Acronis

Acronis Academy

TRAINING & CERTIFICATION COURSES FOR PARTNERS

Taking Acronis training & certification courses will allow you to:

- Differentiate your business by gaining in-depth expertise in Acronis solutions
- Improve your Acronis sales and technical capabilities
- Learn to implement award-winning solutions based on patented Acronis technologies
- Boost your credentials with official Acronis Certification
- Get more confident in data protection, secure file access and mobility areas
- Obtain free Acronis Not-For-Resell software.

Certified status also allows your company to reach higher levels in Acronis Partner Program providing you with access to additional benefits, such as:

- Increased margins, volume discounts and rebates
- Free telephone access to Support
- Acronis Partner Locator providing greater visibility towards end- users
- Greater Not-For-Resale software packs.

Learn more about our Partner Program at
https://partners.acronis.com

EMPOWERING YOUR BUSINESS!

Knowledge is a valuable asset to your business. Be it bigger deals, higher close rates or shorter pre-sales cycles, Acronis Academy training & certification courses will help you to build your sales and technical expertise in Acronis products to achieve all that and more. Gain valuable insights in how to position, sell and deploy Acronis solutions in an increasing challenging marketplace and learn how to create solutions to meet the needs of your customers. Become an expert in new generation data protection technologies offered by Acronis and help your business to become a trusted advisor and preferred solution provider to your customers.

ACRONIS TRAINING & CERTIFICATION COURSES

The Acronis training & certification courses are tailored to teach you how to sell and implement data protection strategies and solve all challenges in the shortest time possible. The training sessions – online or classroom – are led by professional instructors who deliver the necessary theoretical knowledge and guide you through the exercises, use cases and online examination that will allow you to become certified. Upon request, the Acronis Team may also organize on-site courses or tailor the content of a course to meet your specific requirements.

Currently, there are two types of courses on offer – sales and technical; all specifically designed for users and channel partners to gain the most out of the latest technology:

SALES TRAINING & CERTIFICATION COURSES

ACRONIS SALES PROFESSIONAL

Available online at no cost, this sales training course is designed to advise sales professionals on how to best position Acronis products, and to give them background knowledge to engage potential customers and answer their questions. This sales training covers Acronis patented hybrid cloud data protection technologies, value propositions and positioning of the Acronis Backup, Acronis Disaster Recovery, Acronis Files, Acronis Storage and Acronis Monitoring product portfolios for traditional distributors and resellers as well as cloud resellers and service providers. It also drills down into available licensing models, major sales opportunities, available support options and benefits of partnership with Acronis.

ACRONIS BACKUP SPECIALIST

Available online at no cost, this sales training course is building up on the knowledge and skill set attained during the Acronis Sales Professional course. It concentrates on the Acronis Backup product portfolio, explains product functionality, licensing, and sales arguments in more detail, offers deeper competitive analysis and high-level product demonstration.

ACRONIS ACCESS SPECIALIST

Available online at no cost, this sales training course is building up on the knowledge and skill set attained during the Acronis Sales Professional course. It concentrates on the Acronis Files product portfolio, explains product functionality, licensing, and sales arguments in more detail, offers deeper competitive analysis and high-level product demonstration.

TECHNICAL TRAINING & CERTIFICATION COURSES

ACRONIS CERTIFIED ENGINEER FOR ACRONIS BACKUP

Available as 2 days classroom, this paid technical training course provides IT professionals with broad knowledge and background information about the use of both Acronis Backup and Acronis Backup Cloud software solutions. This hands-on training allows participants to learn and test all product functionality on-premises, as well as in the cloud. It features new generation backup, cloud and virtualization technologies, from installing and configuring Acronis software solutions for private corporate use, to offering multi-tier, multi-tenant backup services using Acronis software as a service solutions, and all tips, workarounds and best practices.

ACRONIS CERTIFIED ENGINEER FOR ACRONIS FILES

Available as 2 days classroom, this paid technical training course provides IT professionals with broad knowledge and background information about the use of Acronis Files Connect, Acronis Files Advanced and Acronis Files Cloud software solutions. This hands-on training allows participants to test all of the functionality and features on the server side, as well as on mobile clients. It features new generation secure file access, and sync & share technologies, from installing and configuring Acronis software solutions for private corporate use, to offering multi-tier, multi-tenant sync & share services using Acronis software as a service solutions, and all tips, workarounds and best practices.

ACRONIS CERTIFIED TRAINER

Available as 3 days classroom, this paid educational training course targets IT professionals who want to provide training services and deliver Acronis classes to their partners and customers. This course includes in-depth product training on Acronis Backup or Acronis Files and covers topics related to the organization and roll-out of training sessions, their goals, methodology and materials.

TERMS AND CONDITIONS

Acronis certifications are bound to the associated software version and should be renewed whenever new classes are available, as technology is evolving rapidly and learning is a never-ending process.

Acronis

Learn more about the courses available in your region on our Partner Portal at **https://partners.acronis.com/training**

Access online courses at **https://partners.acronis.training**

Look and register for upcoming classroom sessions at **https://academy.acronis.com/training**

Use your Acronis Partner Portal credentials to access the courses. In case of any questions, please contact us at **academy@acronis.com**