



Polycom Certification Quick Reference Guide 2019

EMEA

Now that you are a valued member of the Polycom Partner network, we recommend that you develop a certification plan that aligns with the business objectives your company has in partnering with Polycom.

The **Product Registration** is automatically assigned to your Partner account once your application is approved and allows you to offer the basic Polycom Product Registration portfolio without further training investments for your employees. You can see the Polycom Product Registrations in the table below.

Looking to increase your Polycom business and offer additional Polycom solutions for your customers? **Certification** allows a partner to resell the applicable Polycom products which require more in depth training or demonstration capabilities to successfully position the solutions to meet customer needs. Meeting the requirements for Polycom certifications enables you to resell Polycom solutions and associated Polycom branded services. Current certification offerings, together with the products to which they relate, along with the course requirements for each certification are on slides 2-3.

January 2019 update

Virtual bundle certification requirements are driven by the products contained within the bundle. There are no new certifications specific to the bundles. Third party components will require the appropriate vendor program requirements where applicable.

Product Registration	
Product Registration name	Qualifies partner to sell
Polycom® Product Registration	<p>Polycom® VoIP Adapters and Polycom OBi2182 Polycom® VoxBox Polycom® MSR Dock Polycom® Pano™ RealPresence Debut™ Polycom® CX devices (excluding CX8000) Polycom® SoundStation2™, SoundStation 2W™, VoiceStation® 300, Soundstation VTX 1000®, SoundStation® IP and SoundStation® Duo® (Partners should ensure Verification of Interoperability with approved call control provider)</p> <p>All Accessories/Peripherals</p>

Polycom Certification Quick Reference Guide 2019 – Page 2

EMEA

Step 1: Have your company Training Administrator apply on behalf of your company for any of the certifications listed below. [The process is detailed here](#)

Step 2: Have your employees complete the necessary courseware and additional requirements

Certification name	Qualify partner to sell	# of completions required	Courseware and additional requirements
Certification - Voice solutions			
Voice Endpoints	Polycom® Trio™ 8800 & 8500 Polycom® SoundPoint IP Polycom® VVX® Series	2	Voice Endpoints Sales Track VSOS100
	<u>Virtual bundles</u> incorporating Polycom Trio: Trio Collaboration Kit Polycom Zoom Room Kit	2	Voice Endpoints Technical Track VSOT200
Installed Voice Sales	Polycom® SoundStructure®	2	Installed Voice Sales Track IVOS100
		2	Installed Voice Technical Track IVOT200
Certification - Microsoft solutions			
Microsoft Voice Endpoints	Skype for Business® edition VVX® series Skype for Business® edition Trio™ 8800 & 8500	2	Microsoft Voice Endpoints Sales Track MVOPEOS100
	<u>Virtual bundles</u> incorporating Polycom Trio: Polycom + HP SRS Room	2	Microsoft Voice Endpoints Technical Track MVOPEOT200
Certification - Video Solutions			
Basic Video Endpoints	RealPresence® Group Series 300, 310	1	Basic Video Endpoints Sales Track BVEOS100
Video Endpoints	Polycom® RealPresence Centro™, Polycom® RealPresence Medialign™, RealPresence® Group Series, Polycom® HDX, RealPresence® Desktop (excluding Immersive and CX8000) and Video Border Proxy 7301 (VBP7301)	2	Video Endpoints Sales Track RPEOS100
		2	Video Endpoints Technical Track RPEOT200
RealPresence Immersive	RealPresence® Immersive Studio Flex RealPresence® Immersive Studio OTX® Series	2	RealPresence Immersive Sales Track ITPOS100
		2	RealPresence Immersive Technical Track ITPOT200

Polycom Certification Quick Reference Guide 2019 – Page 3

EMEA

Certification – Collaborative Infrastructure Solutions			
Certification name	Qualify partner to sell	# of completions required	Courseware and additional requirements
RealPresence Clariti™	RealPresence Clariti™ and RealPresence® Platform (Appliance based, Virtual Edition or RealPresence One™): <ul style="list-style-type: none"> • Universal Video Collaboration • Video Resource Management • Management Applications Firewall/Security • RealPresence® Web Suite • Polycom® ContentConnect™ • RealConnect Access Service (RCAS) 	2	RealPresence Clariti Sales Track RPCOS100
		2	RealPresence Clariti Technical Track RPCOT200
RealConnect for O365	Polycom® RealConnect Service	2	RealConnect for O365 Sales Track RCOS100
		2	RealConnect for O365 Technical Track RCOT200

- ❖ Estimated Time required to complete the courseware will vary and should be assessed by the student.
- ❖ Installed Voice Sales will require 2 to 2.5 hours of eLearning per student.
- ❖ Although eLearning is typically recommended, for the RealConnect for O365 certification the eLearning modules and assessment are required.
- ❖ Recommended ILT for Video Endpoint Services certification fee based, test out option also available for a fee.

For further information please contact your Distributor or your local Channel Business Manager.

We encourage you to explore PartnerConnect for details on solutions & access free training via our online learning tool; Polycom University

Polycom, Inc.
1.800.POLYCOM
www.polycom.com

Polycom Asia Pacific Pte Ltd
+65 6389 9200
www.polycom.asia

Polycom EMEA
www.polycom.co.uk



Track Type: Sales Learning Track Technical Learning Track (Pre-Sales Technical or Services)