



Partner Credentials

Turning technology investments into business advantages.

MicroAge turns technology into a strategic advantage, helping you move faster, adapt confidently, and stay ahead in a rapidly evolving digital landscape. Backed by deep technical expertise, advanced partner accreditations, and more than 560 certifications across leading technology providers, our teams deliver solutions designed for real business impact. With an average of 13+ years of experience and nearly a decade of recognition on CRN's Tech Elite 250 list, MicroAge brings the insight, execution, and innovation needed to achieve extraordinary outcomes.



Partner Designations

- Business Applications
- Data and AI (Azure)
- Digital and App Innovation (Azure)
- Infrastructure (Azure)
- Modern Work
- Security

Supported by over 100 Expert and Architect certifications in:

- Azure Solutions Architecture
 - Azure modernization, architecture, and cloud transformation
 - Security engineering, operations, identity, information protection, and compliance capabilities
 - Intelligent modernization, application development, DevOps, automation, and Power Platform delivery
- Cybersecurity Architecture
 - AI security, Zero Trust, governance, and enterprise security strategy
- Microsoft Fabric Architecture
 - Data modernization and AI-ready data
 - Enterprise analytics, lakehouses, data engineering, security, and governance
- Microsoft 365 Architecture
 - M365 transformation, Copilot readiness, governance, and tenant modernization
- Agentic AI Business Solutions Architecture
 - Agentic AI and business transformation



Competencies

- APEX infrastructure – Sales and Sales Engineer
- Clients for VDI – Sales and Sales Engineer
- Core – Sales and Sales Engineer
- Data Center and Edge Networking – Sales and Sales Engineer
- Data Center Portfolio
- Data Protection – Sales and Sales Engineer
- Endpoint Security
- High End Storage – Sales Engineer
- Hyper-Converged Infrastructure – Sales and Sales Engineer
- Latitude Rugged – Sales and Sales Engineer
- MidRange Storage – Sales and Sales Engineer
- Networking – Sales
- Server for CSP – Sales Engineer
- Storage for OEM – Sales Engineer
- Workstation – Sales and Sales Engineer



Partner Specializations

- Advanced Enterprise Networks Architecture
- Core Security Solutions
- Customer Experience
- Extended Detection Response Solutions
- Hybrid Cloud Computing Solutions
- Secure Access Service Edge Solutions
- Secure Networking Solutions

Black Belt Certifications

- Data Center – Cisco/Veeam
- Cisco/Cohesity Pre-Sales and Deployment
- Collaboration Competitive Guides
- Enforcing Trust-Based Access With Duo Policies
- Fire Jumper Sales Cyber Vision
- Infrastructure
- Internet Infrastructure for Providers Sales
- Intersight Pre-Sales
- IoT Industrial Security Pre-Sales
- Meraki Deployment
- Optics Sales and Pre-Sales
- Provider Connectivity Assurance Sales
- Secure Network Management Pre-Sales
- UCS Pre-Sales
- Webex Contact Center Support

Technical Professionals

- Cisco Certified Network Associate (CCNA)
- Implementing and Administering Cisco Solutions (CCNA) 2.2
- ENCOR – Implementing and Operating Cisco Enterprise Network Core Technologies
- Cisco Certified Specialist
 - Collaboration Call Control On-Premise
 - Collaboration Core
 - Collaboration Hybrid and Cloud
 - Enterprise Advanced Infrastructure
 - Enterprise Core
 - Enterprise Wireless Design
 - Enterprise Wireless Implementation
- Cisco Certified Network Professional (CCNP)
 - Collaboration
 - Enterprise
 - Security



Solution and Product Competencies

- Block Storage Solutions with NetApp ASA
- Block Storage Solutions with NetApp ASA Flash
- Data Protection with NetApp Technologies and Ecosystem
- Introduction to ASA
- Orientation to ASA / Selling ASA / ASA Positioning for Technical Sales
- Selling NetApp Block Solutions
- Technical Positioning of NetApp Block Solutions

Accreditations and Badges

- Accredited Service Engineer
- AI and Analytics Associate Accreditation
- AI Solutions Associate Accreditation
- AI with FlexPod AI
- Cloud Native Associate Accreditation
- Hybrid Cloud Associate Accreditation

Foundational Professional Certifications

- NetApp Certified Technology Associate (NCTA)
- NetApp Certified Technology Solutions Professional (NCTSP)

Advanced Professional Certifications

- NetApp Certified Data Administrator (NCDA)
- NetApp Certified Data Administrator (NCDA) ONTAP
- NetApp Certified Support Engineer (NCSE)
- NetApp Certified Support Engineer (NCSE) ONTAP

Specialist Certifications

- Cisco and NetApp FlexPod Design Specialist
- Cisco and NetApp FlexPod Implementation and Administration Specialist
- NetApp Certified Implementation Engineer (NCIE) SAN
- NetApp Certified Implementation Engineer (NCIE) SAN ONTAP
- NetApp Certified Implementation Engineer (NCIE) Data Protection
- NetApp Certified Engineer Data Protection Specialist
- NetApp Certified Engineer SAN Specialist
- NetApp Certified FlexPod Specialist
- NetApp Certified Storage Installation Engineer (NCSIE)

Partner Credentials



Sales Accreditations

- Nutanix Certified Sales Representative (NCSR)
- Nutanix Accredited Associate – Infrastructure (NAAI)
- Nutanix Accredited Professional – Infrastructure (NAPI)

Sizing and Design Track

- Nutanix Sizing Associate
- Nutanix Sizing Professional

Technical Certification Track

- Nutanix Certified Associate (NCA)
- Nutanix Certified Professional – Multicloud Infrastructure (NCP-MCI)
- Nutanix Certified Professional – Unified Storage
- Nutanix Certified Master – Multicloud Infrastructure (NCM-MCI)

Services Track

- Nutanix Certified Services – Core
- Nutanix Certified Services – Multicloud Infrastructure Pro (NCP-MCI)



Sales Certifications

- AI and As-a-Service Solutions
- Compute and Storage Solutions
- Hybrid Cloud Solutions
- Storage Solutions

Solutions Certifications

- HPE GreenLake Solutions
- Delta Edge-to-Cloud Solutions

Professional Technical Certifications

- HPE Solution Certified – VMware
- HPE Accredited Solutions Expert (ASE)

Expert Certifications

- HPE Master ASE – Storage Solutions



Pre-Certification Technical Training

- Juniper Partner SE Fundamentals
- Intro to SSR (Session Smart Routing)

Networking Associate Certifications

- Juniper Networks Certified Internet Associate
- Juniper Networks Certified Associate, Junos (JNCIA-Junos)



Foundational Accreditations

- Foundations Accreditation (CFAs)
- Cohesity Platform Foundations
- Platform Foundations Technical Sales

Sales Accreditations

- Cohesity Cloud Services Sales
- Cohesity SmartFiles Sales Associate
- Cohesity IT Analytics Sales Associate
- Fort Knox Sales Associate
- Cohesity NetBackup Flex Appliance Sales

Solution-Specific Sales Accreditations

- Foundations Accreditation (CFAs)
- Cohesity Platform Foundations
- Platform Foundations Technical Sales



PACK PARTNER
BRONZE

Foundational Certifications

- New Partner Orientation
- Channel Sales Compliance Training
- PTT Security Journey

Core Sales Accreditations

- Sales Training Program
- Arctic Wolf Sales Professional

Soution and Platform Specializations

- Broad Visibility Curriculum
- Aurora Endpoint Security

Partner Credentials



Lenovo 360 Accreditations

- Data Center Sales
- Sustainability Services Sales
- Intelligent Devices Support Services
- Intelligent Devices Configuration Services
- Modern Workplace Sales
- ThinkShield Security Sales



Sales Accreditations

- Veeam Sales Professional Microsoft 365 Protection
- Veeam Sales Professional Ransomware and Disaster Recovery

Technical Sales Accreditations

- Veeam Technical Sales Professional Ransomware and Disaster Recovery
- Veeam VMTSP (Core Technical Sales Accreditation)

Technical Certification

- Veeam Certified Engineer (VMCE)



Sales Certifications

- Barracuda Certified Sales Partner
- Barracuda Cloud Certified Sales Representative
- Barracuda Cloud-to-Cloud Backup Certified Sales Representative

Technical Certifications

- Barracuda Cloud-to-Cloud Backup Specialist



Sales Specializations

- Sales Product Specialist – Hardwall Firewall
- Certified Xsiam Analyst

Technical Specializations

- Pre-Sales Engineer
- Pre-Sales Engineer – Strata Professional
- Systems Engineer Professional – Hardware Firewall
- Certified Security Engineer



Sales Accreditations

- Proven Professional – AppNeta
- Proven Professional – VMware Cloud Foundation, Pre-Sales and Sales

Technical Sales Accreditations

- VTSP VMware Cloud Foundation 9.0 Solution Engineer
- Proven Professional – VMware Cloud Foundation – Pre-Sales

Technical Certifications

- Proven Professional – DX Operational Intelligence
- Proven Professional – Implementation
- Proven Professional – Architecture

Advanced Technical Certifications

- Certified Expert – Implementation
- Certified Expert – Architecture

Elite Partner Designation

- Broadcom Knight

Partner Credentials



Sales Certifications

- Certified Sales Foundation

Technical Certifications

- Technical Pre-Sales Foundation
- Technical Pre-Sales Certificate

Professional Services Certifications

- Professional Services Certification



Sales and Marketing Certifications

- Networking Sales Curriculum
- Nvidia Marketing

Technical Certifications

- Compute Technical Curriculum
- Networking Technical Curriculum
- Generative Technical Curriculum
- Technical AI Advisor



Sales Accreditations

- SP01 – Selling Sophos: Quick Start v1.0
- SP02 – Winning with Sophos MDR v1.0
- SP03 – Winning with Network Security v1.0
- SP04 – Winning with Sophos Endpoint v1.0
- SC02 – Selling MDR Cybersecurity as a Service

MSP Accreditation

- MSP01 – Sophos MSP Flex

Technical Accreditation

- S80 – Sophos Firewall v21.0 Technician
- ET15 – Sophos Endpoint v6.0 Engineer
- ET45 – Sophos Email v4.0 Engineer
- ET80 – Sophos Firewall v21.0 Engineer
- AT80 – Sophos Firewall v21.0 Architect



Sales Certifications

- Sales Play-Retail Sales Associates
- Service Partner – Sales
- Service Partner – Sales Level 2

Technical Certifications

- Service Partner – Support Level 1
- Service Partner – Support Level 2



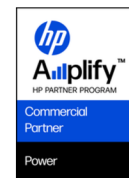
Technical Certifications

- Network Security Expert (NSE 1): Cybersecurity Fundamentals
- NSE 2: Network Security Awareness
- NSE 3: Fortinet Product Operations
- NSE 4: FortiOS
- NSE 7: Enterprise Firewall 7.0



Partner Accreditations

- Identity Cloud Presales Accreditation
- Okta Elevate
- Workforce Identity Cloud (WIC)
 - 100: Foundational / Entry Level
 - 200: Intermediate / Associate Level
 - 300: Advanced / Professional Level



Partner Specializations

- Amplify PS Lifecycle Services
- HP Software Specialist
- HP Anyware Sell
- HP Anyware Service
- HP END Point Security Sell
- HP END Point Security Service
- Public Sector Network

Partner Credentials



Sales Accreditations

- Arista Sales Accreditation (ASA)

Technical Accreditations

- Arista Technical Accreditation (ATA)
- Arista Edge Threat Management Training



Technical Certifications

- AWS Certified Cloud Practitioner
- AWS Certified Solutions Architect – Associate
- AWS Certified Advanced Networking – Specialty



Technology Reimagined. Results Realized.

The pace of change isn't slowing down. From AI and cybersecurity to cloud, data, and modern workplace, organizations need a trusted partner that can help them navigate complexity and turn innovation into measurable business outcomes.

At MicroAge, we help organizations modernize with confidence, align technology to business goals, and create lasting competitive advantage. Backed by deep expertise, strategic partnerships, and a commitment to client success, we're ready to help you unlock what's next.

Seven core offerings.

One integrated approach to advancing your business.



CYBERSECURITY



CLOUD



SERVICES



**DATA
INTELLIGENCE**



**DATA CENTER
INFRASTRUCTURE**



**MODERN
WORKPLACE**



**COMMUNICATIONS
& COLLABORATION**

Let's Build What's Next Together

Whether you're modernizing infrastructure, strengthening security, adopting AI, or driving digital transformation, MicroAge brings the expertise, partnerships, and vision to help move your business forward.



Contact your Account Executive, call (800) 544-8877 or email solutions@microage.com to get started.