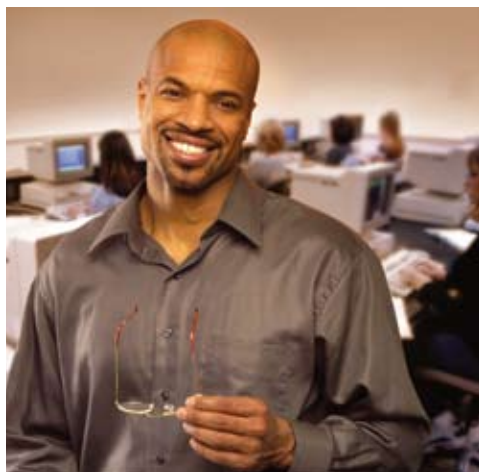


Adobe® Partner Connection

Training Provider program: Adobe Authorized Training Center Adobe Certified Instructor



Attention software training providers: The Adobe Partner Connection is dedicated to helping you—both training centers and instructors—successfully market your Adobe product courses and training services. We offer convenient access to the technical information and instructional materials you need to present professional, in-depth training on the leading products from Adobe.

What is an AATC?

An Adobe Authorized Training Center (AATC) is a training facility that offers instructor-led courses and training on Adobe products. To become AATCs, training centers must employ Adobe Certified Instructors (ACIs) to teach their Adobe courses and meet additional requirements.

What is an ACI?

An Adobe Certified Instructor is an individual who provides instruction on Adobe products. ACIs have passed Adobe Certified Expert (ACE) and Adobe Certified Professional (ACP) exams on the products they teach and have met the instructor qualification of either a teaching credential or the CompTIA CTT+ (or equivalent). ACIs for Enterprise products must meet additional requirements for final certification.

Build your business with Adobe

Because of the vital role AATCs and ACIs play in helping Adobe customers master our products, we're committed to supporting you. The Adobe Partner Connection Training Provider Program offers a range of marketing opportunities, from a listing in the Adobe Partner Finder, our online partner directory, to eligibility to obtain Adobe customer mailing lists for your direct mail campaigns. We're always on the lookout for more ways to promote you. When you

become a member of the Training Provider Program, you can take advantage of a deeper relationship with Adobe and gain access to Adobe customers in your market.

Get the inside track on Adobe products and services

Whether you prefer to develop your own training curriculum or use the training materials Adobe provides, access to in-depth Adobe product information is critical to your success. That's why we focus on providing you with timely information and resources, such as eSeminars and kits, a monthly newsletter, online product demonstration files, access to prerelease evaluation software, and more.

Train on professional products

Adobe develops and markets leading software solutions used by millions of enterprise and creative professionals worldwide. Our products enjoy a reputation for quality and depth that's hard to match. When you train on Adobe products, you become part of a global network dedicated to being the best.

Training Provider Program program benefits—North America

Realize the power of membership

Join the Adobe Partner Connection Training Provider Program and take advantage of these powerful benefits.

Promotional benefits

- Leverage the power of the Adobe brand
- Receive a monthly newsletter
- Use your certificate and other promotional materials for display in business
- Gain permission to use the AATC or ACI logos and Adobe trademarks in advertising and merchandising materials
- Receive a free listing in the Adobe Partner Finder*
- Establish a link between the Adobe Partner Finder and your company Web site*
- Be a candidate to have your success story published*
- Gain access to Adobe global sales tools*
- Qualify to receive mailing lists from the Adobe registered user database for direct mail campaigns*
- Access to KnowledgeAdvisors Metrics-that-Matter™ (MTM) on-line course evaluation system

Product benefits

- Prerelease software for most Adobe products
- Access for use of Adobe Acrobat® Connect™ software and hosted services
- Educational pricing on most Adobe products
- Discounts on Adobe Press books, Element K courseware, and Total Training videos
- Access to Adobe sales and marketing tools and technical resources on a secured area of the Partner Portal

Note: Benefits denoted with an asterisk may require further qualification; some restrictions may apply. Please visit www.adobe.com/partners for additional information.

Become an AATC

Step One: Review, complete, and submit an AATC Application and AATC Agreement (available online at www.adobe.com/partners).

Step Two: Provide verification that your Adobe classes will be taught only by ACIs who are certified in the products you provide training on.

Step Three: Verify that:

- Your Adobe courses will be held in a company-managed training facility with company signage
- You will hold at least one public class per month on Adobe products
- You have Adobe product licensing for all student workstations

Become an ACI

Step One: Review, complete, and submit an ACI Application and ACI Agreement (available online at www.adobe.com/partners).

Step Two: Pass the appropriate certification exam(s)

Step Three: Provide confirmation that you have either one of the following instructor skill verifications:

- Comptia CTT+ credential
- Government-issued teaching certificate

In order to teach Enterprise courses (Flex™, Live Cycle®, Flash® Lite, Flash Media Server, and Acrobat Connect) an ACI would need to complete additional steps including:

- Attend an Adobe Train the Trainer class
- Pass a stand up certification

Reporting

Adobe will require every AATC and ACI to have their students submit on-line course evaluations at the conclusion of Adobe product courses.

visit www.adobe.com/partners for additional information.

FOR MORE INFORMATION

For more details on how to apply for certification or membership worldwide, please go online to www.adobe.com/certified.

Adobe helps people create, manage and deliver the highest quality digital content in the world.
Better by Adobe.™

Adobe Systems Incorporated
345 Park Avenue, San Jose, CA 95110-2704 USA
www.adobe.com

Adobe, the Adobe logo, and Better by Adobe are either registered trademarks or trademarks of Adobe Systems Incorporated in the United States and/or other countries. All other trademarks are the property of their respective owners.

© 2006 Adobe Systems Incorporated. All rights reserved.
Printed in the USA.

95006844 12/07

