Intronis University

Free, on demand training and certification

The success and satisfaction of our partners is our top priority. So, we are always looking for ways to help our partners more effectively use, market, and support their backup and recovery solution. One method is via Intronis University, your go-to resource for free, on demand, technical training and certification.

Empower yourself at Intronis University:

- Optimize your use of Intronis solutions
- Enable yourself to provide the best level of support to your customers
- Achieve the designation of Intronis Certified Partner Technician (ICPT) and get your ICPT badge

For maximum learning and retention, the curriculum includes a mix of video, online knowledge check quizzes, and related online content. Whether your technicians need a refresher on best practices or you are looking for support in marketing and selling your solution, we can put you on "track" for success.

Intronis University Curriculum - Technician Track

▶ Core Modules

The Core Modules deliver an overview of fundamental product features and related technologies.

Each module consists of best practices, tutorials, and troubleshooting information. The curriculum includes:

- Initial Setup
- Creating Accounts and Backups
- SQL, Exchange, and Exchange Mailbox Backups
- Advanced Storage Options
- Managing Your Accounts
- Conducting Restores
- Managing and Monitoring Activity
- Managing Usage

> ▶ Once you complete all of the core modules, you will earn your ICPT I certification.

▶ Advanced Elective Modules

Intronis solutions are in line with the latest advancements in technology and can be used to address more advanced situations. These modules currently include:

- Hyper-V
- VMware
- Imaging

> ▶ Upon completing two or more of the advanced modules, you will achieve ICPT II status!

Intronis University Curriculum - Business Track

▶ **Sales and marketing modules**

You cannot rely on technical training alone to grow your business. So, we have developed a set of sales and marketing resources designed to position your organization for success in selling backup and recovery services. We currently offer modules on:

- Positioning and Marketing Your Cloud Backup and Recovery Solution
- Pricing Your Cloud Backup and Recovery Solution
- Selling Cloud Backup

The business track presents tips on how to effectively position and sell your solution. The modules also point you to a number of tools and materials available in the Partner Toolkit that you can use for your own sales and marketing purposes.

Partner Certification Program

Earn your designation of Intronis Certified Partner Technician! The certification program will equip you with the expertise needed to be knowledgeable, capable, and credible when responding to your customers' questions and challenges.

- **Level One Certification** - Indicates that you have built the technical foundation to address your customers' everyday needs. Requires successful completion of all Core Modules and associated knowledge checks.

- **Level Two Certification** – Indicates that you are equipped to address more advanced challenges that may arise. Requires completion of at least two Advanced Modules and associated knowledge checks.

Certified Partner Technician

Intronis University
Certificate of Completion
is hereby granted to
Your Name Here
upon successful achievement of the designation:
Certified Intronis Partner Technician
Granted: January 1, 2015
Rick Faulk, Chairman

Be on the lookout for your framed certificate and token of appreciation from Intronis!

Ready to Enroll in Intronis University?

Welcome aboard! Simply log into Intronis Essentials, click on Intronis University, and you are ready to go! Watch the videos in their entirety and complete the associated knowledge checks. If you achieve a passing score, you can move on to the next module. If not, simply repeat the module and try again!

Questions? Contact us at partnersuccess@intronis.com or +1 800-569-0155 (and choose option 2 for Partner Success).

ABOUT INTRONIS

Intronis is an award-winning provider of world-class cloud backup solutions exclusively for the IT channel.

On the Web: Visit www.intronis.com to learn more.
Intronis Cloud Backup and Recovery Blog: blog.intronis.com
Social Channels: @IntronisInc | Facebook: intronisonlinebackup | LinkedIn: Intronis