

# MUTTII Academy

## TRAINING & CERTIFICATION COURSES FOR PARTNERS

### Taking Muttii training & certification courses will allow you to:

- Differentiate your business by gaining in-depth expertise in Muttii solutions
- Improve your Muttii sales and technical capabilities
- Learn to implement award-winning solutions based on patented Muttii technologies
- Boost your credentials with official Muttii Certification
- Get more confident in data protection, secure file access and mobility areas
- Obtain free Muttii Not-For-Resell software.

### Certified status also allows your company to reach higher levels in Muttii Partner Program providing you with access to additional benefits, such as:

- Increased margins, volume discounts and rebates
- Free telephone access to Support
- Muttii Partner Locator providing greater visibility towards end- users
- Greater Not-For-Resale software packs.

Learn more about our Partner Program at <https://muttii.com/partner-program>

### EMPOWERING YOUR BUSINESS!

Knowledge is a valuable asset to your business. Be it bigger deals, higher close rates or shorter pre-sales cycles, Muttii Academy training & certification courses will help you to build your sales and technical expertise in Muttii products to achieve all that and more. Gain valuable insights in how to position, sell and deploy Muttii solutions in an increasingly challenging marketplace and learn how to create solutions to meet the needs of your customers. Become an expert in new generation data protection technologies offered by Muttii and help your business to become a trusted advisor and preferred solution provider to your customers.

### MUTTII TRAINING & CERTIFICATION COURSES

The Muttii training & certification courses are tailored to teach you how to sell and implement data protection strategies and solve all challenges in the shortest time possible. The training sessions – online or classroom – are led by professional instructors who deliver the necessary theoretical knowledge and guide you through the exercises, use cases and online examination that will allow you to become certified. Upon request, the Muttii Team may also organize on-site courses or tailor the content of a course to meet your specific requirements.

Currently, there are two types of courses on offer – sales and technical; all specifically designed for users and channel partners to gain the most out of the latest technology:

### SALES TRAINING & CERTIFICATION COURSES

#### Muttii SALES PROFESSIONAL

Available online at no cost, this sales training course is designed to advise sales professionals on how to best position Muttii products, and to give them background knowledge to engage potential customers and answer their questions. This sales training covers Muttii patented hybrid cloud data protection technologies, value propositions and positioning of the Muttii Backup, Muttii Disaster Recovery, Muttii Files, Muttii Storage and Muttii Monitoring product portfolios for traditional distributors and resellers as well as cloud resellers and service providers. It also drills down into available licensing models, major sales opportunities, available support options and benefits of partnership with Muttii

#### BACKUP SPECIALIST

Available online at no cost, this sales training course is building up on the knowledge and skill set attained during the Muttii Sales Professional course. It concentrates on the Muttii Backup product portfolio, explains product functionality, licensing, and sales arguments in more detail, offers deeper competitive analysis and high-level product demonstration.

## MUTTII ACCESS SPECIALIST

Available online at no cost, this sales training course is building up on the knowledge and skill set attained during the Muttii Sales Professional course. It concentrates on the Muttii Files product portfolio, explains product functionality, licensing, and sales arguments in more detail, offers deeper competitive analysis and high-level product demonstration.

## TECHNICAL TRAINING & CERTIFICATION COURSES

### MUTTII CERTIFIED ENGINEER FOR MUTTII BACKUP

Available as 2 days classroom, this paid technical training course provides IT professionals with broad knowledge and background information about the use of both Muttii Backup and Muttii Backup Cloud software solutions. This hands-on training allows participants to learn and test all product functionality on-premises, as well as in the cloud. It features new generation backup, cloud and virtualization technologies, from installing and configuring Muttii software solutions for private corporate use, to offering multi-tier, multi-tenant backup services using Muttii software as a service solutions, and all tips, workarounds and best practices.

### MUTTII CERTIFIED ENGINEER FOR MUTTII FILES

Available as 2 days classroom, this paid technical training course provides IT professionals with broad knowledge and background information about the use of Muttii Files Connect, Muttii Files Advanced and Muttii Files Cloud software solutions. This hands-on training allows participants to test all of the functionality and features on the server side, as well as on mobile clients. It features new generation secure file access, and sync & share technologies, from installing and configuring Muttii software solutions for private corporate use, to offering multi-tier, multi-tenant sync & share services using Muttii software as a service solutions, and all tips, workarounds and best practices.

### MUTTII CERTIFIED TRAINER

Available as 3 days classroom, this paid educational training course targets IT professionals who want to provide training services and deliver Muttii classes to their partners and customers. This course includes in-depth product training on Muttii Backup or Muttii Files and covers topics related to the organization and roll-out of training sessions, their goals, methodology and materials.

## TERMS AND CONDITIONS

Muttii certifications are bound to the associated software version and should be renewed whenever new classes are available, as technology is evolving rapidly and learning is a never-ending process.

# MUTTII

Learn more about the courses available in your region on our Partner Portal at <https://muttii.com/partner-program>

Access online courses at <https://muttii.com/catalogue>

Use your Muttii Partner Portal credentials to access the courses. In case of any questions, please contact us at [academy@muttii.com](mailto:academy@muttii.com)