

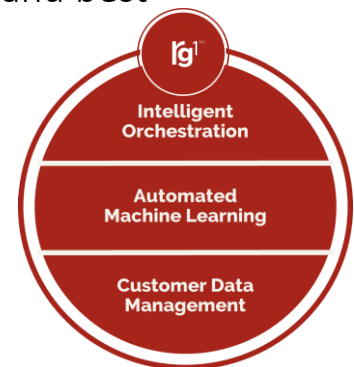
Certification requirements



What being a Redpoint Global Certified partner means

Why does my organization need to be a Redpoint Global Certified partner and what is the benefit?

- Redpoint Global partners can achieve revenue through services engagements when they partner with Redpoint, and thus need training on the Redpoint software platform in order to do so.
- Effective training and certification allow Partners to pursue opportunities independently and foster confidence in delivering business outcomes for their customers.
- Redpoint Global's solutions provide a remarkably unified, single point of control where all customer data is connected and every customer touchpoint intelligently orchestrated. Having deep knowledge in the rgOne software platform provides differentiation from your competitors.
- With Redpoint Global's software platform, innovative companies are transforming their customer experiences across the enterprise and they need SMEs to drive business. Training provides an opportunity to deliver thought leadership and best practices.



For Individuals

Redpoint Trained and Redpoint Certified

For Individuals looking to become Redpoint Global Trained or Certified

An individual can become certified if all levels are met – this does not mean the partner is certified

Individual learning tracks available

Individual Trained – Level I, II:

- Individual is **trained** in each discipline in each role
 - RPI Engineer - Virtual pre-requisite training + trainer led Level I, II
 - RPDM Engineer - Virtual pre-requisite + live trainer led Level I, II
- Upon completion of above steps individual receives **Redpoint Partner Trained** badge

Individual Certified – Level III:

- Individual is **certified** in each discipline- certified in each role:
 - Must have Trained status as pre-requisite
 - Field practical experience write up
 - RPI Engineer
 - RPDM Engineer
 - Architect (RPI)*
 - Architect (RPDM)*
 - Passing exam grade
- Individual receives the **Redpoint Partner Certified** badge
- Trained or Certified designation stays with Individual

*Note, Architects should ONLY be level 3



For Partners

Redpoint Trained and Redpoint Certified

For Partners looking to become Redpoint Global Trained or Certified

Certification is based on the demonstration of capabilities through traditional testing and application of practical skills on a client project.

Partner Trained – Level I, II:

- At least one individual is **trained** in each discipline in each role
 - RPI Engineer - Virtual pre-requisite training + trainer led Level I, II
 - RPDM Engineer - Virtual pre-requisite + live trainer led Level I, II
- Partner receives **Redpoint Partner Trained** badge

Partner Certified – Level III:

- At least one individual is **certified** in each discipline- certified in each role:
 - Must have Trained status as pre-requisite
 - Field practical experience write up
 - RPI Engineer
 - RPDM Engineer
 - Architect (RPI) – Architects should only be Level III
 - Architect (RPDM) - Architects should only be Level III
 - Passing exam grade
- Partner receives the **Redpoint Partner Certified** badge



Individual (Role based) requirements

Individual (Role based) Level I - remote classes until further notice

- Completion of training pre-requisite OnDemand modules (roughly 1 hour per module)
 - **Engineers** need to complete RPI or RPDM depending on role
 - Redpoint recommends allocating 1 hour per module (6 hours in total per Basics Workshop) for training to allow time for watching videos and performing the hands-on lab exercises
- Completion of live, basic training
 - **RPI** – 2 days of live remote training
 - **RPDM** – 2 days of live remote training
 - Training can be completed via Open Public classes or private, Partner specific classes for up to 10 attendees
- Score a passing grade in Level I OnDemand RPI testing (RPI Engineer)
- Score a passing grade in Level I OnDemand RPDM testing (RPDM Engineer)

There will be ongoing education requirements to maintain certification.



Individual (Role based) requirements

Individual (Role based) Level II - remote classes until further notice

- Completion of Level I
- Completion of training pre-requisite Advanced OnDemand modules
 - RPI Engineer – Beyond the Basics, Realtime, Learning the Ropes module (RPI-specific)
 - RPDM Engineer- Matching Series, Learning the Ropes module (RPDM-specific)
- Engineers need to complete RPI or RPDM depending on role
- Score a passing grade in Level II OnDemand RPI testing (RPI Engineer)
- Score a passing grade in Level II OnDemand RPDM testing (RPDM Engineer)

There will be ongoing education requirements to maintain certification.



Individual (Role based) requirements

Individual (Role based) Level III - remote classes until further notice

- Completion of Levels I & II
- Completion of a client project for your given role
 - If Redpoint is engaged in the project, approval from Redpoint Global Sr. Architect is required
 - If project is performed independently, a written summary outlining a customer's business outcome and how you achieved it with our platform based on your implementation skills. Once submitted this will be reviewed for approval to take the certification exam

There will be ongoing education requirements to maintain certification.



Open Class Training price structure by role

Individual Engineer: \$1,600/person, includes:

- OnDemand portal access for one year
- Access to the two-day Open Public class for your discipline- live training classes are subject to availability
- Testing

Individual Architect: \$2,500/person, includes:

- OnDemand portal access for one year
- Access to the two-day Open Public RPI class and two-day Open Public RPDM class - are subject to availability
- Testing (RPI and RPDM)

Group Training: \$20,000, includes:

- Intended to cover training requirements for up to 10 Architects or 20 Engineers (or some combination of)
- 10 OnDemand Seats; Seats can be rotated but total cannot exceed 10 at one time. *OnDemand training is a pre-requisite for live training and must be completed prior to the live session. Access to OnDemand content will be available for one week post class. If you would like continuous access to OnDemand content an annual subscription is required.*
 - Portal: <https://Redpoint.Litmos.com>
- Private, two-day RPI Training for up to 10 participants
- Private, two-day RPDM Training for up to 10 participants
- Testing

There will be ongoing education requirements to maintain certification.

