

Frequently Asked Questions

1) When does the program start?

The Re-Authorization & Re-Certification program will begin on January 1st, 2013 targeted at existing Aimetis Certified Distributors and System Integrators that are up for renewal term. We are giving our partners 60 days until February 28th, 2013 to renew their Certification and Authorization.

2) How much does it cost?

The cost for Re-Authorization is 99 and the cost for Re-Certification 249. This is a per person cost and not by company, so a company may have multiple people certified or authorized. For completing Re-Authorization each person receives 1 Standard License and for completing Re-Certification each person receives 1 Professional License, making the training almost cost neutral. Re-Certification and Re-Authorization will be valid for one-year from the date that the test was successfully completed.

3) Who needs to get Re-Authorized and/or Re-Certified?

Ideally, personnel involved in installing, configuring and maintaining Aimetis products. At least one person per company must have a valid Authorization or Certification accreditation at all times to maintain active partner status.

4) How do you do the Re-Certification/Re-Authorization?

The Re-Certification and Re-Authorization is entirely online (through learning.aimetis.com) and is comprised of both new and review material, concluding with a short test. Most partners can complete the work material in a few hours. The site is available 24 / 7 and you can start and stop the process multiple times to suit your schedule.

5) Re-Certification/Re-Authorization grace period – when does it expire?

Aimetis is now requiring all partners to update and maintain all their Certifications and Authorizations which will be valid for one year. During the grace period of Jan 1, 2012 – February 28, 2012 partners will continue to be able to place Aimetis orders as the partners go through the Re-Certification and Re-Authorization process. After the grace period, only valid Certified and Authorized partners will be able to place Aimetis orders.

6) What happens when someone who is not Re-Certified or Re-Authorized and wants to place an Aimetis order?

During the grace period (Jan 1, 2013 to February 28, 2012) we will continue to accept and book purchase orders as usual. If the SI needs to be Re-Certified, a notice will be sent to the SI through the distributor that the SI needs to complete their Re-Certification/Re-Authorization during the grace period. After the grace period, the SI will no longer be able to place orders until they get Re-Authorized or Re-Certified.

7) What is the content of the Re-Certification/Re-Authorization?

Aimetis continues to introduce new features and functionalities in its software and hardware products through its various versions. The curriculum will be a combination of review on the enhanced functionalities as well as introduction to new features introduced in the latest version release. This will improve our partners' ability to specify the correct Aimetis product for your deployments as well as be enabled to better troubleshoot installation problems, saving time and improving customer satisfaction.

8) Can I be Re-Authorized even if I am a Certified Partner and Re-Certify even if I am only an Authorized Partner?

Certified partners can Re-Authorize but authorized partners cannot take the Re-Certification. They need to take one of the in-class certification trainings first to be a certified partner.

9) Why did Aimetis institute this renewal program?

Aimetis has increased the depth and breadth of the product line over the past 2 years and with so many new features and functionalities such as mobility, it is imperative that our partners have the skills necessary to effectively sell, install and maintain Aimetis products. It also enables certified partners and authorized partners to differentiate themselves from other SIs in the market.

10) What the difference is between Authorized and Certified partner training?

For partners that are involved in smaller installations (less than 16 channels), the authorized training should be sufficient but for partners involved in larger projects and/or require analytics, then the in-class certification training is recommended.

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Aimetis Corporation
500 Weber Street North
Waterloo, Ontario, Canada N2L 4E9
1-519-746-8888
info@aimetis.com

■ **Aimetis GmbH**
Am Prime Parc 7
■ 65479 Raunheim, Germany
■ +49 (0) 6142 2 07 98 60
info-de@aimetis.com

 **aimetis**
www.aimetis.com