Network Security Advanced Competency
Frequently Asked Questions (FAQs)

As of September 2, 2014

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Q: What is happening?

A: On September 2, 2014, the Dell PartnerDirect program released its first advanced competency, a new way to grow your relationship and expand your business opportunities with Dell. Advanced competencies offer additional sales and technical training that enables you to build deeper knowledge and skills in a competency area. The first advanced competency to be released will be in the Security – Network Security specialization.

Q: Why?

A: The introduction of advanced competencies fulfills the PartnerDirect program vision to provide flexible growth opportunities within the program for partners with a range of business models. Completing an advanced competency provides a path to Premier status in the program if your business strategy is focused in one competency or specialization area and eliminates the requirement to complete multiple competencies in areas of lesser impact to your business as a requirement for achieving Premier status. Further, the advanced sales and technical training you complete enables you to deepen your knowledge and skills within your business focus area, sharpening your ability to capitalize on opportunities.

Advanced competencies also address a request we have frequently heard from partners to offer more technical training. Even if you have already achieved higher levels within the program by completing multiple competencies, the in-depth training offered within the advanced competency curriculum paths is designed to deepen your expertise in Dell technologies and make you even more valuable to your customers.

The advanced competency in Network Security requirements offer the option of two Dell SonicWALL classroom courses that lead to Certified SonicWALL System Administrator (CSSA) certification. With CSSA certification, you can boost sales, improve your competitive position relative to other partners in the Dell PartnerDirect program, and distinguish yourself in the eyes of your customers.

Q: When?

A: The Advanced Competency in Security – Network Security will be available North America and EMEA beginning on September 1, 2014. Release date in other regions will be determined at a later date.

Q: What does this mean for me?

A: If you are a PartnerDirect Partner who wants to focus only in Network Security, have 4 unique sales/4 unique technical individuals complete the Network Security competency and advanced competency requirements to qualify for Premier status in the PartnerDirect program and receive associated benefits.
Other PartnerDirect Partners can realize the following benefit from Network Security advanced competency training:

- Deepen your knowledge of Dell products and technologies, which can better position you to identify and take advantage of opportunities
- Achieve CSSA certification, which can boost Dell SonicWALL sales, improve your competitive position among Dell channel partners, and enhance your credibility with customers
- Qualify for Marketing Development Funds to defray the cost of classroom training

Q: What are the competency requirements for the Network Security specialization?

<table>
<thead>
<tr>
<th>Sales Required courses:</th>
<th>Technical Required courses:</th>
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<tbody>
<tr>
<td>• Security Competency Overview - SECC0913WBTS</td>
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<tr>
<td>• Dell SonicWALL Sales Training - DSWS0512WBTS</td>
<td>• Dell SonicWALL Technical Training - DSWT0512WBTT</td>
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Q: What are the advanced competency requirements for the Network Security specialization?

Partner must hold the Network Security competency to qualify for the Network Security Advanced Competency.

<table>
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<th>Sales: Advanced competency</th>
<th>Technical: Advanced competency</th>
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<tr>
<td>Required course:</td>
<td>Required courses:</td>
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<tr>
<td>• Dell SonicWALL Advanced Sales Training – ASWAS0914WBTS (online)</td>
<td>• Network Security Basic Administrator Training* - ASWN0914ILTT (CSSA certification) (2 day classroom)</td>
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<td>Or</td>
<td>Or</td>
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<tr>
<td>• Secure Mobile Access Basic Administration Training* - ASWS0914ILTT (CSSA certification) (2 day classroom)</td>
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<td>• Network Security Advanced Administrator Training* - ASWP1114ILTT (CSSP certification) (2 day classroom)</td>
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Partners can qualify for Marketing Development Funds to defray the cost of these classroom courses.

Q: Is there a fee for the required classroom training?
A: Yes. SonicWALL certification courses are delivered through authorized training providers who charge a fee to attend these courses. There are marketing incentives offered to help defray the cost of the training, including reimbursement through Marketing Development Funds. Contact your Channel Account Manager to discuss available funding support for classroom training.

Q: How do I register for a required classroom course?
A:
1. Visit the SonicWALL authorized training providers website.
2. Click on the tab "Authorized Training Partners" to select from a list of providers who are in your region and navigate to their web site.
3. On the provider’s website, search for SonicWALL training.
4. Select the course you are interested in to view the schedule and follow the instructions to register.
Q: What if my Certified SonicWALL Security Professional certification (CSSA) was previously accepted in lieu of completing technical presales requirements in the Network Security competency?

A: Partners who have been granted technical presales equivalency for CSSA within the program before September 1, 2014:

- Will not be required to take any new training or exams
- Will be given credit toward the advanced competency if they choose to pursue it

After September 2, 2014, partners who present CSSA certification:

- Will be given credit for fulfilling the advanced competency requirement
- Will be required to complete competency technical training requirements

Certified SonicWALL Security Professional certification (CSSP) is not a requirement of the program, but will be accepted in lieu of a CSSA certification.

Q: Is there a test-out option for CSSA certification?

A: Test-out CSSA certification exams are available in North America only, and may be purchased directly via mySonicWALL at http://www.mysonicwall.com/ > My Training > Certification Exams.

Q: Where can I find Network Security advanced competency online training in the Partner Learning Center?

A: There will be a specialty track in Partner Learning Center in your Enrolled Training window named Security – Network Security Advanced. Open that track to access the online Dell SonicWALL Advanced Sales Training course (ASWA0914WBTS).

Q: Will the SonicWALL classroom training and CSSA certifications be tracked in the Partner Learning Center?

A: On the Security – Network Security Advanced specialty track, there will be placeholder courses for the required classroom training. Completed CSSA and CSSP certifications will be recorded in the Partner Learning Center. You will be able to view completed certifications on your transcript.
Q: What are the revenue requirements for reaching Premier status by completing an advanced competency?

A: The revenue requirements for Premier status are the same whether you achieve status through multiple competencies or through advanced competency. Refer to the current revenue requirements listed in the:

- PartnerDirect Competency Brochure: US Partners | CA Partners
- Partner Portal requirements page: US Partners | CA Partners

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Q: Who can I contact?

A: Please contact the Dell Partner Resource Desk if you have additional questions:

Email: Certified_PRD@dell.com

Phone: 866-670-4411

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