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

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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

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)

4

Note: Although Proof of Concept information is presented in relevant Presales courses, for partners to deliver a Proof of Concept, Services level training is required.

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Delivery

Online

Instructor Led

Program eligibility

Eligible

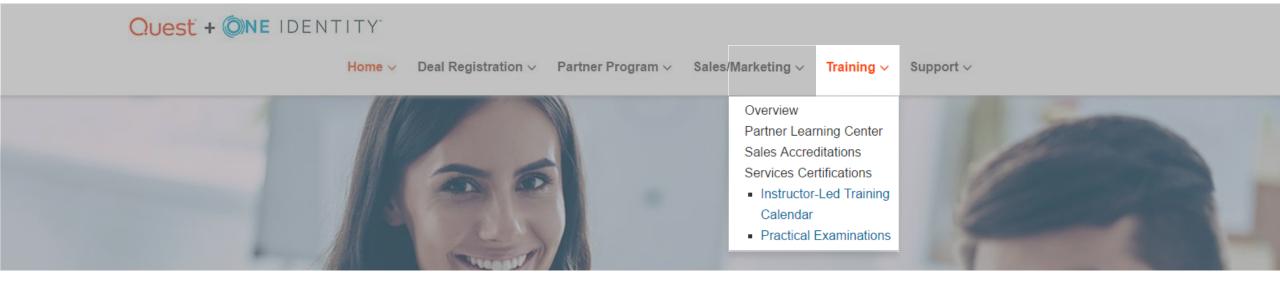**Not Eligible**

Audience

PRE/SALES

SERVICES

Access the Partner
Learning Center
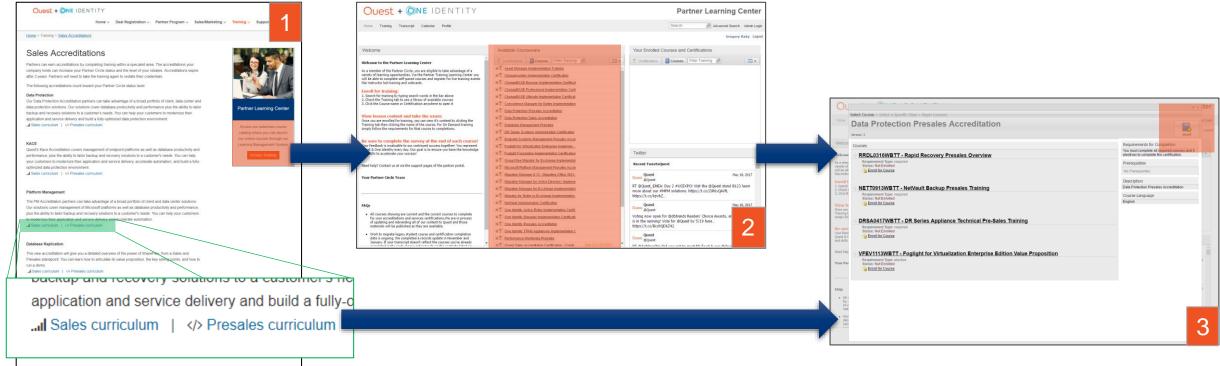
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Training section

- **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.
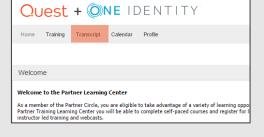
Enroll in a curriculum to take courses
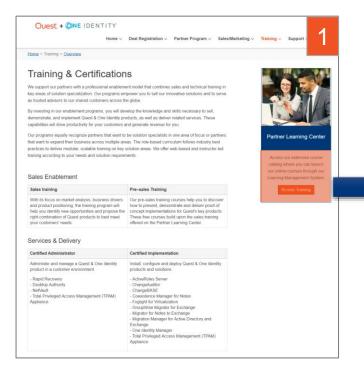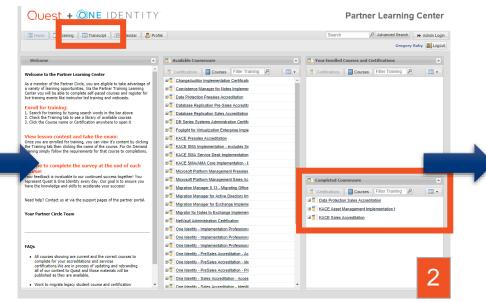

1

2

3

www.quest.com/partnerlearningcenter

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

Check your completed courses

www.quest.com/PartnerTranscript

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

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

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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.

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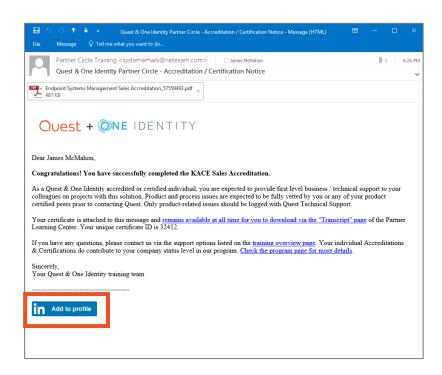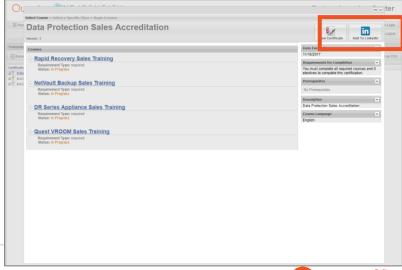 **A :** You will receive an automated email listing the transcript of the courses you completed. When your company has reached the required number of accredited individuals, you will receive a notification welcoming you as part of this community.

- **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.

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Sales Accreditations

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

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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.

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Accreditation Requirements

	Required courses for **Sales** (2/4)	Required courses for **Presales** (2/4)
Data Protection (~4hrs / ~8hrs)	• Rapid Recovery Sales Training • DR Series Appliance Sales Training • NetVault Backup Sales Training • Quest VROOM Sales Training **Get started!**	• 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 **Get started!**
Kace (~3hrs / ~4hrs)	• 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 **Get started!**	• KACE: Systems Management Appliance (SMA) Presales Training • KACE: Systems Deployment Appliance (SDA) Presales Training **Get started!**
Platform Management (~3hrs / ~3hrs)	• 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 Editio **Get started!**	• Recovery Manager Suite Presales Training • On Demand Technical Overview • Migration Manager Suite Presales Overview **Get started!**

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	• Identity Governance • Get IAM Right Elevator Pitch • Identity Governance - Assessment Test **Get started!**	• Identity Manager Value Proposition • Introduction to Data Governance **Get started!**
One Identity - Access Management	• Access Management • Get IAM Right Elevator Pitch • Access Management - Assessment Test • Introduction to Identity Manager **Get started!**	• Active Roles Technical Overview • Cloud Access Manager Technical Overview **Get started!**
One Identity - Privileged Management	• Privileged Access Management • Get IAM Right Elevator Pitch • Privileged Access Management - Assessment Test • Privileged Management - Value Prop **Get started!**	• Total Privileged Access Management (TPAM) – Value Proposition • Safeguard for Privileged Passwords Technical Overview **Get started!**

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Accreditation Requirements

	Required courses for **Sales**	Required courses for **Presales**
Database Replication (~1.5 hrs)	• SharePlex Product Overview Sales Training **Get started!**	• SharePlex Technical Pre-Sales Training **Get started!**
Database Management	• Toad DataPoint: Feature Functionality • Selling Toad for SQL Server • Selling Toad for Oracle • IM Whiteboard Overview • Personas DBA • Personas DEV • Toad: Feature Functionality Coming soon	• Toad Technical Training
Database Performance Monitoring	• IM Whiteboard Overview • Personas DBA • Personas DEV • Foglight for Databases: Feature Functionality • Spotlight: Feature Functionality • Selling Foglight • Selling Spotlight Not available	• 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

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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

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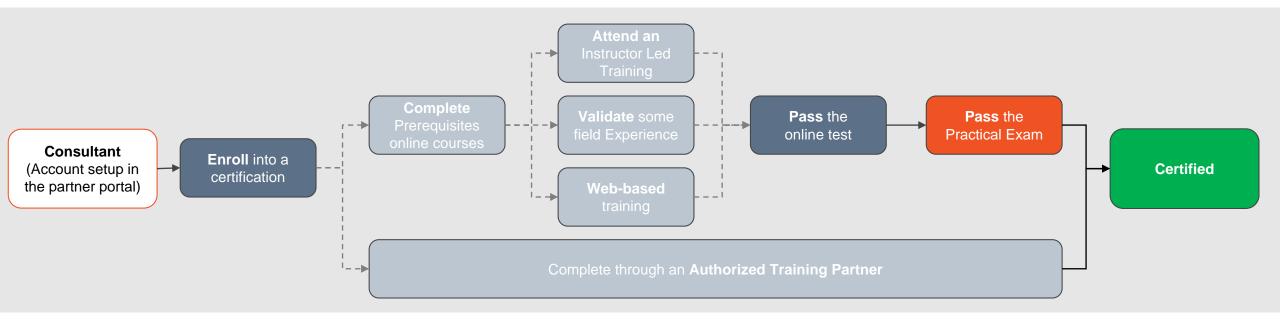- Partner Enablement partnertraining@quest.com
- Your Channel Account Manager

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Services Certification path

Consultant (Account setup in the partner portal) → Enroll into a certification → Complete Prerequisites online courses → Attend an Instructor Led Training / Validate some field Experience / Web-based training → Pass the online test → Pass the Practical Exam → Certified

Complete through an **Authorized Training Partner**

- **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!

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Book an Instructor-Led Training

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

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Book a Practical Exam to validate an implementation certification

Once your booking is confirmed, we will contact you with a selection of dates to chose 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.

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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.

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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

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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

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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**
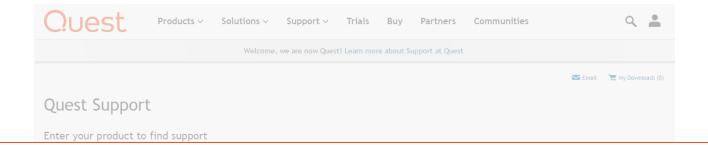 - ChangeBASE Pro/Brower & Ultimate versions

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Support.quest.com

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

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Products ˅   Solutions ˅   Support ˅   Trials   Buy   Partners   Communities

Welcome, we are now Quest! Learn more about Support at Quest

✉ Email   🛒 My Downloads (0)

Quest Support

Enter your product to find support

Knowledge Base
Troubleshoot your issue

User Forums
Connect with your peers

Download Software
Download new releases and hot fixes

Technical Documentation
Read release notes, guides and manuals

Video Tutorials
Watch how-to's on complex topics

Contact Support
Create request or see phone number

Manage License & Services
Get licensing assistance

My Account
Manage your support account

Professional Services
Receive expert assistance

Training & Certification
Continue product education

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

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Virtual demos, online demos & trial keys

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Software Evaluations

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

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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

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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

Services Certification Maps

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Data Protection

DR Series Systems Administration Certification

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

▶ **Get started!**

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

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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

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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.

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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.

▶ **Get started!**

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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

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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

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KACE

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.

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.

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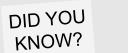
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KACE SMA/AMA Core Implementation – Basic Setup & Initial Configuration Certification

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

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DID YOU KNOW?

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

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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	
Asset Management Implementation Curriculum follows		
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.

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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	
Security and Distribution Curriculum Follows		
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.

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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.

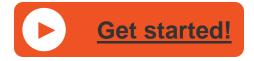| Course Name	Required	Format
Service Desk Course(s)	Future	WBT
Service Desk Practical Exam	Future	Virtual
KACE SMA Service Desk Implementation - Field Experience		FE

DID YOU KNOW?

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

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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

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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

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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

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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

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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

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Coexistence Manager for Notes Implementation Certification

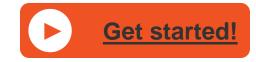| Course Name	Required	Format
Lotus Notes & Exchange Coexistence Fundamentals - Web-based Training	Y	WBT
Coexistence Manager for Notes 3.6.1 - Web-based Training OR Coexistence Manager for Notes - Instructor-led Training		WBT ILT
Coexistence Manager for Notes - Test	Y	WBT
Coexistence Manager for Notes - 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

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GroupWise Migrator for Exchange Implementation Certification

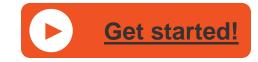| Course Name	Required	Format
GroupWise Migration and Coexistence Fundamentals - Web-based Training	Y	WBT
GroupWise Migrator for Exchange 4.2 - Web-based Training	Y	WBT
GroupWise Migrator for Exchange 4.2 - Test	Y	WBT
GroupWise Migrator - Field Experience	Y	FE
GroupWise Migrator for Exchange 4.3 - Product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

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

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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

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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

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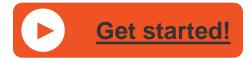# Migration Manager for Active Directory Implementation Certification

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.

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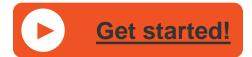# Migration Manager for Exchange Implementation Certification

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.

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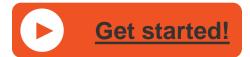# Recovery Manager for Active Directory Forest Edition Implementation Certification

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.

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One Identity

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

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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

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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.

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