



EDB Certified Training Partner Program Guide

2024



Introduction

Welcome to EDB’s Certified Training Partner Program (CTP)! The Program Guide will provide you with important information to get started and to collaborate with the EDB Training Team.

In this guide, you will find the following

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Program Overview

EDB's Certified Training Partner Program is designed to offer you the tools and resources to grow your business and develop Postgres skills in your identified territory. The program provides opportunities to develop your instructor's expertise and increase your capability to sell and deliver EDB Training.

Upon successful application and admittance to the EDB Certified Training Partner Program, you are eligible to receive training benefits designed to assist you.

Upon meeting the instructor certification requirements, you will be cleared to schedule, market, sell seats, arrange facilities and other logistics to deliver EDB instructor-led training classes.

CTP Program Benefits

As an EDB Certified Training Partner you will receive sales and training benefits specifically designed to help you with the sales and delivery of EDB training services.

- ✓ EDB Training materials developed by the worlds leading Postgres experts
- ✓ EDB training agendas
- ✓ Discounted EDB Certification exams
- ✓ Free certification exams for CTP instructors
- ✓ Digital enablement
- ✓ Product usage
- ✓ EDB logos
- ✓ Partner Portal access
- ✓ Customer satisfaction surveys

CTP Program Requirements

- Signed CTP agreement
- The CTP manages scheduling, marketing, selling seats, arranging the facility and other logistics for the EDB Training Classes.
- The CTP's Certified Instructor delivers the EDB Training Classes using the materials provided by EDB.
- The CTP manages account relations.
- During the time that the CTP is paying the applicable fees set forth in this Program Guide, the CTP will be entitled to the Benefits described herein.
- Minimum Number of EDB Certified Instructors: CTP agrees that commencing no later than sixty (60) days from the agreement effective date, CTP shall employ on a fulltime basis at least the number of DB Certified Instructors set forth in the *EnterpriseDB Certified Training Partner Program Agreement Exhibit A*.
- CTP will use its best efforts to promote and sell Student Seats in EDB Training Classes.
- CTP shall register the Students with EDB by providing a Royalty Report to EDB Training.
- CTP shall provide the venue for such courses with all necessary accommodations including lunch and refreshments.
- CTP shall ensure that CTP Students create an EDB Training Portal account prior to the start date of the applicable CTP Training Class.

Available EDB Instructor-Led Courses

The following EDB instructor-led courses are available for CTPs to market, sell, and deliver within their identified territory. EDB will provide CTPs with the electronic course agenda, electronic copy of instructor materials, lab instructions and answer key. EDB training materials are in English. The EDB commercial price for private training (for up to 12 students) is suggested only. CTPs retains full control over resale pricing.

Course Title	Duration	Comments
EDB Postgres Essentials	4 days	Available in versions 15 and 14
EDB Postgres for Oracle DBAs	2 days	Available in versions 15, 14, and 13
Foundations of EDB	5 days	Available in version 13
Advanced EDB	3 days	Available in version 13
PostgreSQL Essentials	4 days	Available in versions 16 and 14
Foundations of PostgreSQL	3 days	Available in version 13
Advanced PostgreSQL	3 days	Available in versions 16 and 13

EDB instructor-led courses are updated to current version with alternate versions.

CTP Program Fees

Training Class Fees: Upon receipt of a Royalty Report, EDB will invoice the CTP \$70 USD per Student per day per registered CTP training class for the use of EDB Training Materials. Training Class fees do not include Certification Exams.

Student Certification Exams

CTPs may purchase EDB Certification Exams from EDB at discount of 75% from the list price of .the following exams:

EDB Certification Exam	List Price
EDB Postgres Essentials Certification	\$250 USD
EDB Postgres Advanced Certification	\$250 USD
PostgreSQL Essentials Certification	\$200 USD
PostgreSQL Advanced Certification	\$200 USD

Exams are available in the versions of the published Essentials and Advanced EDB Postgres and PostgreSQL courses.

Class Registration

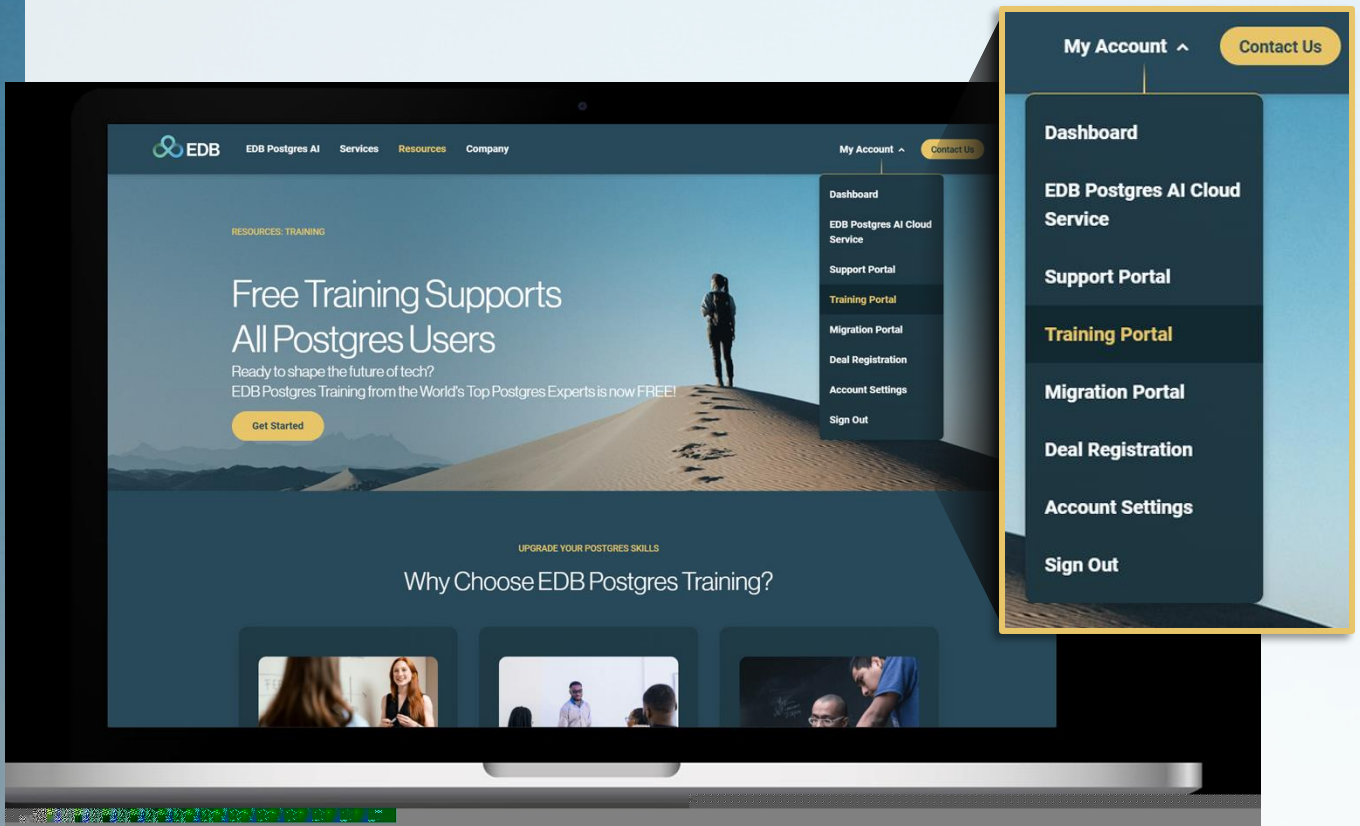
CTPs will register each class a minimum of 5 business days prior to a CTP class delivery by sending a Royalty Report to training@enterprisedb.com. CTP will provide EDB with the following information for each CTP class:

- Partner Name
- Training Course Name
- Location of Course
- Instructor Name
- Certification/Exam (optional)
- Certification Exam Cost (option)
- Training Start Date
- Training End Date
- Course Duration (days)
- Student Name (First, Last)
- Student Email
- Student Company Name
- Student Company Address
- Charges (Per Day USD)
- Total

The count of Students provided prior to the beginning of the scheduled class will be used to determine the number of the allowable number of instances of soft copy from the EDB Learning Management System for a particular training engagement. Failure to adhere to this policy will result in proceedings to terminate the Agreement.

CTP Student Account Creation in EDB LMS

Once the Royalty Report is sent to EDB, CTPs shall require each CTP student to create an account in the EDB Learning Management System in order to receive electronic student materials.



- Visit www.enterprisedb.com/training and click Get Started to create an account.
- After creating an account, go back to www.enterprisedb.com/training and click Sign In at the top right corner.
- Once logged in, click My Account at the top right corner and select Training Portal.

Once the student account is created,, EDB Training will send each CTP student a confirmation. The email provides instructions to download electronic student details.

Email Subj: EDB Training Session Details

From: EDB Training Team <training@enterprisedb.com>

Dear XYZ,

You have been enrolled in the upcoming EDB Essentials v14.

To access your training session details:

1. Go to training.enterprisedb.com
2. **Log in** to your account
3. From the dashboard **select the EDB Postgres Advanced Server Essentials v14 card** under the My Courses section
4. Course scheduling details will be visible to you
5. Click on the **Content link** (next to the Overview link) to access course materials and meeting login details

For any questions, please reach out to training@enterprisedb.com.

Enjoy your training,

The Training Team

Upon completion of the course, CTP students, may access their EDB Training Account dashboard and download a course completion certificate.

Instructor Training Materials

CTPs may request Instructor Training Materials (course outline, instructor delivery slides, lab instructions, and answer key) by contacting EDB Training at training@enterprisedb.com. The CTP should indicate the course name and version.

CTP Instructor Certification Exams

No fee will be charged for the first two (2) certification attempts for Partner instructors for each software version of a Certification exam. Certification requests shall be requested at training@enterprisedb.com

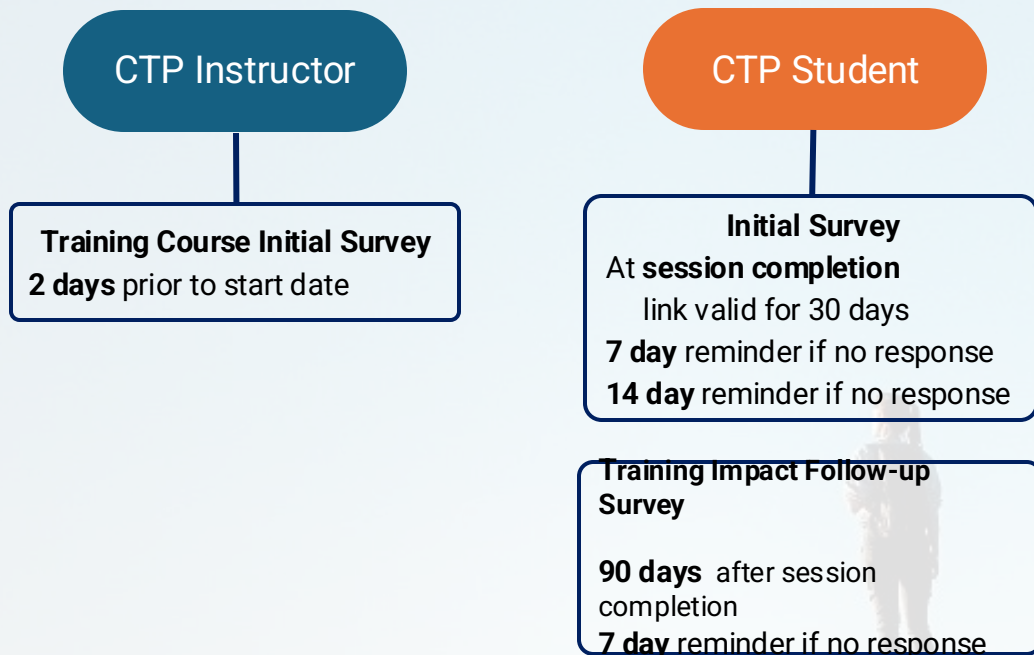
CTP Instructor Enablement

Two types of Instructor Enablement are available to CTP Instructors

- On-Demand Training Courses: Each instructor-led course is available in on-demand (self-paced) modality on the EDB Training Portal. CTP instructors may create an EDB Training Account (see instructions in Student Registration in EDB LMS).
- Train-the-Trainer on-demand. Recorded train-the-trainer sessions are available for CTP Instructors. For access, send email to training@enterprisedb.com indicating the course name and version.

Customer Satisfaction Surveys

EDB Training utilizes Customer Satisfaction Surveys to improve the effectiveness of our learning programs. Surveys are sent to CTP Instructors and CTP Students. Surveys are in English.



Sample Survey Email



EDB Training Resources



training@enterprisedb.com



[EDB Training Portal](#)



[EDB Instructor-led Training Agendas](#)

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Thank You!

