



Adobe® Solutions Network

Training Provider program: Adobe Authorised Training Centre Adobe Certified Instructor



Attention software training providers: The Adobe Solutions Network (ASN) is dedicated to helping you—both training centres and instructors—successfully market your Adobe product courses and training services. We offer convenient access to the technical information and instructional materials you need to present professional, in-depth training on the leading products from Adobe.

What is an AATC?

An Adobe Authorised Training Centre (AATC) is a training facility that offers instructor-led courses and training on Adobe products. To become AATCs, training centres must employ Adobe Certified Instructors (ACIs) to teach their Adobe courses and meet additional requirements.

What is an ACI?

An Adobe Certified Instructor is an individual who provides instruction on Adobe products. ACIs have passed Adobe Certified Expert (ACE) and Adobe Certified Professional (ACP) exams on the products they teach and have met the instructor qualification of either a teaching credential or the CompTIA CTT+ (or equivalent). ACIs for Enterprise products must meet additional requirements for final certification.

Build your business with Adobe

Because of the vital role AATCs and ACIs play in helping Adobe customers master our products, we're committed to supporting you. The ASN offers a range of marketing opportunities, from a listing in the Adobe Partner Finder, our online partner directory, to eligibility to participate in trade shows and events. We're always on the lookout for more ways to promote you. When you become a member of the ASN Training Provider program, you can take advantage of a deeper

relationship with Adobe and gain access to Adobe customers in your market.

Get the inside track on Adobe products and services

Whether you prefer to develop your own training curriculum or use the training materials Adobe provides, access to in-depth Adobe product information is critical to your success. That's why we focus on providing you with timely information and resources, such as eSeminars and kits, a monthly newsletter, online product demonstration files, access to pre-release evaluation software and more.

Train on professional products

Adobe develops and markets leading software solutions used by millions of enterprise and creative professionals worldwide. Our products enjoy a reputation for quality and depth that's hard to match. When you train on Adobe products, you become part of a global network dedicated to being the best.



AATC program benefits—Europe, Middle East and Africa

Realise the power of membership

Join the Adobe Solutions Network Training Provider program and take advantage of these powerful benefits.

Promotional benefits

- Leverage the power of the Adobe brand
- Receive a monthly newsletter
- Use your certificate and other promotional materials for display in business
- Gain permission to use the AATC or ACI logos and Adobe trademarks in advertising and merchandising materials
- Receive a free listing in the Adobe Partner Finder*
- Establish a link between the Adobe Partner Finder and your company Web site*
- Become eligible to participate in Adobe trade shows and events*
- Be a candidate to have your success story published*
- Gain access to Adobe global sales tools*
- Access to KnowledgeAdvisors Metrics-that-Matter™ (MTM) online course evaluation system

Product benefits

- Pre-release software for most Adobe products
- Educational pricing on most Adobe products
- Discounts on Adobe Press books, Element K courseware and Total Training videos
- Access to Adobe global sales and merchandising tools, and technical and marketing resources on a secured area of the ASN Web site

Note: Benefits denoted with an asterisk may require further qualification; some restrictions may apply. Please visit <http://partners.adobe.com/public/asn/tp/detail.html> for additional information.

Become an AATC

Step One: Review, complete and submit an AATC Application and AATC Agreement (available online at <http://partners.adobe.com/public/asn/tp/detail.html>).

Step Two: Provide verification that your Adobe classes will be taught only by ACIs who are certified in the products you provide training on.

Step Three: Verify that:

- Your Adobe courses will be held in a company-managed training facility with company signs
- You will hold at least one public class per month on Adobe products
- You have Adobe product licensing for all student workstations

Become an ACI

Step One: Review, complete and submit an ACI Application and ACI Agreement (available online at <http://partners.adobe.com/public/asn/tp/detail.html>).

Step Two: Pass the appropriate certification exam(s)

Step Three: Provide confirmation that you have either one of the following instructor skill verifications:

- CompTIA CTT+ credential
- Government-issued teaching certificate

In order to teach Enterprise courses (Flex™, Live Cycle®, Flash® Lite, Flash Media Server and Breeze™) an ACI would need to complete additional steps including:

- Attend an Adobe Train the Trainer class
- Pass a stand up certification

Reporting

Adobe will require every AATC and ACI to have their students submit online course evaluations at the conclusion of Adobe product courses.

Visit <http://partners.adobe.com/public/asn/tp/detail.html> for additional information.

FOR MORE INFORMATION

For more details on how to apply for certification or membership worldwide, please go online to www.adobe.com/certified.

Adobe helps people create, manage and deliver the highest quality digital content in the world.
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