AvePoint Certification Bootcamp Program

Objective

The AvePoint Certification Bootcamp is intended to provide classroom style training for large groups of Partners. This program will provide a scalable option for partners to be prepped to pass AvePoint Certifications thought instructor led training over a **6-week program** with a **2-hour commitment** per week.

Benefits

Partners who graduate from this program will receive the following incentives:

| 3 Free Migration Licenses

(up to 1000 users per project) | MDF Funds Availabilty

(Based on completion of Success Plan) | Exclusive Bootcamp Class Q&A Email Address

(24 Response SLA) | Fast Track Completion of Sales & Technical Certification Courses |
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Graduation Criteria

To graduate a student must complete the following tasks:

Participation

1. Attend at least 3/6 sessions

Certification

1. Attain at least two certifications during the duration of the class

Bootcamp Schedule

Class starts will run on a quarterly basis 6 weeks after the last date of quarter:

May 9th	August 8th	November 14th	February 14th

Bootcamp Course Curriculum

Week	Course Name	Agenda	Class Materials	After Class...
1	**Orientation**	• Introduction • Course Overview • Economic Opportunity w/AvePoint • Introductions to PI, Backup, and Fly • Understanding the Secure Collaboration Story • Solution Deployment & Partner Service Examples • Class Q&A	• PDF of Class Agenda • Bootcamp Q&A Email Address	Discuss AvePoint Economic Opportunity with your Team.
2	**Sales Professional** – Cloud Backup, Fly Migrator, Policies & Insights	• Identifying Sales Opportunities • Positioning and Solution Building • Typical Sales Cycle • Building a "Better Together" Story • Competitive Landscape • Overcoming Common Objections • Class Q&A	• Solution Battlecard • Sales Professional Cert Guide • Presentation Slides	Take the Sales Certification
3	**Technical Professional** – Fly Migrator	• Technical Solution Introduction • Key Technical Features • Setting Up a Demo • Points to Punch • Competitive Landscape • Customer FAQ • Class Q&A	• Demo Build Guide • Fly Tech Professional Cert Guide • Presentation Slides	Take the Fly Migrator Technical Associate Certification
4	**Technical Professional** – Cloud Backup	• Technical Solution Introduction • Setting Up AOS • Key Technical Features • Setting Up a Demo • Points to Punch • Competitive Landscape • Customer FAQ • Class Q&A	• Demo Build Guide • Cloud Backup Tech Professional Cert Guide • Presentation Slides	Take the Cloud Backup Technical Associate Certification
5	**Technical Professional** – Policies & Insights	• Technical Solution Introduction • *(Quick Recap)* – Setting Up AOS • Key Technical Features • Setting Up a Demo • Points to Punch • Competitive Landscape • Customer FAQ • Class Q&A	• Demo Build Guide • Policies & Insights Tech Professional Cert Guide • Presentation Slides	Take the Policies & Insights Technical Associate Certification
6	**Graduation**	• Executive Keynote • Review of Course Content • Recap of Economic Opportunity • Presentation of Completion Certificates • Closing Statements	• Certificate of Completion • Success Plan Template	Post your Graduation Certificate on LinkedIn! Complete your Success Plan to access MDF Benefit