



BINARY TREE®

Powering Enterprise Transformations®

Enabling Partners

Associate & Professional Level Certifications

The **Associate level certification** enables partners to design solutions, and complete other pre-sales activities including demonstrations of the solutions. This level of certification is achieved for each product individually.

The **Professional level certification** is required for partners who want to install and service Binary Tree products. Professional certification can be achieved for the DTS suite of products or the MCS suite of products.

Certification is individual and achieved by the participant who undergoes the training and certification. This individual certification will contribute to the organization's overall certification.

Class Cancellation/Rescheduling Policy

Once the participant's registration is confirmed, if a participant wishes to cancel, they must do so a minimum of one week prior to the class start date to avoid a cancellation fee.

The cancellation fee will be equal to the cost of the course, currently, \$895 for our two-day courses and \$2450 for our four-day courses. In addition, if the participant attends less than 75% of the course, Binary Tree reserves the right to charge a cancellation fee, as outlined above.

Note: Binary Tree reserves the right to cancel the course, with a minimum of one-week notice.

PARTNER ENABLEMENT ITEMS TO NOTE



Technical prerequisites are required for partners



Partners are only charged for exams and late cancellations in accordance within the cancellation policy



On-site custom training is available

Associate Level

Re-certification is required every 18 months.

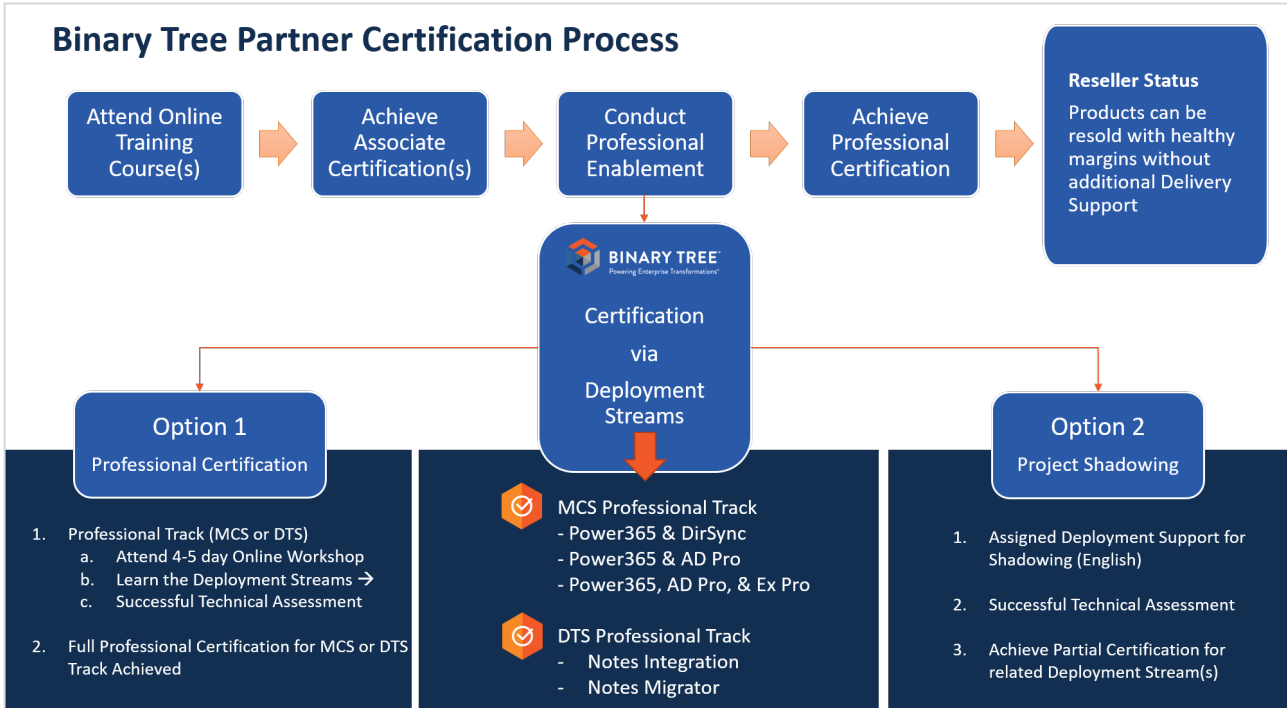
Professional Level

Re-certification is required every 18 months

Certifications are based on deployment streams (see diagram below)

Enablement Process Overview

Binary Tree offers full end-to-end enablement consisting of training classes, hands-on labs and exam certifications. A diagram of the overall process is shown below:



ENABLEMENT QUICK LINKS

Partner Success Platform

Partner participants can login to the portal to view product guides and their certifications:

<https://partners.binarytree.com/>

Labs

Classes and hands-on labs are conducted through Microsoft Teams or LearnOnDemand:

<https://binarytree.learnondemand.net>

THE BINARY TREE ADVANTAGE

- > A Microsoft Gold Partner in Cloud Productivity, Small and Midmarket Cloud Solutions, Messaging and Application Development
- > More than 26 years of experience with migrations and transformations for enterprise organizations
- > Migrated more than 9,000 clients and 46 million users, including 9.5 million to Office 365
- > Member of the strategic Microsoft Enterprise Cloud Alliance
- > 2014 Messaging Microsoft Partner of the Year
- > Unparalleled support and services for a high quality, customer-focused experience
- > ISO 27001 and Privacy Shield certified for assurance of quality and security



Contact us about the Binary Tree Partner Program and get started today!
PartnerEnablement@BinaryTree.com