectively engaging with Quest Software Support.
- Support Services**: Find the right level of support to accommodate the unique needs of your organization. Each program provides exceptional value driven by our relentless commitment to customer satisfaction.
- Renew Support**: The Quest Software Support Renewals team can assist you with questions regarding your Support Maintenance contract or upgrading to another support offering.
- Archive Manager**: Quest Support is now on Twitter!
- Active Administrator**: Quest Support is now on Twitter!
- Authentication Services**: Quest Support is now on Twitter!
- Recovery Manager for Exchange**: Quest Support Product Release Notification - Recovery Manager for Exchange 5.8

Virtual demos, online demos &
trial keys

Quest



Software Evaluations

The screenshot displays the Quest + ONE IDENTITY website. The main navigation bar includes links for Home, Deal Registration, Partner Program, Sales/Marketing, Training, and Support. A dropdown menu for Sales/Marketing is open, showing options for MDF & Incentives, Quest, One Identity, and Software Evals. The Software Evals link is highlighted with a red box. The main content area features sections for Software Evaluations, Online Demo Center, Partner Trial Keys, and Virtual Lab. A video player titled 'Learn How to Register a Deal' is also visible. The footer contains contact information and social media links.

Quest + ONE IDENTITY

Home ▾ Deal Registration ▾ Partner Program ▾ Sales/Marketing ▾ Training ▾ Support ▾

Home ▾ Sales/Marketing ▾ Quest ▾ Software Evals

Software Evaluations

We want you to become experts on our products and solutions. And we want that process to be as painless and efficient as possible. That's why we offer numerous options for you to test drive our technology and gain the experience you need to help your customers get the most from our offerings.

Online Demo Center

The Quest Demo Center portal is a cloud platform offering a range of solution demos from across our portfolio. You can use the tool to get hands-on experience with a Quest product or solution, prepare for customer demos and practice demonstrating solutions in the same way as the Quest sales teams. We add and upgrade demos regularly so you can always get experience with the latest product releases. [Request an online demo.](#)

Partner Trial Keys

Quest may offer selected not-for-resale software licenses to Preferred and Premier partners without charge. For your success, we encourage only partners that have achieved a competency certification in software to access trial keys.

- Not for resale (NFR) keys are for use during internal evaluations and product demonstrations in your own demo labs. All NFR keys have a six-month expiration date. These keys are available to our premier and preferred partners.
- Customer evaluation keys are designed to help you showcase our solutions in your customer engagements. These keys will automatically expire after ninety days. All partners have access to these keys.

Virtual Lab

Preferred and Premier partners have access to a virtual environment where they can practice their skills or prepare for a certification.

To request access to the virtual lab, [please contact us.](#)

Learn How to Register a Deal

Quickly learn how to register deals in the new portal. Watch this quick walkthrough to ensure you know how to accurately register opportunities with Quest.

[Watch Now](#)

Contact Us
4 Polaris Way,
Aliso Viejo, CA 92656
+1-800-306-9329

Copyright © 2017 Quest Software Inc. All rights reserved.
[Partner Agreements](#)

Sales/Marketing ▾
MDF & Incentives
Quest
▪ [Solutions](#)
▪ [Software Evals](#)
One Identity
▪ [Solutions](#)
▪ [Software Evals](#)

The Software Evaluations pages is a popular way for partners to get familiar with our solutions. Get access to **online demos**, download **trial keys** or try them out in a **Virtual Lab**.

[Get started!](#)

Online Demo Center

Partners can schedule demos online, free of charge, whenever they need them:

- Straightforward interface
- 50+ virtual environment available across all BUs
- Accessible via a browser
- All active partners are eligible
- Participation is tracked for future follow up
- Currently in private beta testing.

[Home > Sales & Marketing > Software Evals](#)

Quest + ONE IDENTITY

Home > Deal Registration > Partner Program > SalesM

Home > Sales/Marketing > Quest > Software Evals

Software Evaluations

We want you to become experts on our products and solutions. And we want that process to be as painless as possible. That's why we offer numerous options for you to test drive our technology and gain the experience to help your customers get the most from our offerings.

Online Demo Center

The Quest Demo Center portal is a cloud platform offering a range of solution demos from across our portfolio. Use the tool to get hands on experience with a Quest product or solution, prepare for customer demos and practice demonstrating solutions in the same way as the Quest sales teams. We add and upgrade demos regularly so you can always get experience with the latest product releases.

To request an online demo, contact PartnerCircle@quest.com

Partner Trial Keys

Quest may offer selected not-for-resale software licenses to Preferred and Premier partners without charge. For your success, we encourage only partners that have achieved a competency certification in software to access trial keys.

- Not for resale (NFR) keys are for use during internal evaluations and product demonstrations in your own internal lab. All NFR keys have a six-month expiration date. These keys are available to our premier and preferred partners.
- Customer evaluation keys are designed to help you showcase our solutions in your customer engagement programs. These keys will automatically expire after ninety days. All partners have access to these keys.

Virtual Lab

Preferred and Premier partners have access to a virtual environment where they can practice their skills or prepare for certification.

To request access to the virtual lab, please contact us.

Learn How to Register a Deal

Quickly learn how to register deals in the new portal. Watch this quick walkthrough to ensure you know how to accurately register opportunities in the Quest.

Asset Manager

An error has occurred
We are sorry for the inconvenience
[Return to the main page](#)

Error description:
Your session has expired. Please login again to continue.

Host Name: MEM01
IP Address: 10.0.0.4
Login Domain: O365BCFT
User Name: Administrator
Lab Name: ChangeBASE & Asset Manager

Quest + ONE IDENTITY

Home > Deal Registration > Partner Program > SalesM

Home > Sales/Marketing > Quest > Software Evals

Software Evaluations

Online Demo Center

Schedule a demo

Chose amongst 50 different online demos hosted within our technology center.

[Add an environment](#)

Demo Calendar

You have [X] demo scheduled at this point.

1. [\[Image name\] - \[Date\]](#)
2. [\[Image name\] - \[Date\]](#)
3. [\[Image name\] - \[Date\]](#)

© 2017 Quest Software Inc. ALL RIGHTS RESERVED. [Terms of Use](#) [Privacy](#) [Contact Technical Support](#)

Partner Trial Keys

Virtual Lab

Learn How to Register a Deal

Contact Us

4 Polaris Way,
Aliso Viejo, CA 92656
+1-800-306-9329

Copyright © 2017 Quest Software Inc. All rights reserved.
[Reseller Agreement](#)

Demo keys

Eligible Partners can request trial keys for demo and testing purpose:

- NFR keys: internal evaluations and product demonstrations in your own demo labs
- CE keys: showcase our solutions in your customer engagements

Home > Sales & Marketing > Software Evals

Quest + ONE IDENTITY

Home > Deal Registration > Partner P

Home > Sales/Marketing > Quest > Software Evals

Software Evaluations

We want you to become experts on our products and solutions. And we want that process as possible. That's why we offer numerous options for you to test drive our technology to help your customers get the most from our offerings.

Online Demos

The Quest Partner portal is a cloud platform offering a range of solution demos for you to use the tool. Hands on experience with a Quest product or solution, prepare for customer demonstrations in the same way as the Quest sales teams. We add and upgrade demos always get you up to date with the latest product releases.

To request an online demo, contact PartnerCircle@quest.com

Partner Trial Keys

Quest may offer selected not-for-resale software licenses to Preferred and Premier partners. We encourage only partners that have achieved a competency certification in the relevant product area to request these keys.

- Not for resale (NFR) keys are for use during internal evaluations and product demonstrations. All NFR keys have a six-month expiration date. These keys are available to our Preferred and Premier partners.
- Customer evaluation keys are designed to help you showcase our solutions in your own demo labs. These keys will automatically expire after ninety days. All partners have access to these keys.

Virtual Lab

Preferred and Premier partners have access to a virtual environment where they can test our solutions. To request access to the virtual lab, please contact us.

Learn How to Register a Deal

Quickly learn how to register deals in the new portal. Watch this quick walkthrough to ensure you know how to accurately register deals.

Copyright © 2017 Quest Software Inc. All rights reserved.

Reseller Agreement

Quest + ONE IDENTITY (Gregory Raby) Logout

Request NFR Keys

- View and select the product(s) you require NFR keys for. If you are interested in a product that is not listed here, please contact us at partnercircle@quest.com
- Read and accept the [Software License Agreement \(SLA\)](#) which specifies that:
 - the products are for internal partner use only - this includes partner training, partner lab testing, internal product evaluation, product demonstration
 - the products are not to be installed or used in a customer lab or live environment
- Click Submit

Data Protection

- DR2000v
- Foglight for Storage Management
- Foglight for Virtualization, Enterprise Edition
- NetVault Backup
- Rapid Recovery Backup and Replication
- vRanger Backup & Replication

Database Management

- Benchmark Factory
- Foglight for Oracle Performance Investigator Edition
- Foglight for SQL Server SQL Performance Investigator Edition
- Foglight Performance Analysis for DB2
- InTrust
- LiteSpeed for SQL Server
- SharePlex for Oracle

End Point Systems Management

- Desktop Authority
- KACE Systems Deployment Appliance
- KACE Systems Management Appliance

Microsoft Platform Management

- Active Administrator
- Active Administrator for Active Directory Health
- Active Administrator for Azure Active Directory
- Active Administrator for DNS Management
- Archive Manager
- Asset Manager
- Change Auditor for Suite (Change Auditor)

One Identity

- Active Roles
- Authentication Services
- Enterprise Single Sign-on
- Identity Manager
- Identity Manager Data Governance Edition
- One Identity Cloud Access Manager
- One Identity Defender

I have read and agree with the terms provided in the [Partner Not-for-Resale Key Program Software License Agreement](#).

Submit

About Us: Quest, Careers, Contact Us, News

Resources: Documents, Events, Videos

Support: Technical Support, Professional Services, Training & Certification, Renewal Support

Social Networks: Facebook, Google+, LinkedIn, Twitter

© 2016 Quest Inc. ALL RIGHTS RESERVED. [Terms of Use](#) [Privacy](#) [Feedback](#)

Virtual Lab

Eligible Partners can request access to our Virtual Lab:

- 50+ fully functional Virtual machines, including the latest versions of our products.
- Access your private lab from your desk for up to 3 consecutive days.

[Home > Sales & Marketing > Software Evals](#)

Quest + ONE IDENTITY

Home > Deal Registration > Partner Program > Sales/Marketing > Training > Support >

Home > Sales/Marketing > Quest > Software Evals

Software Evaluations

We want you to become experts on our products and solutions. And we want it as possible. That's why we offer numerous options for you to test drive our technology to help your customers get the most from our offerings.

Online Demo Center

The Quest Demo Center portal is a cloud platform offering a range of solutions. Use the tool to get hands on experience with a Quest product or solution, preparing demonstrating solutions in the same way as the Quest sales teams. We add always get experience with the latest product releases.

To request an online demo, contact PartnerCircle@quest.com

Virtual Lab

Preferred and Premier partners have access to a virtual environment where they can practice their skills or prepare for a certification.

To request access to the virtual lab, please contact us.

Learn How to Register a Deal

Quickly learn how to register deals in the new portal. Watch this quick walkthrough to ensure you know how to accurately register opportunities with Quest.

[Watch Now](#)

Host Name: MEM01
IP Address: 10.0.0.2
Login Domain: QSOFT
User Name: Administrator
Lab Name: ChangeBASE & Asset Manager

Contact Us
4 Polaris Way,
Aliso Viejo, CA 92656
+1-800-306-9329

Copyright © 2017 Quest Software Inc. All rights reserved.
Reseller Agreement

Services Certification Maps

Quest



Data Protection

DR Series Systems Administration Certification

Course Name	Required	Format
DR Series Systems Administration - Web Based Training OR DR Series Systems Administration – Instructor Led Training		WBT ILT
DR Series System Administration - Test	Y	WBT



DID YOU KNOW?

On the DR Series System Administration Instructor-led course, students will receive lecture in the classroom, but the labs will be through simulations launched from this listed course

NetVault Administration Certification

Course Name	Required	Format
NetVault Backup Administration: Introduction	Y	WBT
NetVault Backup Administration: Basic Operation	Y	WBT
NetVault Backup Advanced Administration: Part 1	Y	WBT
NetVault Backup Advanced Administration: Part 2	Y	WBT



DID YOU KNOW?

For the NetVault Backup Administration entries listed, each one has a web based training and online test. The online tests are required.

Foglight for Virtualization Enterprise Implementation Certification

Course Name	Required	Format
Foglight for Virtualization Enterprise Edition 8.x - Instructor-led Training		ILT
Foglight for Virtualization Enterprise Edition 8.x Implementation - Test	Y	WBT
Foglight for Virtualization Enterprise Implementation - Practical Exam	Y	Virtual
Foglight for Virtualization Enterprise Implementation - Field Experience	Y	FE

DID YOU KNOW?

The “**Foglight for Virtualization Enterprise** Edition 8.x Administration – Test” is temporarily unavailable and will be refreshed ETA late November 2017.

To validate your “**Field Experience**”, please engage with your Channel Account Manager and Professional Services contacts.



Rapid Recovery Administration Certification

Course Name	Required	Format
Rapid Recovery Basic Administration - Web-based Training OR Rapid Recovery Basic Administration - Instructor-led Training		WBT ILT
Rapid Recovery Basic Administration - Test	Y	WBT
Rapid Recovery Advanced Administration - Web-based Training OR Rapid Recovery Advanced Administration - Instructor-led Training		WBT ILT
Rapid Recovery Advanced Administration – Test	Y	WBT
Data Protection Portal Overview Training		WBT
DL Appliances Administration – Web-based Training OR DL Appliances Administration – Instructor-led Training		WBT ILT



Rapid Recovery Implementation Certification

Course Name	Required	Format
Rapid Recovery Basic Administration - Web-based Training OR Rapid Recovery Basic Administration - Instructor-led Training		WBT ILT
Rapid Recovery Basic Administration - Test	Y	WBT
Rapid Recovery Advanced Administration - Web-based Training OR Rapid Recovery Advanced Administration - Instructor-led Training		WBT ILT
Rapid Recovery Advanced Administration - Test	Y	WBT
Rapid Recovery Implementation - Practical Exam	Y	Virtual
Data Protection Portal Overview Training		WBT
DL Appliances Administration – Web-based Training OR DL Appliances Administration – Instructor-led Training		WBT ILT



KACE

Quest™

KACE SMA/AMA Certifications

The Certifications

- The KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification is Now Available!
- The following Certifications are on the development roadmap:
- KACE Asset Management Implementation for AMA or SMA Certification
- KACE SMA Implementation – excludes Service Desk Certification
- KACE SMA Service Desk Implementation Certification
- Exceptions for partner services delivery approved by regional leaders while the full four implementation certification program is in development.

Proof of Concept (POC)

Partners will learn about POCs in the Presales training. In order to deliver a basic POC however, partners must complete the KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification.

Parameters

- Completion of a customer implementation may require all categories of certification to be completed to satisfy the customer's implementation requirements based on the complexity of the engagement.
- Once a partner is certified at any given level they need to fully understand the customer's requirements before committing solely to the implementation. Quest resources may be available to supplement the engagement.
- For the KACE course entries listed, each one has a web based training and an online test. The online tests are required.

KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification

After completion of SMA/AMA Core the partner can deliver a basic setup and initial configuration for SMA and AMA.

Course Name*	Required	Format
KACE – SMA Course 1 – Installing the KACE Systems Management Appliance – Web-based Training	Y	WBT
KACE – SMA Course 2 - Installing the KACE SMA Agent – Web-based Training	Y	WBT
KACE – SMA Course 3 - Appliance Fundamentals – Web-based Training	Y	WBT
KACE – SMA/AMA Core Implementation – Basic Setup & Initial Configuration – Practical Exam	Y	Virtual
KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration – Field Experience		FE

Notes

- Course 1, 2 and 3 should be taken in this order.
- In order to deliver a basic POC partners must complete the KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification

DID YOU KNOW?

To validate your “Field Experience”, please engage with your Channel Account Manager and Professional Services contacts.



KACE Asset Management Implementation for AMA or SMA Certification

After completion of SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification and Asset Management Implementation Curriculum the partner can deliver remote and onsite implementation of AMA or SMA Asset Management.

Course Name	Required	Format
KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification	Prerequisite	
<u>Asset Management Implementation Curriculum follows</u>		
Course 6: Agentless Device Management	Future	WBT
Course 8: Asset Management	Future	WBT
Course 10: Reporting and Notification	Future	WBT
Course 11: KACE GO Mobile App	Future	WBT
Asset Management Implementation practical exam	Future	Virtual
KACE Asset Management Implementation for AMA or SMA - Field Experience		FE

DID YOU KNOW?

To validate your “Field Experience”, please engage with your Channel Account Manager and Professional Services contacts.

KACE SMA Implementation – excludes Service Desk Certification

After completion of SMA/AMA Core Implementation - Basic Setup & Initial Configuration Certification, KACE Asset Management Implementation for AMA or SMA Certification, and Security and Distribution Curriculum the partner can deliver remote and onsite implementation on SMA excluding Service Desk.

Course Name	Required	Format
KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification	Prerequisite	
KACE Asset Management Implementation for AMA or SMA Certification	Y	
<u>Security and Distribution Curriculum Follows</u>		
KACE – SMA Course 4 Agent Managed Device Security – Web-based Training	Y	WBT
Course 5: Performing Distributions	Future	WBT
Course 9: Vulnerability Scanning (Oval and SCAP)	Future	WBT
Security and Distribution Practical Exam	Future	Virtual
KACE SMA Implementation - excludes Service Desk - Field Experience		FE

DID YOU KNOW?

To validate your “Field Experience”, please engage with your Channel Account Manager and Professional Services contacts.

KACE SMA Service Desk Implementation Certification

After completion of the Service Desk Implementation certification, the partner can do remote and onsite Service Desk implementations.

Note: If implementation requires work beyond Service Desk, partner must have a Service Desk certified team member and an SMA certified team member on the customer engagement.

Course Name	Required	Format
Service Desk Course(s)	Future	WBT
Service Desk Practical Exam	Future	Virtual
KACE SMA Service Desk Implementation - Field Experience		FE

DID YOU KNOW?

To validate your “Field Experience”, please engage with your Channel Account Manager and Professional Services contacts.

Information Management

SharePlex for Oracle Administration

Course Name	Required	Format
Checking and Configuring Your SharePlex Environment	Y	WBT
Optimizing and Troubleshooting Your SharePlex Environment SharePlex	Y	WBT



Toad

Toad for Oracle Database Administrators (DBAs)

Course Name	Required	Format
Toad for Oracle Fundamentals	Y	WBT
Toad for Oracle DBAs – Change Management	Y	WBT
Toad for Oracle DBAs – Database Maintenance	Y	WBT
Toad for Oracle DBAs – Performance Management	Y	WBT
Toad for Oracle 12.7 Product Release Update.		WBT

Toad for Oracle Developers

Course Name	Required	Format
Toad for Oracle Fundamentals	Y	WBT
Functional Code Testing and Debugging - Web-based Training		WBT
Functional Code Testing and Debugging - Test	Y	WBT
Version Control and Code Reviews - Web-based Training		WBT
Version Control and Code Reviews - Test	Y	WBT
PL/SQL Profiling and SQL Optimization-Web-based Training		WBT
PL/SQL Profiling and SQL Optimization Test	Y	WBT
Toad for Oracle 12.7 Product Release Update.		WBT

Platform Management

Asset Manager Implementation Training

Course Name	Required	Format
Asset Manager 9.5 Implementation - Web-based Training	Y	WBT
Asset Manager 9.5 Implementation - Test	Y	WBT



ChangeAuditor Implementation Certification

Course Name	Required	Format
ChangeAuditor Deployment, Configuration and Integration - Instructor-led Training	Y	ILT
ChangeAuditor 6.6 - Test	Y	WBT
ChangeAuditor Deployment, Configuration and Integration – Practical Exam	Y	Virtual
Change Auditor 6.9 Product Release Update Training		WBT



ChangeBASE Implementation Certification(s)

ChangeBASE Browser

Course Name	Required	Format
ChangeBASE Browser 6.3 Implementation - Web-based Training		WBT
ChangeBASE Browser 6.3 - Test	Y	WBT
ChangeBASE Browser Implementation - Field Experience	Y	FE
ChangeBASE 6.3 Product Release Update		WBT

ChangeBASE Professional

Course Name	Required	Format
ChangeBASE Professional 6.3 Implementation - Web-based Training		WBT
ChangeBASE Professional 6.3 - Test	Y	WBT
ChangeBASE Professional - Field Experience	Y	FE
ChangeBASE 6.3 Product Release Update		WBT

ChangeBASE Ultimate

Course Name	Required	Format
ChangeBASE Ultimate 6.3 Implementation - Web-based Training		WBT
ChangeBASE Ultimate 6.3- Test	Y	WBT
ChangeBASE Ultimate - Field Experience	Y	FE
ChangeBASE 6.3 Product Release Update		WBT

Coexistence Manager for Notes Implementation Certification

Course Name	Required	Format
Lotus Notes & Exchange Coexistence Fundamentals - Web-based Training	Y	WBT
Coexistence Manager for Notes 3.6.1 - Web-based Training OR Coexistence Manager for Notes - Instructor-led Training		WBT ILT
Coexistence Manager for Notes - Test	Y	WBT
Coexistence Manager for Notes - Practical Exam	Y	Virtual
Coexistence Manager for Notes Coexisting with Office 365 - Web-based Training		WBT
Coexistence Manager for Notes Coexisting with Office 365 - Test	Y	WBT



GroupWise Migrator for Exchange Implementation Certification

Course Name	Required	Format
GroupWise Migration and Coexistence Fundamentals - Web-based Training	Y	WBT
GroupWise Migrator for Exchange 4.2 - Web-based Training	Y	WBT
GroupWise Migrator for Exchange 4.2 - Test	Y	WBT
GroupWise Migrator - Field Experience	Y	FE
GroupWise Migrator for Exchange 4.3 - Product Release Update		WBT



DID YOU KNOW?

To validate your “Field Experience”, please engage with your Channel Account Manager and Professional Services contacts.

Migration Manager - Migrating Office 365 Implementation

Course Name	Required	Format
Migration Manager for Active Directory 8.12 - Test	Y	WBT
Migration Manager for Exchange 8.12- Test	Y	WBT
Migration Manager 8.13 - Migrating to Office 365-Web-based Training	Y	WBT
Migration Manager 8.13 - Migrating to Office 365-Test	Y	WBT
Migration Manager 8.13 Product Release Update Training		WBT



Migrator for Notes to Exchange Implementation Certification

Course Name	Required	Format
Lotus Notes & Exchange Coexistence Fundamentals - Web-based Training	Y	WBT
Migrator for Notes to Exchange 4.12 - Web-based Training OR Migrator for Notes to Exchange 4.12 – Instructor Led Training		WBT ILT
Migrator for Notes to Exchange 4.12 - Test	Y	WBT
Migrator for Notes to Exchange 4.12 - Practical Exam	Y	Virtual
Migrator for Notes to Exchange 4.14 Product Release Update - Web-based Training		WBT



Migration Manager for Active Directory Implementation Certification

As of Q3FY18, the MMAD certification is **only** available through LeadThemConsulting - no longer via the Partner Learning Center.

What's changing?

- The ILT is now a VTC (virtual training center) serving all regions.
 - Every training session is comprised of PowerPoint-driven lectures, “hands-on” labs, and a test at the end of every lab.
 - Each student has access to its own server.
- More frequent / on demand classes for our partners.
- Refreshed training material.

What persists?

- Consultants - with an active partner portal account - will still get the official Quest certificate.



Migration Manager for Exchange Implementation Certification

As of Q3FY18, the MMEX certification is **only** available through LeadThemConsulting - no longer via the Partner Learning Center.

What's changing?

- The ILT is now a VTC (virtual training center) serving all regions.
 - Every training session is comprised of PowerPoint-driven lectures, “hands-on” labs, and a test at the end of every lab.
 - Each student has access to its own server.
- More frequent / on demand classes for our partners.
- Refreshed training material.

What persists?

- Consultants - with an active partner portal account - will still get the official Quest certificate.



[Get started!](#)

Recovery Manager for Active Directory Forest Edition Implementation Certification

As of Q3FY18, the RMAD Forest Edition certification is **only** available through LeadThemConsulting - no longer via the Partner Learning Center.

What's changing?

- The ILT is now a VTC (virtual training center) serving all regions.
 - Every training session is comprised of PowerPoint-driven lectures, “hands-on” labs, and a test at the end of every lab.
 - Each student has access to its own server.
- More frequent / on demand classes for our partners.
- Refreshed training material.

What persists?

- Consultants - with an active partner portal account - will still get the official Quest certificate.



One Identity

Quest™

Active Roles Implementation Certification

Course Name	Required	Format
ActiveRoles Server Implementation - Instructor-led Training	Y	ILT
ActiveRoles Server - Test	Y	WBT
ActiveRoles Server - Practical Exam	Y	Virtual
AD Administration using the ActiveRoles Server Web Interface - Web-based Training		WBT
ActiveRoles Server 6.8 Product Release Update - Web-based Training		WBT

TPAM Appliance Implementation Certification

Course Name	Required	Format
TPAM 2.5 Appliance Implementation and Administration – Instructor-led Training	Y	ILT
TPAM 2.5 Appliance Implementation and Administration – Test	Y	WBT
TPAM Appliance – Practical Exam	Y	WBT

Identity Manager Implementation Consultant (#IC) Certification

Course Name	Required	Format
Identity Manager 7 Overview and Architecture - Web-based Training	Y	WBT
Identity Manager 7 Implementation - Instructor-led Training	Y	ILT
Identity Manager 7 Implementation - Test	Y	WBT
Identity Manager Implementation - Field Experience	Y	FE

DID YOU KNOW?

To validate your “Field Experience”, please engage with your Channel Account Manager and Professional Services contacts.