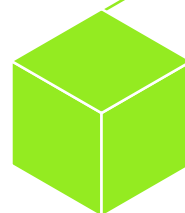
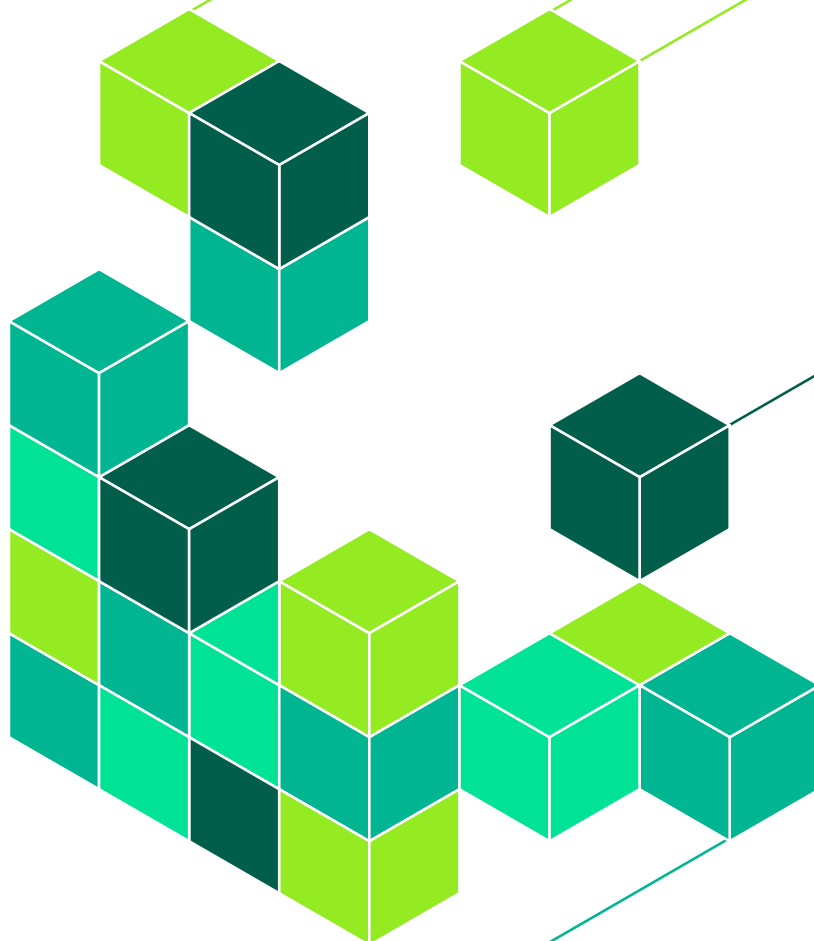
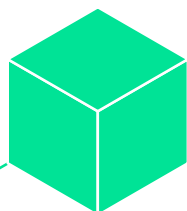


Veeam IQ ProPartner Training Guide



Introduction

Veeam's award-winning partner programs are built on the simple idea that your success is our mission. As a ProPartner, partners have access to Veeam's online training platform, Veeam IQ which provides:



Product and solution training including the VMSP & VMTSP



Program and selling education



Customized & flexible learning paths

Veeam IQ training, courses and content are exclusive benefits for ProPartners and designed to increase revenue potential by strengthening Veeam knowledge through a robust catalog of content on a user-friendly platform.

Training Catalog

Veeam IQ offers three categories in which you will find a variety of all course types:



Certifications

Key courses that build the foundation of your Veeam business. Learn how to easily identify business challenges, position Veeam as a company and convey the value of our solution set through Veeam certifications.



What's New

Newly added content to the course catalog. Content is added regularly and is prioritized based on partner feedback, product launches and industry trends.



Recommended for you

A customized group of highly suggested courses recommended for partners who's Veeam business is specialized.

Within the platform, you can find a variety of asset types including, curriculums, online courses, materials and videos.

- **Curriculums** are structured collections of training assets. They are meant to be consumed as a package and can incorporate any of the training types mentioned above.
- **Online courses** are comprehensive trainings with specific user interactions and scenario-based knowledge checks.
- **Materials** refer to any type of file (docx, pdf, pptx, etc) or external link.
- **Videos** are mp4 files uploaded or YouTube videos. These types of assets will use a built-in video player.

Professional Certifications

Learn how to easily identify business challenges, position Veeam as a company and convey the value of our solution set through Veeam professional certifications.

Veeam has four main certifications:



Both the VMSP & VMTSP follow a microlearning approach where a single topic is explored in-depth and knowledge checks are completed in each module rather than having one big exam at the end. They are focused on how Veeam holistically solves business challenges from both a sales (VMSP) and technical perspective (VMTSP).

The Veeam Certified Engineer (VMCE) identifies professionals with the requisite skills and knowledge to effectively deploy, configure and manage a commercial Veeam Availability Suite deployment. The exam will test not only the content of the required training courses, but an individual's capacity to utilize this knowledge in the real world.

The Veeam Certified Architect (VMCA) identifies professionals with the advanced level of knowledge needed to accurately scope, size, design and deploy multiple enterprise scale deployments of Veeam Availability Suite.

Certification Requirements

In many cases, your ProPartner membership will include a minimum certification requirement. Please refer to the program guide for your level or the ProPartner portal for more details.

Veeam Sales Professional (VMSP)

Increase deal size. Close business faster.

VMSP is a certification course designed to provide partners with a foundation of Veeam products, solutions and business best practices needed to become a trusted advisor to customers. Veeam professional certifications allow our partners to customize their learning experience by choosing use cases that are most relevant to their business.

Prerequisite: None

Required for: All ProPartner membership levels

Suggested for: All selling specialists positioning Veeam

Course Details: Online. Includes core path with specializations in modular format.

Estimated completion time: 60 minutes

Veeam Technical Sales Professional (VMTSP)

Provide best in class consulting for your customers on a reliable product line.

The VMTSP is a certification course designed to arm partners with an understanding of the technical value Veeam provides that help customers solve business challenges and in turn provide the best data protection available on the market.

Prerequisite: Veeam Sales Professional (VMSP)

Required for: All ProPartner membership levels

Suggested for: All technical sales specialists positioning Veeam

Course Details: Online. Includes core path with specializations in modular format.

Estimated completion time: 90 minutes

Veeam Certified Engineer (VMCE)

Veeam trained ProPartners sell larger, more complex deals than untrained ProPartners. Customer satisfaction and success are just a few of the benefits of deployments delivered by trained professionals.

The VMCE training course gives students a technical deep dive on how to deploy, configure and administer Veeam Availability Suite. The certification requires partners to attend a Veeam Certified Engineer Training Course.

Prerequisite: VMSP, VMTSP

Required for: Gold & Platinum ProPartners.

Suggested for: Any professional technically responsible for the deployment, configuration, management or support of a Veeam Availability Suite environment

Course Details: Classroom or live online

Course Duration: Three days

Veeam Certified Architect (VMCA)

The VMCA training course is focused on teaching IT professionals the skills to effectively size, scope, design, optimize, automate and troubleshoot a Veeam Availability Suite deployment. The certification requires partners to attend a Veeam Certified Engineer Advanced Design and Optimization Training Course.

Prerequisite: VMCE certification

Required for: Platinum ProPartners (may vary by region)

Suggested for: ProPartners responsible for multiple Veeam deployments, a professional services consultant or for those designing large, diverse environment

Course Details: Classroom or live online

Course Duration: Two Days

Please see the ProPartner portal for more details on the requirements of your level. For more information on VMCE and VMCA certifications or to sign up for a live class, please see the ProPartner portal, www.veeam.com or contact your Veeam account manager.

Frequently Asked Questions

Q: Where can I see the list of available courses?

A: In the menu, open the Learning tab > Browse for Training section.

Q: Where can I find more details on the VMCE and VMCA certifications and the associated training course?

A: <https://www.veeam.com/vmce-training.html>

Q: I am looking to attend a live training course, where can I find one near me?

A: <https://www.veeam.com/vmce-education-centers.html>

Q: Where can I see the list of my completed courses?

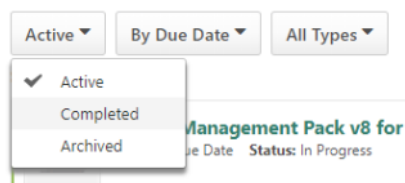
A: In the menu, open the Learning tab > View Your Transcript section.

Q: Are there costs associated with Veeam training?

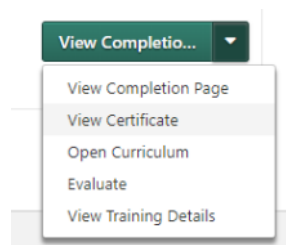
A: The full catalog of courses available through Veeam IQ are free of charge to all Registered ProPartners. VMCE and VMCA courses are available through Veeam Authorized Education Centers at a cost. Please refer to the portal for more information or to find a training center near you.

Q: How do I receive my certificate of completion?

A: Once you have passed the certification test, the certificate will be available. Find the list of your courses in the Learning tab >



Find the required course in the list and choose View Certificate from the drop-down list:



Q: I see SUBJECTS in my profile. What do these mean?

A: Subjects are category names associated to specific learning objects. Choose what is relevant to you and it will help find learning in the platform customized to your areas of interest.

Q: Can I change my login information or update my profile?

A: You can change login information and update your profile on the ProPartner Portal by clicking on your name on the upper-left corner of the homepage.

Q: I have changed partner companies since becoming certified through the system. Can my certification be transferred?

A: Yes, to transfer your certification, please contact your Veeam Channel Manager. No additional actions are required.

Q: How can I launch a course using my mobile device?

A: To do that, you should download the Cornerstone Learn mobile app.

- For iOS devices: <https://apps.apple.com/us/app/cornerstone-learn/id970204620>
- For Android devices: <https://play.google.com/store/apps/details?id=com.csod.learning>

Then, follow these next steps:

1. Open the Cornerstone Learn mobile application.
2. Select option "Log in with SSO."
3. Specify "Veeam" as the portal and the email address you used to register on the ProPartner Portal / Veeam.com as your username and press "Continue." You will be redirected to the "Single Sign-on" page.
4. Sign in using your Veeam credentials.

For the best performance, please use your tablet, desktop or laptop computer

Have a question or need additional support? Open a support ticket [here](#).