



The Digital Transformation Experts®

# PARTNER CREDENTIALS

## Technical chops, defined.

At MicroAge, we pride ourselves in our technical expertise. We hold top-level certifications and accreditations with all of the leading IT manufacturers. For the past five years we've been named to the CRN® Tech Elite 250 list, which recognizes IT solution providers with deep technical expertise and premier certifications.

In fact, MicroAge sales and technical consultants have more than 1,000 partner certifications and average 13+ years of experience each.

Give us a challenge. We've got the technical chops to create the right solution for you.



### DELL EMC® COMPETENCIES

- Storage
- Converged Infrastructure
- Networking
- Data Protection
- Server
- Wyse for VDI
- Workstation
- Core Client
- Data Analytics
- High Performance Computing
- Software Defined Infrastructure



### DELL EMC SALES CERTIFICATIONS

- Sales Credentials:
  - Data Center Portfolio
  - Storage
  - Converged Infrastructure
  - Hyper-Converged Infrastructure
  - Network
  - Data Protection
  - Server
  - Wyse for VDI
  - Workstation
  - Core Client
  - Ready Solutions for Big Data
  - High Performance Computing
  - Ready Solutions for WSSD
  - VDI

### DELL EMC TECHNICAL CERTIFICATIONS

- Specialist Technology Architect:
  - Midrange Storage Solutions
  - VMAX Solutions
- Expert Cloud Architect—Cloud Services
- Specialist Cloud Architect—Cloud Infrastructure

### DELL EMC TECHNICAL SALES CERTIFICATIONS

- Sales Engineer Credentials:
  - High-End Storage
  - Mid-Range Storage
  - Unstructured Storage
- Systems Engineer Credentials:
  - Converged Infrastructure
  - Hyper-Converged Infrastructure Campus Networking
  - Data Center Networking
  - Data Protection
  - Server
  - Wyse for VDI
  - Workstation
  - Core Client
  - Ready Solutions for Artificial Intelligence
  - Ready Solutions for Big Data
  - High Performance Computing
  - Ready Solutions for WSSD
  - VDI



### SOPHOS CERTIFICATIONS

- Sophos Certified Sales Consultant



**Strong relationships. Expert certifications. Decades of experience. We harness it all to create the right solution for you.**

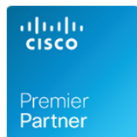
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## PARTNER CREDENTIALS



### CISCO® COMPETENCIES

- Express Collaboration
- Advanced Enterprise Networking



### CISCO TECHNICAL PRESALES CERTIFICATIONS

- Advanced Video System Engineer Representative
- Cisco Unified Access Representative
- Cisco Video Representative
- Collaboration Architecture Systems Engineer
- Core and WAN Systems Engineer Representative
- Enterprise Networks Architecture System Engineer Representative
- Express Collaboration Sales Engineer
- Express Security NGFW Engineer Representative
- Express Video Engineer Representative
- Small and Midsize Business Engineer
- Unified Computing Technology Systems Engineer Representative

### CISCO TECHNICAL CERTIFICATIONS

- CCDA (Cisco Certified Design Associate)
- CCDP (Cisco Certified Design Professional)
- CCENT (Cisco Certified Entry Networking Technician)
- CCNA (Cisco Certified Network Associate)
  - Routing & Switching
  - Wireless
- CCNP (Cisco Certified Network Professional)
  - Collaboration
  - Routing & Switching
- Cisco Collaboration Field Engineer Representative
- Express Collaboration Field Engineer Representative
- Express Foundation Field Engineer Representative
- Unified Computing Technology Field Engineer Representative

### CISCO SALES CERTIFICATIONS

- Advanced Video Account Manager Representative
- Cisco Business Value Analyst
- Cisco Collaboration Account Manager Representative
- Express Collaboration Account Manager
- Express Security NGFW Account Manager Representative
- Express Video Account Manager Representative



### CITRIX® COMPETENCIES

- ADC
- App Layering
- Content Collaboration
- Content Collaboration Service
- Endpoint Management
- Endpoint Management Service
- Gateway
- Gateway Service
- Managed Desktops
- SD-WAN
- Virtual Apps
- Virtual Apps and Desktops Service
- Virtual Apps Service
- Virtual Desktops
- Virtual Desktops Service
- Workspace
- Workspace Service



### CITRIX TECHNICAL CERTIFICATIONS

- Citrix Certified Associate
  - Networking
  - Virtualization
- Citrix Certified Sales Professional



### NUTANIX™ TECHNICAL SALES CERTIFICATIONS

- Platform Professional
- Platform Sales Engineer
- Platform Sales Representative

### NUTANIX SALES CERTIFICATIONS

- Certified Sales Expert
- Certified Sales Representative

## PARTNER CREDENTIALS



### VMWARE® COMPETENCIES

- Business Continuity
- Cloud Provider
- Desktop as a Service (DaaS)
- Desktop Virtualization
- Hyper-Converged Infrastructure
- Management Operations
- Mobility Management
- Network Virtualization
- Server Virtualization
- VMware Cloud on AWS
- VMware PKS



### VMWARE CERTIFICATIONS

- VCP (VMware Certified Professional)—
  - Data Center
  - Desktop Virtualization
  - Network Virtualization
- VCAP (VMware Certified Advanced Professional)—
  - Data Center Design
  - Desktop & Mobility Design
- VSP (VMware Sales Professional)
- VTSP (VMware Technical Sales Professional)

### VMWARE LICENSING EXPERTS

- VOP-LE (VMware Operations Professional Licensing Expert)
- VOP-SE (VMware Operations Professional Subscriptions Expert)
- Renewals Specialist

### VMWARE SPECIALIZATIONS

- Academics
- U.S. Federal



### UNITRENDS CERTIFICATIONS

- Certified Associate
- Certified Sales Professional
- Sales Certified



### HPE TECHNICAL SALES CERTIFICATIONS

- HPE ATP (Accredited Technical Professional)—
  - Hybrid IT Solutions
  - Server Solutions
  - Storage Solutions
  - FlexNetwork Solutions



### HPE TECHNICAL CERTIFICATIONS

- HPE ASE (Accredited Solutions Expert)—
  - Data Center Network Architect
  - Server Solutions Architect
  - Storage Solutions Architect
- HPE Master ASE—
  - Storage Solutions Architect

### HPE SALES CERTIFICATIONS

- CPSS (ClearPass Sales Specialist)
- GreenLake Flex Capacity Competency
- Sales Certified—Aruba Products & Solutions
- Sales Certified—Hybrid IT Solutions



### MICROSOFT® TECHNICAL SALES CERTIFICATIONS

- Technology Associate in Networking Fundamentals



### MICROSOFT TECHNICAL CERTIFICATIONS

- Certified Professional
- Certified Professional in Windows Server
- Certified Solutions Associate in Office 365
- Cloud Productivity Competency—Managing Office 365 Identities & Requirements
- Implementing Microsoft Azure Infrastructure Solutions
- Specialist—Architecting Microsoft Azure Solutions



## PARTNER CREDENTIALS



### APC® TECHNICAL SALES CERTIFICATIONS

- 2016 Business Network Sales Professionals
- Data Center Specialization for Sales Professionals (60Hz)
- APC Sales Professional—
  - Cooling
  - Industry & Infrastructure Secure Power
  - IT Power
  - Business Networks
  - Data Center

### APC TECHNICAL CERTIFICATIONS

- Technical Consultant for—
  - Business Networks
  - Data Centers



### APC SALES CERTIFICATIONS

- 2016 Business Network Sales Associate
- APC Sales Associate—
  - Cooling
  - Industry & Infrastructure Secure Power
  - IT Power
  - MSP
  - Secure Power for Sales Associates (50Hz)
  - Small Office/Home Office
  - Software



### MITEL® CERTIFICATIONS

- Technical Professional—MiVoice Business Solutions
- Sales Professional—MiVoice Business Solutions



### VEEAM® TECHNICAL SALES CERTIFICATIONS

- VMTSP (Veeam Technical Sales Professional)—Management Pack

### VEEAM TECHNICAL CERTIFICATIONS

- VMCE (Veeam Certified Engineer)

### VEEAM SALES CERTIFICATIONS

- VMSP (Veeam Sales Professional)—
  - Availability Suite 9.5
  - Backup & Replication
  - Management Pack

