sage Partner Summit

Sage University Certification and Program Offerings

Ann Seeley

#SagePartnerSummit

STRONGER TOGETHER

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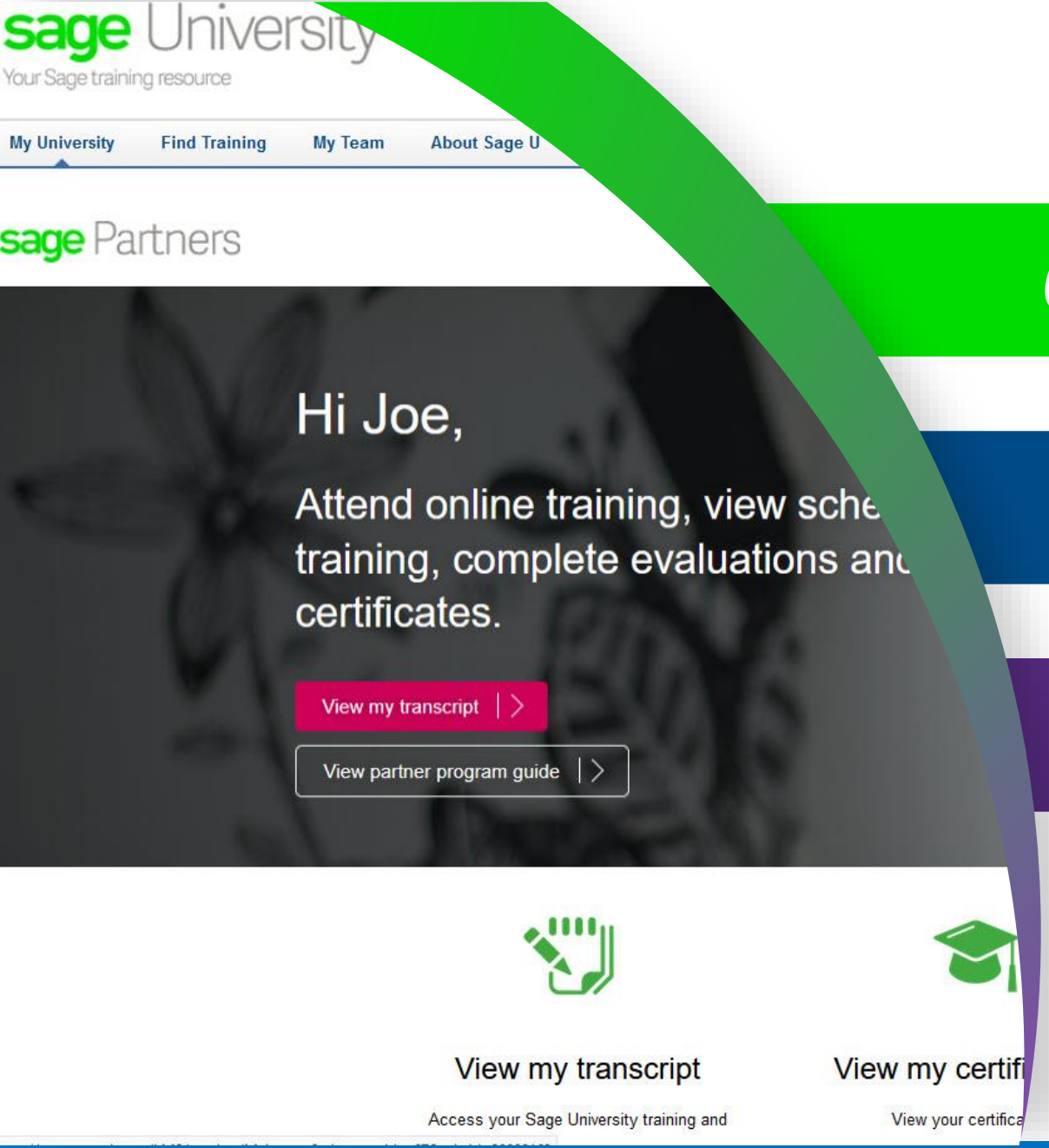


01

Partner Learning & Sage U

Understanding the partner learning journey & Sage University offerings

02

Certification Requirements

Sage X3 Partner certification and badge requirements

03

Additional Partner Opportunities

Certified Instructor Program & Customer Memberships

- Use Chat throughout the session
- Visit the Sage University virtual booth
- Email = SageUPartnerSummit21@sage.com

Partner Learning & Sage University

Working Together

Working together ensures Sage is providing effective enablement program to support you on that success journey

Our Mission

Help you be successful & build effective ecosystem

Customer Adoption and Success

Success

Your success is our success is our Customer Success

Partner Learning Journey

Onboarding

Certifications

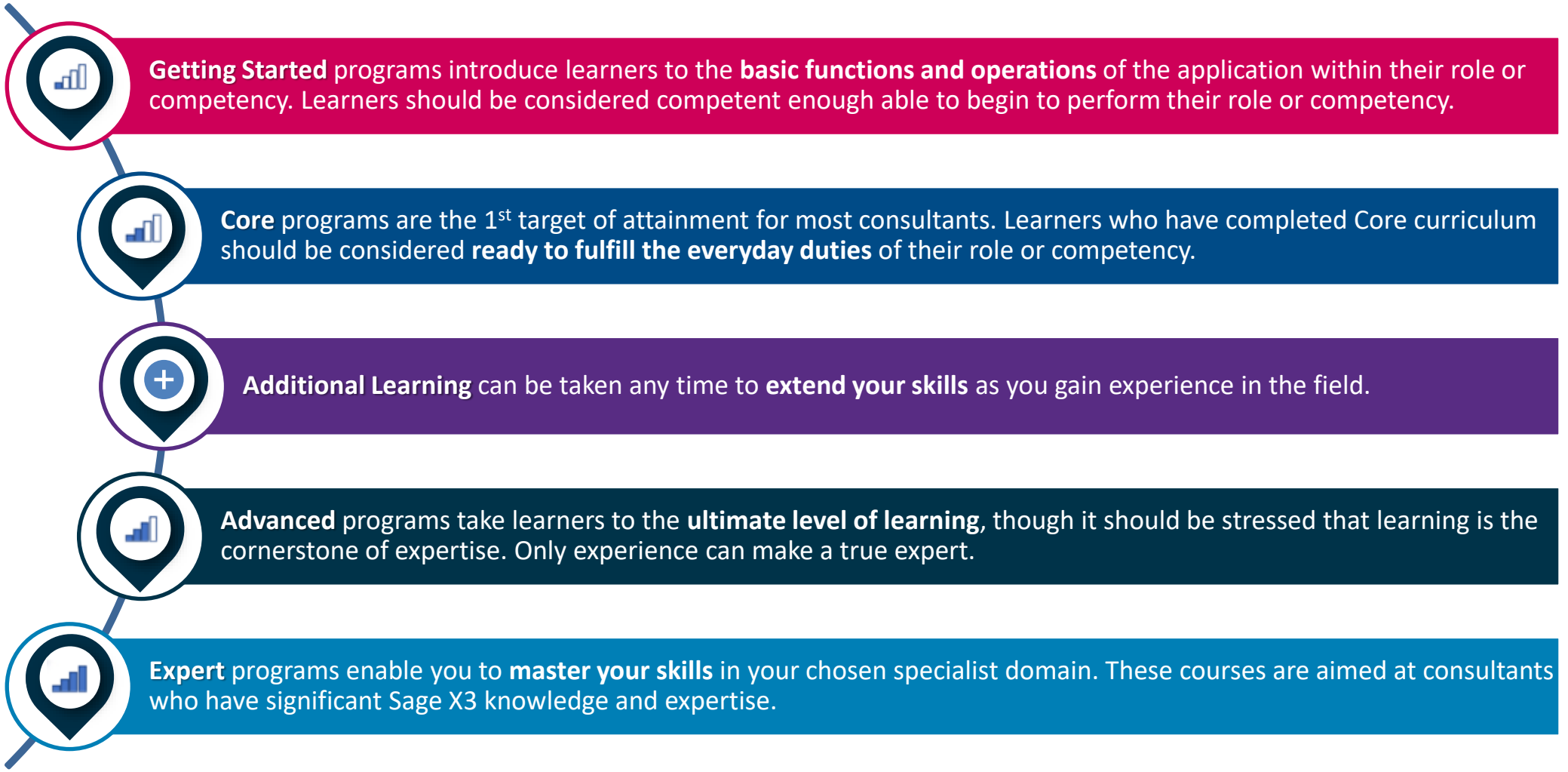
Next level of skills

New hires

New products and updates

Global Standardized curriculum and Certifications

Partner Learning Journey



Getting Started programs introduce learners to the **basic functions and operations** of the application within their role or competency. Learners should be considered competent enough able to begin to perform their role or competency.

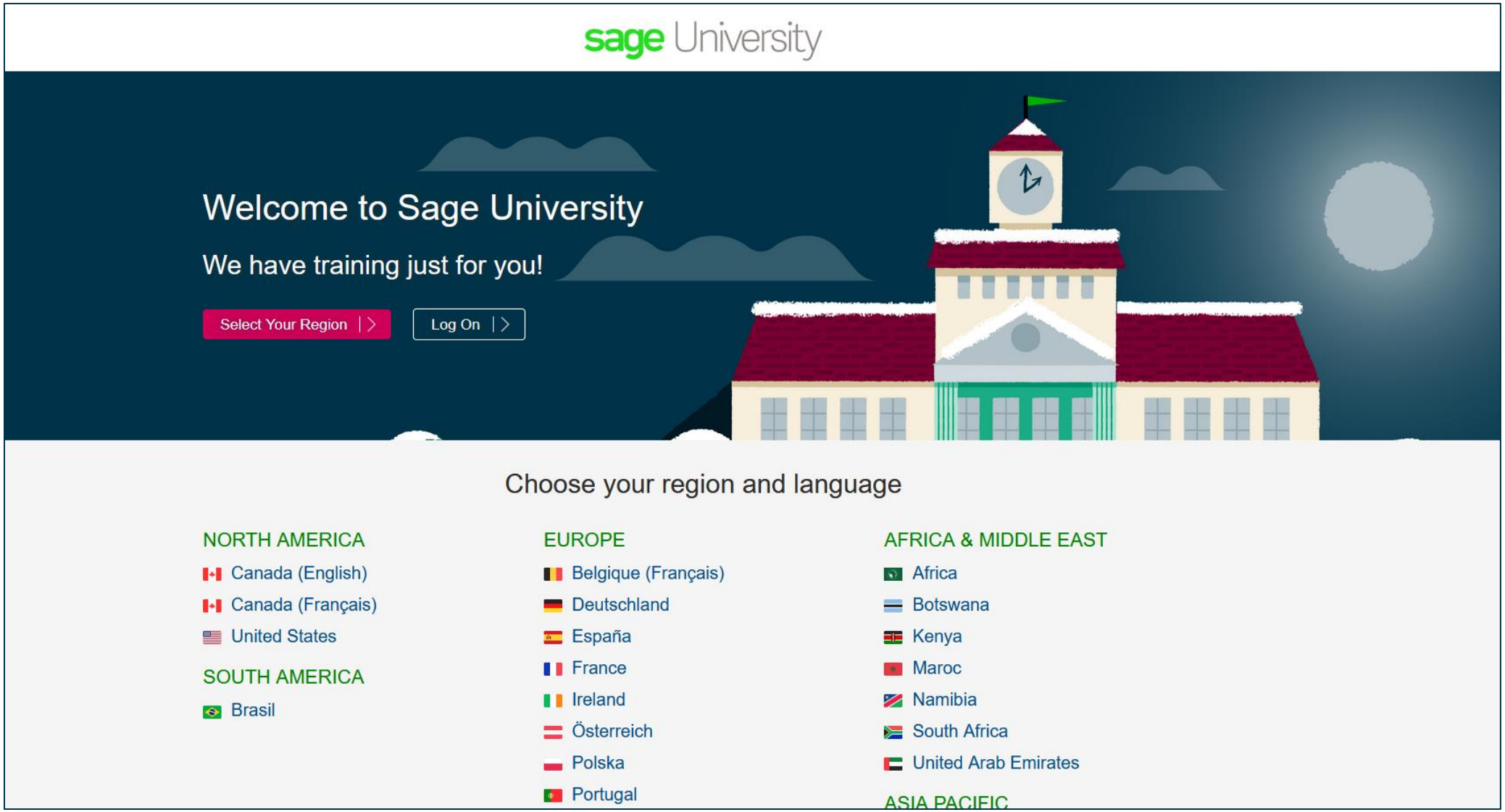
Core programs are the 1st target of attainment for most consultants. Learners who have completed Core curriculum should be considered **ready to fulfill the everyday duties** of their role or competency.

Additional Learning can be taken any time to **extend your skills** as you gain experience in the field.

Advanced programs take learners to the **ultimate level of learning**, though it should be stressed that learning is the cornerstone of expertise. Only experience can make a true expert.

Expert programs enable you to **master your skills** in your chosen specialist domain. These courses are aimed at consultants who have significant Sage X3 knowledge and expertise.

Sage X3 Learning on Sage University



Sage X3 Certification Requirements

Sage X3 Certification Requirements

Requirements

- *Minimum 4 Sage X3 Certified Individuals*
- *All required certifications for partner type must be held within organization*
- *Recommended all Sales or Consultants providing services be certified*

Roles	Sage X3 Required Certifications	Required Roles by Partner Type		
		Reseller	SI	ISV
Sell ***ON HOLD***	Sales Consultant Pre-Sales Consultant	•		
Consult and Implement	Sage X3 Functional Consultant – Financials Sage X3 Functional Consultant – Distribution Sage X3 Functional Consultant – Manufacturing*	•	•	
Technical	Sage X3 Technical Consultant	•	•	
Project Manager ***By May 1, 2022***	Sage X3 Implementation Project Manager	•	•	
Analytics	Designing Crystal Reports for X3 (Badge) Sage Enterprise Intelligence (Badge)	•	•	
Develop	Sage X3 Developer		•	•
Integrate	Sage X3 Integrator			•

Badges & Certifications

Badge	Certification
• Recognition awarded during learning journey • A learning journey for a role may have several badges earned along the way • Permanent skill has been acquired • Normally does not expire	• Awarded when competent for a specific role • Skills need to be updated from time to time to stay current • Certification is managed on a regular basis

Additional Partner Opportunities

What is the Sage Certified Instructor Program?

Partner-affiliated learning consultants complete the Sage Instructor Certification experience to certify their delivery skills and knowledge of Sage X3 courses.

You then can deliver courses on behalf of Sage as a contract instructor, and you are eligible to purchase certified curricula.

Go to SageU.com/SCIP to learn more.

Sage X3 Customer Learning Memberships

A Sage University Learning Membership is a company-wide Annual subscription for customers to access training through Sage University. Three levels of membership available, with additional benefits added with each level up

BASIC

☆

- Core eLearning
- Badges

PLUS

☆☆☆

- Core Virtual ILT
- Core Certifications
- Learning Webinars

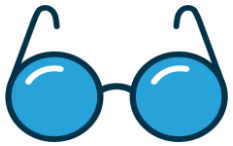
PREMIER

☆☆☆☆☆

- Advanced Virtual ILT
- Advanced eLearning
- All Certifications
- Training Manager Access
- Discounted Private and Classroom Training

Learn more www.sageu.com/SageX3Membership

Need training? Have questions? Want guidance?



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Learn how to best utilize the full power of Sage software with flexible learning options from Sage University.

We're here to help: Sage.com/Resources

Sage Resources

Bookmark **Sage Support Resources** for quick access to all the ways you can take full advantage of everything your Sage software can do for you:

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Bookmark **Sage Developer Portal and Community** to access Sage technical documentation, get product support and participate in discussion forums with peers and technical teams.

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Thank you

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