

Partner Certifications

Providing you a competitive edge



The Certification Advantage:

- Gain the knowledge to design, implement and support telephony solutions based on Switchvox
- Confidently recommend a solution that you know and trust
- Ensure customer confidence by being a valued Digium-Certified Reseller
- Take advantage of the full benefits of Digium's support and services with up-to-date product information
- Partnering with a Channel-friendly vendor

Digium is committed to enabling your success and providing you a competitive edge as a valued partner. Digium offers the Digium Channel Certification Program to provide you

the product training to be successful. To maintain the Registered or Select partner levels, your company must be certified in at least one Digium solution specialty: Asterisk or Switchvox.

Switchvox Certification Specialty

This provides Digium partners with the knowledge to design, implement and support telephony solutions based on Switchvox, Digium's award-winning Unified Communications solutions. Channel partners who certify under this specialty will receive recognition as a Certified Switchvox Partner. Organizations who wish to be recognized as Certified Switchvox Partners must execute a Digium Registered or Select Channel Partner Agreement and certify two individuals in their organization as Certified Switchvox Sales Professionals and one individual in their organization as a Certified Switchvox Sales Engineer.



Asterisk Certification Specialty

This provides Digium partners with the knowledge to design, implement and support telephony solutions based on Asterisk Open Source. Channel partners who certify under this specialty will receive recognition as a Certified Asterisk Integration Partner. Organizations who wish to be recognized as Certified Asterisk Integration Partners must execute a Digium Registered or Select Channel Partner Agreement and certify one individual in their organization as a Digium Certified Asterisk Professional (dCAP).



Register online at www.digium.com/partnerportal

Requirements At A Glance

Asterisk Specialization Requirements

- 180 days to complete certification process
- Completion of the Digium Product Training course
- Certification renewal every 2 years
- Submission of two customer references
- One dCAP-certified employee

Switchvox Specialization Requirements

- 90 days to complete certification process
- Update certification within 30 days of a new Switchvox firmware release
- Certification renewal every 2 years
- Submission of two customer references
- Two dCSP-certified employees and one dCSE-certified employee

Digium Partner Certification Program



Certified Switchvox Partner Requirements

- Completion of the certification process within 90 days
- Update certification within 30 days of new Switchvox firmware release
- Certification renewal every 2 years
- Submission of two customer references
- Two dCSP-certified employees and one dCSE-certified employee

Certified Switchvox Sales Professional (dCSP) Requirements

1	REQUIRED	Switchvox Sales Training Curriculum (2 hours - online)
2	REQUIRED	Passing score (85%) on dCSP Exam (online)

Certified Switchvox Sales Engineer (dCSE) Requirements

1	REQUIRED	Switchvox Sales Training Curriculum (2 hours - online)
2	REQUIRED	Switchvox Technical Training Curriculum (4 hours - online)
3	REQUIRED	Passing score (85%) on dCSE Exam (online)

Certification Levels:

dCAA

Certified Asterisk Administrator

dCAP

Certified Asterisk Professional

dCSP

Certified Switchvox Sales Professional

dCSE

Certified Switchvox Sales Engineer

Additional information can be found online:

- Program Overview
- Pricing
- Course Descriptions
- Course Availability
- Course Registration
- Online Training

www.digium.com/partnerportal



Certified Asterisk Integration Partner Requirements

- Completion of the certification process within 180 days
- Successful completion of the Digium Product Training course (online)
- Certification renewal every 2 years by passing a renewal dCAP exam
- Submission of two customer references
- One dCAP-certified employee

Certified Asterisk Professional (dCAP) Requirements

1	REQUIRED	Digium Product Training Course (online) Passing score (85%) on Digium Product Training Exam (online)
2	OPTIONAL	Asterisk Fast Start Course (3-days) AND Passing score (85%) on Asterisk Fast Start Exam (on-site*) <i>This is preparatory for the Asterisk Advanced Course</i> OR Opt-out of the Fast Start course by achieving a passing score (80%) on the dCAA Exam (online)
3	REQUIRED	Asterisk Advanced Course (5-days) AND Passing score (85%) on dCAP Exam (on-site*)

* All on-site courses are Instructor-led (ILT)