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 AUTHORISED 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 organisation must fulfill the following requirements:

<table>
<thead>
<tr>
<th>Delivery Partner Level</th>
<th>Annual Dues</th>
<th>Annual Voucher Purchase Threshold (Units)</th>
<th>Instruction and Curriculum</th>
<th>Certification Testing</th>
<th>Marketing and Co-branding</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1,000</td>
<td>&lt; 250</td>
<td>• Offer at least one CompTIA certification course.</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>
<td>Delivery partners must comply with correct usage of all CompTIA logos and other marks on marketing materials, websites and collateral.</td>
</tr>
<tr>
<td></td>
<td>$2,000</td>
<td>250 - 499</td>
<td>• Ensure all CompTIA instructors are certified in the CompTIA course(s) they teach.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$3,000</td>
<td>500+</td>
<td>• Ensure all instructors teaching CompTIA courses have CompTIA CTT+™ certification or other industry-approved trainer certification or credential.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Use of Official CompTIA Content for all courses mapping to CompTIA certifications.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**TO JOIN**

Please contact CompTIA at capp@CompTIA.org or visit CompTIA.org/Delivery and complete the application.
CompTIA Delivery Programme Benefits

Additional information about the following items can be found on the Partner Website: CompTIA.org/Delivery
Please email capp@CompTIA.org if you have any questions.

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.

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:
Christina Allmeroth | CompTIA
Senior Manager, Business Development
Central and Eastern Europe
Mobile: +49 (0) 173 8472674
Email: callmeroth@comptia.org

© 2018 CompTIA Properties, LLC, used under license by CompTIA Member Services, LLC. All rights reserved. All membership activities and offerings to members of CompTIA, Inc. are operated exclusively by CompTIA Member Services, LLC. CompTIA is a registered trademark of CompTIA Properties, LLC in the U.S. and internationally. Other brands and company names mentioned herein may be trademarks or service marks of CompTIA Properties, LLC or of their respective owners. Reproduction or dissemination prohibited without written consent of CompTIA Properties, LLC. Printed in the U.K. 05893 – Nov 2018
* Contingent on instructor credential verification.