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 Authorized Partner</th>
<th>ComptIA Authorized Partner Gold</th>
<th>ComptIA Authorized Partner Platinum</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Annual Dues</strong></td>
<td>$1,000</td>
<td>$3,000</td>
<td>$7,500</td>
</tr>
<tr>
<td><strong>Annual Voucher Purchase Threshold (Units)</strong></td>
<td>&lt; 250</td>
<td>250 - 499</td>
<td>500+</td>
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<tr>
<td><strong>Instruction and Curriculum</strong></td>
<td>• Offer at least one CompTIA certification course. • Ensure all CompTIA instructors are certified in the CompTIA course(s) they teach. • Ensure all instructors teaching CompTIA courses have CompTIA CTT+™ certification or other industry-approved trainer certification or credential. • Use of Official CompTIA Content for all courses mapping to CompTIA certifications.</td>
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<tr>
<td><strong>Certification Testing</strong></td>
<td>CompTIA recommends all 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/1T5lzvJ">https://bit.ly/1T5lzvJ</a></td>
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<tr>
<td><strong>Co-branding</strong></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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</table>

**To Join**

Please contact CompTIA at capp@CompTIA.org or visit 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

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.

Product Calendar
The product calendar provides the latest CompTIA certification updates and launch plans to help plan course offerings. partners.comptia.org/resources/product-and-marketing-calendars

Official CompTIA Content
Official CompTIA Content (OCC) offers a single-source, comprehensive learning resource via our CompTIA Choice Platform. OCC is exclusively developed by CompTIA and covers all exam objectives for all CompTIA certifications. OCC products include print and digital ILT books and the CertMaster line of e-learning, labs and practice tests. Our content is effective whether the course is delivered in person or remotely, synchronous or asynchronous, continuous or segmented.

Certification Roadmap
The interactive tool assists instructors, career counselors and learners in understanding how certifications can help develop an IT career path. Visit CompTIA.org/ITcareerpath

CompTIA-hosted Webinars
Learn about new certifications and other instructive ways of improving training through certification webinars and professional development webinars. Visit CompTIA.org/webinararchive

ACCESS TO THE IT COMMUNITY

Events and Conferences
- Exclusive access to CompTIA-hosted events
- Joint industry event participation
- Speaking opportunities, social media groups, blogs

ANNUAL EMEA CONFERENCE
The Annual CompTIA EMEA Member and Partner Conference attracts hundreds of training managers and instructors from academic, commercial, government and corporate markets. Our programming inspires partners to improve training solutions and enhance the skillset of the IT workforce.

The CompTIA EMEA Conference is the premier event for our partner community to engage in face-to-face communication, build new contacts, learn new skills and drive their business forward. CompTIA.org/emea/home

Contact:
Yasir Elkabbany | CompTIA
Regional Director · Middle East, North and Middle Africa
Email : yelkabbany@comptia.org

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* Contingent on instructor credential verification