



ACUMATICA TRAINING

WITH OUR FREE ONLINE LEARNING SYSTEM, YOUR TEAM CAN LEARN AT THEIR OWN PACE, ANYWHERE AND ANYTIME

Acumatica University includes videos, hands-on exercises, and in-person classes to help people learn how to use Acumatica applications and achieve certification badges. Because training is a vital part of the Acumatica partner program, we require partners to attain the badges listed below to become eligible for Silver or Gold certification. You can find a description of each badge on the back of this data sheet.

REQUIREMENTS FOR SILVER AND GOLD CERTIFICATION

A partner organization must achieve each of the badges below to meet the training requirements of the Acumatica partner program. At least two different people must achieve the Business Consultant badge for a partner to become Gold certified.

BADGE	SILVER	GOLD
Sales Consultant	1	1
Pre-Sales Engineer	1	1
Business Consultant	1	2
System Administrator	1	1
Technical Specialist	1	1
Implementation Project Manager	1	1
Advanced Business Consultant	-	1
Distribution Business Consultant	-	1
CRM Business Consultant	-	1
Project Business Consultant	-	1

VERTICAL EDITION TRAINING

Special certification classes are available for partners who want to sell Vertical Editions. Sales, Pre-Sales, and Implementation-focused badges are available to partners who want to extend their skills to Commerce, Field Services, or Manufacturing.

IMPROVE YOUR KNOWLEDGE

MEET YOUR TRAINING GOALS

- Certify all individuals and help partner organizations achieve Silver and Gold certification
- Give VARs the skills and confidence to sell and implement Acumatica applications
- Give ISVs the knowledge to build onto the Acumatica platform

TRAIN THE WAY YOU WANT

- Get in-person training from Acumatica for people who prefer classroom learning (available for a fee)
- Receive free online training through Acumatica University
- Take specific classes online for free throughout the year













EARN CPE CREDITS

- Take some of the many Acumatica courses that allow current CPAs to earn CPE credits
- Learn about Acumatica while satisfying your continuing education requirements

LEARN MORE ABOUT CLASS REQUIREMENTS

- See the Partner Certification Requirements document on the Partner Portal to find out about the class requirements for each Acumatica badge



 <p>For business consultants or CPAs who implement and support new Acumatica customers. Est. training time: 40 hrs.</p>	 <p>For business consultants with a deep understanding of accounting, including fixed assets, contracts, taxes, and multi-currency. Est. training time: 32 hrs.</p>
 <p>For salespeople managing the overall execution of the sales cycle. Est. training time: 24 hrs.</p>	 <p>For pre-sales engineers who need to articulate the value of Acumatica to both business and technical users. Est. training time: 18 hrs.</p>
 <p>For IT professionals who install and maintain Acumatica applications and manage user security. Est. training time: 17 hrs.</p>	 <p>For implementation managers who lead teams through the complete implementation lifecycle from discovery through training. Est. training time: 8 hrs.</p>
 <p>For business users who build and modify reports, create inquiries, and build or modify import/export scenarios. Est. training time: 16 hrs.</p>	 <p>For business consultants who implement customer relationship management (CRM) solutions for customers. Est. training time: 6 hrs.</p>
 <p>For business consultants who implement distribution solutions or require distribution knowledge for Acumatica Field Services Management, Commerce Edition, or Manufacturing Management. Est. training time: 30 hrs.</p>	 <p>For business consultants who implement project accounting solutions or configure job cost scenarios. Est. training time: 18 hrs.</p>
 <p>For developers who customize using Cloud xRP platform and tools. Experience with C#/.NET/Visual Studio/SQL server required. Est. training time: 64 hrs.</p>	 <p>For developers who build integrations with other applications using web services. Experience with C#/.NET/Visual Studio/SQL server a plus. Est. training time: 28 hrs.</p>

“By partnering with Acumatica, we saved over \$20,000 compared to the other vendors’ estimated partnership fees and training startup costs.

And within two months of signing up with Acumatica, we were able to win our first Acumatica customer – and were ready to implement!”

Doug Hollenback
President, Intuitive TEK