



# Intrinsa VideoAppliance™ Academy



The customer-proven and award-winning Intrinsa VideoAppliance™ is the smart way to today's best physical security. Available around the world from certified security dealers and integrators, we ensure our Certified Sales Partner Program members' success through the Intrinsa VideoAppliance™ Academy. With both web and classroom education, the Academy delivers!

Whether through self-paced web instruction, classroom or lab instruction, Intrinsa VideoAppliance™ Academy delivers to-the-point training modules for Certified Sales Partner Program member dealers and integrators.

## ACADEMY BENEFITS

Intrinsa VideoAppliance™ Academy delivers the training and education our partners need to ensure their initial and ongoing success, meeting their local market needs or the challenges of their geographical location.

- Tier-specific training, ensuring that partners at each Certified Sales Partner Program authorization level get the specific training they need to ensure success, without extra baggage
- Self-paced web instruction, supported by appropriate instructor-led web and classroom modules
- Short, to-the-point modules deliver the instruction when and where needed
- Each module speaks to physical security topics, not unnecessarily complicated IT terminology not applicable to security dealers & integrators

## ACADEMY TRACKS



**Intrinsa SILVER Sales Certification** covers the basics that a sales or tech team member needs to understand, including who we are and what we offer, what is the value and what are the features of Intrinsa VideoAppliance™, and all about the Maximum Simplicity Combo appliance family. This is a completely self-paced web-based certification.



**Intrinsa GOLD Sales Certification** builds on SILVER Sales Certification, and covers the basics that a sales or tech team member needs for Maximum Simplicity, Flexibility and Choice product families. Sales training includes using the Intrinsa configurator tools, selecting the right platform for project needs, and gives an overview of Intrinsa VDMR™ technology.



**Intrinsa GOLD Technical Certification** adds training on sizing an Intrinsa solution, and installation of the Maximum Simplicity and Flexibility families. GOLD sales training is entirely web based, while GOLD technical training adds instructor-led modules.



**Intrinsa PLATINUM Sales Certification** training takes the knowledge learned in the SILVER and GOLD Sales Certification and adds additional capabilities. The power of Tiered Availability, VSA Multi-Mode, VSA Energy Manager, and other advanced Intrinsa VDMR features are explored.



**Intrinsa PLATINUM Technical Certification** adds hands on technical training for the most advanced and demanding needs of a major physical security installation. PLATINUM sales certification is entirely self-paced, web-based material. PLATINUM technical certification adds instructor-led modules.



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Upon successful completion of each training level and the subsequent test module, each student will receive an Intransa VideoAppliance™ Academy certificate, valid for one year upon issuance.

The certificate recognizes the achievement of the individual student, and stays with the student should they change organizations.

SILVER Sales Certification must be completed before taking GOLD Sales Certification, and GOLD Sales Certification must be completed before PLATINUM Sales Certification. Similarly, SILVER and GOLD Sales Certification must be completed before GOLD Technical Certification. Those proceeding on to PLATINUM Technical Certification must first complete SILVER and GOLD sales and technical modules.

## Intransa Certified Channel Program Membership

In order to become an Intransa SILVER, GOLD or PLATINUM Certified Channel Program member, each dealer or integrator must meet minimum individual staff training certification requirements, as outlined below.

Please note that completion of individual training requirements does not automatically earn Certified Channel Program member status at any level. Instead, financial and or revenue commitments developed in agreement with your Intransa Regional Channel Sales team are also a requirement in order to be Certified at the SILVER, GOLD or PLATINUM levels.

### PARTICIPANT REQUIREMENTS

The Intransa Certified Sales Partner Program brings significant benefits to our channel partners. A significant benefit is the Intransa VideoAppliance™ Academy and each of the tracks offered.

### TO LEARN MORE ABOUT THE INTRANSA VIDEOAPPLIANCE™ ACADEMY

If you want to benefit from offering the best physical security solutions in the industry, you should talk to us today! Learn more at [www.intrinsa.com/partners](http://www.intrinsa.com/partners), email us, or give us a call.

### Intransa SILVER Certified Channel -Academy Requirements

- At least one sales and one technical person per sales location or through a central support team must complete the then-current SILVER module map to be authorized annually
- Upon admission to the program, the minimum number of participants must complete program within 180 days

### Intransa GOLD Certified Channel – Academy Requirements

- At least one person per sales location or through a central support team must complete the then-current SILVER and GOLD sales and technical training module map to be authorized annually
- Upon promotion to the GOLD level, the minimum number of participants must complete program within 180 days

### Intransa PLATINUM Certified Channel – Academy Requirements

- At least one person per sales location or through a central support team must complete the then-current SILVER and GOLD sales and technical training module map to be authorized annually
- Upon promotion to the PLATINUM level, the minimum number of participants must complete program within 180 days