



WEB APPLICATION
DEVELOPMENT
PLATFORM

2010 Training and Certifications Plan

TRAINING PROVIDED



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1. Introduction

In a tough and competitive market like the current one, partnership agreements are a key component in EBD's business development strategy. At EBD we acknowledge that the basis of success for EBD's partners begins by providing a high quality training resulting in a collection of high value professional certifications, focused on improving our partners' businesses.

EBD Partner Certification Program is a valuable mechanism that provides your company a new manner to stand out in its competitive environment. The Certification and Training program provided by EBD covers different performance fields, partner categories and different collaborators requirements.

With EBD's training and certification program, your team will develop an *expertise* on EBD solutions. Certifications are available for Technician and Salesmen teams. EBD guarantees training, experience, knowledge and resources so our partners can provide the best and most complete solution for our clients' business requirements.

Next, we will break down the characteristics and definitions of different trainings and certifications.

2. Courses Provided

EBD has defined a complete training supply solving learning and continuous certification requirements.

EBD's course portfolio is organized based on different certifications, covering all partners' levels and the whole sale string value, from sales, through analysis, definition of the solution and its architecture, to development and use of the solution.

EBD provides training and necessary requirements to partners so they can obtain the following certifications:

- Sales Certified (EBD SC)
- UX Certified (EBD UC)
- Developer Certified (EBD DC)
- IT Manager Certified (EBD IC)

The partner can choose the training and certifications considered more adequate for its service supply and its partners' category.

2.1. Sales Certified (EBD SC)

Sales Certified certification is focused on development of sale arguments, positioning of the company and its product portfolio, technological features and business profits. This certification is addressed to presale consultants and salesmen.

- Objectives: Getting to know EBD's technology products, strengths and weaknesses, market positioning.
- Requirements: None.
- Content: See EBD Sales Certified attached document.
- Course Duration: 8 theory hours (1 day of classroom attendance)
- Maximum number of students: 10
- Cost: **600,00 €** + 95,00 € per student (Teaching Equipment, Documentation and Examination) *

*(VAT not included, prices for Spain. Rest of the world traveling expenses, accommodation and allowance not included.

2.2. UX Certified (EBD UC)

Obtaining **UX Certified** guarantees suitable training, knowledge and tools for project leaders, programming analysts and information architects to define, design, and develop applications highly focused in users usability.

- Objectives: Understand the relevance of following a process focused on people and learning how to follow that process in projects in which they take part.
- Requirements: Experience in the Web development sector.
- Content: See EBD UX Certified attached document.
- Duration of the course: 12 hours (10 of theory y 2 practical) (2 days of classroom attendance).
- Maximum Number of Students: 10
- Cost: **1.200,00 €** + 95,00 € per student (Teaching Equipment, Documentation and Examination) *

*(VAT not included, prices for Spain. Rest of the world traveling expenses, accommodation and allowance not included.

2.3. Developer Certified (EBD DC)

Developer Certified certification guarantees complete training and demonstrates broad knowledge on EBD's development platform. The training program is designed with the objective of developing students' ability to propose EBD-based solutions, dealing with aspects as integration with other platforms, component re-usability and debugging web applications. This certification is addressed to technical consultants, programming analysts or programmers.

- Objectives: Learn how to implement any Web application functionality, exploiting adequately the capacities EBD provides. Watch different integration mechanisms with other platforms.
- Requirements: html/css, javascript, SQL knowledge
- Content: See EBD Developer Certified attached document.
- Course Duration: 120 hours (40 of theory, 80 practical) (Distribution of work days still being defined)

- Maximum number of Students: 10
- Cost: **9.000,00 €** + 150,00 € per student (Teaching Equipment, Documentation and Examination) *

*(VAT not included, prices for Spain. Rest of the world traveling expenses, accommodation and allowance not included.

2.4. IT Manager Certified (EBD IC)

Training for **IT Manager Certified** certification is addressed to system administrators and webmasters, and is focused on architecture designing, infrastructure definition and EBD technology based systems management.

- Objectives: Students must end the course being able to propose infrastructure and system management of any project developed by EBD.
- Requirements: Knowledge on operating systems and MySQL database manager.
- Content: See EBD IT Manager Certified attached document.
- Course Duration: 35 hours (25 of theory, 10 practical) (5 days of classroom attendance distributed throughout 1 week).
- Maximum Number of Students: 10
- Cost: **3.000,00 €** + 100,00 € per student (Teaching Equipment, Documentation and Examination) *

*(VAT not included, prices for Spain. Rest of the world traveling expenses, accommodation and allowance not included.

3. CA OBTAINING

To obtain an EBD certificate, our partners must attend the established training hours for each certificate, and pass successfully the training program, including the theory final exam.

The obtaining certification will show EBD's version with which the course was taken and its validity.

The training course could be directly managed by EBD or by any of our qualified partners. In any case, the course will be provided by professionals that hold the corresponding certification and have extensive experience to ensure enough training quality.

4. CA Validity

Due to quick development of the technological sector and constant innovation in EBD solutions, certifications will have one year validity from the date of the certification obtaining.

With the purpose of guarantying that our collaborators are provided with the most current and suitable training, partners must update the certification. The certification updating process is done through an updating course with the last EBD version published so far.

Duration and contents of the updating course will depend on changes on the product/s from the version on witch the previous certification was acquired and contents and prices will be promoted once they are defined.

5. Utility of CA

Obtaining different certifications will allow our partners:

- To have the technical training and the required qualification in EBD to ensure quality of service to the client.
- Improve their certifications at company standards, provided with better tools and knowledge to render services to clients.
- Obtain bigger EBD product and service discounts, and greater incomes on licenses sales.
- Be able to have access to a larger number of events, resources and marketing actions without cost.

Details on obtaining these certifications are collected on the **2010 Partner Program Guide**.



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