The Computing Technology Industry Association (CompTIA) is a leading voice and advocate for the $4.8 trillion global information technology ecosystem; and the more than 35 million industry and tech professionals who design, implement, manage, and safeguard the technology that powers the world’s economy. Through education, training, certifications, advocacy, philanthropy, and market research, CompTIA is the hub for advancing the tech industry and its workforce. Visit CompTIA.org to learn more.

**CompTIA AUTHORIZED DELIVERY PARTNER PROGRAM**

The goal of the CompTIA Authorized Partner Program for Delivery Partners (CAPP) is to provide valuable tools and resources to assist training organizations in recruiting, training and certifying IT professionals. Successful IT careers start with quality training and certification. Research has shown that certified employees have superior communication skills and are better able to understand new or complex technologies. CAPP is designed to help trainers promote certification and enhance IT career opportunities for their learners.

**REQUIREMENTS TO JOIN**

CAPP is a global program designed for professional training organizations which currently or intend to provide training in CompTIA certifications. In order to join, a training organization must fulfill the following requirements:

<table>
<thead>
<tr>
<th>Delivery Partner Level</th>
<th>CompTIA</th>
<th>CompTIA</th>
<th>CompTIA</th>
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<tbody>
<tr>
<td></td>
<td>AUTHORIZED PARTNER</td>
<td>GOLD</td>
<td>PLATINUM</td>
</tr>
<tr>
<td>Annual Dues</td>
<td>$1,000</td>
<td>$2,000</td>
<td>$3,000</td>
</tr>
<tr>
<td>Annual Voucher Purchase Threshold (Units)</td>
<td>&lt; 449</td>
<td>450 - 999</td>
<td>1,000 +</td>
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<tr>
<td>Instruction and Curriculum</td>
<td>• Offer at least one CompTIA certification course.</td>
<td>• Ensure all CompTIA instructors are certified in the CompTIA course(s) they teach.</td>
<td>• Ensure all instructors teaching CompTIA courses have CompTIA CTT+™ certification</td>
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<td></td>
<td>• Use of Official CompTIA Content for all courses mapping to CompTIA certifications.</td>
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<tr>
<td>Certification Testing</td>
<td>CompTIA requires all Gold and Platinum Delivery Partners to offer Pearson VUE testing. Testing validates learners’ skills and is the final, essential step in demonstrating a learner has acquired the necessary knowledge to perform certain job-related tasks. Learn how to become a testing center by visiting the Pearson Vue site: <a href="https://bit.ly/2T5IzV">https://bit.ly/2T5IzV</a></td>
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<tr>
<td>Marketing and Co-branding</td>
<td>Delivery partners must comply with correct usage of all CompTIA logos and other marks on marketing materials, websites and collateral.</td>
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</tr>
</tbody>
</table>

**TO JOIN**

Please contact your local CompTIA representative Loraine Vorster at lvorster@CompTIA.org or visit [CompTIA.org/Delivery](http://CompTIA.org/Delivery) and complete the application.
CompTIA Delivery Program Benefits

FINANCIAL BENEFITS
Discounts on Most Vouchers, Official CompTIA Content, CertMaster and Complimentary Coupons
• Authorized Partner: 20% discount and 2 complimentary coupons
• Gold Partner: 23% discount and 4 complimentary coupons
• Platinum Partner: 26% discount and 6 complimentary coupons

Earn Marketing Development Funds (MDF)
Gold and Platinum partners are eligible to earn MDF by achieving quarterly voucher purchase ($) growth of 7.5% YoY. Gold partners may earn 3% of their total purchase amount; Platinum partners may earn 5% of their total purchase amount.

MDF may be used on CompTIA-approved co-promotional marketing initiatives: e.g., advertising, direct response campaigns, website enhancements and trade show materials.

PROMOTIONAL RESOURCES
Demand Generation Support
• Listing in CompTIA’s training search engine*
• Co-promotional opportunities

Sales Enablement and Marketing Tools on Partner Website
• Use of CompTIA Partner logo and product logos
• Co-brandable certification brochures and flyers tailored to different audiences
• Sales guides and presentations
• Research and whitepapers
• Professional testimonials and case studies
• Certification videos and infographics
• Classroom posters

Welcome Kit
• Partner Plaque*
• Access to Partner Website

INSTRUCTIONAL RESOURCES
Certification Exam Objectives
Exam objectives can be used to structure certification courses and build lesson plans. Exam objectives can be accessed online at: partners.comptia.org/certifications

CompTIA Instructor Network (CIN)
CIN is a worldwide community for instructors who provide CompTIA certification training. Instructors collaborate, share best practices, participate in Train-The-Trainer webinars and receive valuable CompTIA resources. Visit CompTIA.org/CIN and click on the “Request to Join” button.

Lorraine Vorster  CompTIA Representative ANZ
Skype: LoraineV1  Email: lvorster@comptia.org

* Contingent on instructor credential verification