EXTREME NETWORKS Training Specialization Requirements 2018

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Training / Specialization Requirements

Training / Specialization

Levels

Diamond

- 3 Extreme Sales Specialists (Overview)
- 2 Specializations (x 2 individuals) required

Gold

- 2 Extreme Sales Specialists (Overview)
- 1 Specialization (x 2 individuals)

Authorized

- 1 Extreme Sales Specialist (1 module) optional
- 1 Extreme Design Specialist (1 module) optional

New Partner Certifications 2018

	New Certifications for Extreme Partner Program		
Type	Sales	PreSales	PostSales
Name	Extreme Networks Sales Specialist (ESS)	Extreme Networks Design Specialist (EDS)	Extreme Networks Certified Specialist (ECS)
Certification	ESS Overview ESS Switching ESS Wireless ESS Cloud ESS Data Center ESS Software	EDS Switching EDS Fabric EDS Wireless EDS WiNG EDS Data Center EDS Software	ECS Campus EXOS Switching & R. ECS Campus Fabric Switching & R. ECS Access Wireless ECS Access Wireless WiNG* ECS Management Center** ECS Extreme Control*** ECS Datacenter Software ECS Datacenter Switching ECS Cloud MSP
Content	Qualify and Sell	Demo and Design	Deploy and Manage

* ECS WiNG includes N-Sight / **New ECS MC will include Analytics / ***New ECS Access Control will include Policy

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Partner Specialization Tiers

Technology Specializations

- **Campus Switching** (EXOS or Fabric)
- **Access Wireless** (Extreme or WiNG)
- **Management Center**

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- **Campus Switching** (EXOS or Fabric)
- **Data Center Switching**
- **Data Center Software**

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Master Specializations

Secure Automated Campus

Agile Data Center

New Specialization Programs in 2018

Specializations	Campus EXOS Switching & Routing 1.1	Campus EXOS Switching & Routing 1.2	Access Wireless Extreme 2.1	Access Wireless WiNG 2.2	Data Center Switching 3	Management Center 4.1	Data Center Software 4.2	Extreme Control 4.3
Certifications required	All certifications – Sales, Presales and PostSales – listed within your chosen specialization track need to be completed to receive a "specialization badge"							
Sales Certification (~2 hrs)	ESS Switching	ESS Switching	ESS Wireless	ESS Wireless	ESS Wireless	ESS Software	ESS Data Center	ESS Wireless
PreSales Certification (~2 hrs)	EDS Switching	EDS Fabric	EDS Wireless	EDS WiNG	EDS Data Center	EDS Software	EDS Software	EDS Software
PostSales Certification (4 days)	ECS Campus Switching EXOS	ECS Campus Switching Fabric	ECS Access Wireless*	ECS Access Wireless WiNG*	ECS Data Center Switching	ECS Management Center	ECS Datacenter Software	ECS Extreme Control

2 individuals required to complete a specialization on Sales, Presales and Postsales / * CWNA is pre-requisite for both wireless specializations

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Solution Based partner Rebate (Diamond & Gold partners)

- ## Specialization required

SKU based Solution Rebate

Product Family	Selected SKUs	Specialization Required	BER	Booster ⭐
■ Switching	■ Selected EAN SKUs	■ Campus Fabric S&R	3.0%	4.5%
■ Wireless	■ Selected SRA SKUS	■ Data Center Switching	3.0%	4.5%
■ Software	■ Wireless products	■ Access Wireless	4.0%	6.0%
	■ WiNG products	■ Access Wireless WiNG	4.0%	6.0%
	■ Management Center	■ Management Center	5.0%	7.5%
	■ Extreme Control	■ Extreme Control	5.0%	7.5%
	■ Data Center Software	■ Data Center Software	5.0%	7.5%

⭐ + 50% incremental rebate on all eligible SKUs with a Master Specialization
- ■ Master Secure Automated Campus
- ■ Master Agile Data Center

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Westcon-Comstor Academy

CENTRO DE FORMACIÓN - ATP

- Formación CWNA

- Extreme Wireless WiNG

- Campus ExtremeXOS Switching and Routing

- Extreme Management Center Boot Camp (Netsight)

- Extreme Wireless

- ExtremeEOS Fundamentals

- ExtremeXOS Fundamentals

- ExtremeControl

- Extreme Application Analytics (Pureview)

A partir del 30 de junio de 2018, CWNA es un Pre-requisito para cualquiera de las dos especializaciones Wireless de Extreme Networks

Fundación Tripartita
PARA LA FORMACIÓN EN EL EMPLEO

Gestionamos gratuitamente tu financiación con la Fundación Tripartita

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