CompTIA Delivery Programme Overview

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 PROGRAMME

The goal of the CompTIA Authorised Partner Programme for Delivery Partners (CAPP) is to provide valuable tools and resources to assist training organisations 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 programme designed for professional training organisations which currently or intend to provide training in CompTIA certifications. In order to join, a training organization must fulfill the following requirements:

Delivery Partner Level	CompTIA AUTHORIZED PARTNER	CompTIA AUTHORIZED PARTNER GOLD	CompTIA AUTHORIZED PARTNER PLATINUM
Annual Dues	$750	$1,500	$3,000
Annual Voucher Purchase Threshold (Units)	‹ 449	450 - 999	1,000+
Instruction and Curriculum Requirements	- 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. - All South African CAPP partners must provide proof of MICT SETA accreditation.		
Certification Testing	CompTIA requires 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: **https://bit.ly/1T5lzvJ**		
Marketing and Co-branding	Delivery Partners must comply with correct usage of all CompTIA logos and other marks on marketing materials, websites and collateral.		

CompTIA Delivery Programme Benefits

FINANCIAL BENEFITS

Discounts on Most Vouchers, Official CompTIA Content, CertMaster and Complimentary Coupons

Authorised 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.

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

2019 PARTNER SUMMIT

Mark your calendars and look for information coming soon. Contact your Business Development Manager today about registration! Join fellow CompTIA partners August 6-8 in Las Vegas for Partner Summit 2019. Don't miss this exciting opportunity to learn about the latest IT trends and network with your peers.

August 6-8, 2019 - Bellagio Hotel, Las Vegas

www.comptia.org/partnersummit

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* Contingent on instructor credential verification.