Partner Certification

Program & Channels for Completion

Goal: Become Stage 1 & 2 Certified by course completion

Stage



Account Management (AM/BDM) Outcome: Pitch ThousandEyes **Investment:** 2 Hours



Solution Engineers (SE1)

Outcome: Conduct a Demo

Investment: 3/8 Hours

Stage



Account Management (AM/BDM)

Outcome: Register a Deal ID for ThousandEyes

Investment: 4 Hours



Solution Engineers (SE1)

Outcome: Conduct a PoV **Investment:** 10/16 Hours



Avenues to Certification

Black Belt (Self-Serve)

Instructor-Led Training*

*Only available for select partners. Reach out to your ThousandEyes Partner Account Manager for more details

ThousandEyes Sales Stage 2 Certification

Step #2 Black Belt Stage 2

Once Stage 1 Certified (either via completion of Black Belt Stage 1 or Instructor-Led Training, please complete Stage 2 Black Belt modules in full

Step #3 Assessment

Quiz: Complete Stage 2 Certification Quiz

Deal ID*: Please submit a ThousandEyes Cisco Deal ID & upload Stage 1 Certificate here

Step #4 Certification

You will receive your Stage 2 ThousandEyes Black Belt Pre-Sales Certificate once all assessment criteria are met Step #5
Stage 2
Badge
Coming Soon





Stage 1 Certification
Complete Stage 1 selfserve Black Belt modules

Step #1

serve Black Belt modules in full or 1-Day Pre-Sales Instructor-Led Training (ILT)

*Please note your Deal ID can be applied retrospectively i.e., any Deal ID for ThousandEyes you have used in the last 9 months may be used for validation

ThousandEyes Pre-Sales Stage 2 Certification

Step #2 Black Belt Stage 2

Once Stage 1 Certified (either via completion of Black Belt Stage 1 or Instructor-Led Training, please complete Stage 2 Black Belt modules in full

Assessment

Step #3

Demo: Record 5-10 minute demo of the Automator tool to set up key tests, alerts and dashboards and upload here.

Deal ID*: Please submit a ThousandEyes Cisco Deal ID per the above link

Quiz: Complete Stage 2 Certification Quiz

Step #4 Certification

You will receive your Stage 2 ThousandEyes Black Belt Pre-Sales Certificate once all assessment criteria are met

Step #5 Stage 2 Badge Coming Soon



serve Black Belt modules in full or 1-Day Pre-Sales Instructor-Led Training (ILT)





^{*}Please note your Deal ID can be applied retrospectively i.e., any Deal ID for ThousandEyes you have used in the last 9 months may be used for validation