



2019

Authorized Training Centers

kaspersky

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About Program

Kaspersky Authorized Training Center (ATC) Partner Program ("Program") is intended for organizations that provide IT technical training for customers and IT companies and want to expand the line of technologies they cover with courses from Kaspersky , a world leader in IT security solutions.

This guide describes ATC Program benefits as well as the requirements you have to meet and the steps you need to take to become a ATC.

1. Goals and Benefits

1.1 Program Goals

The main goals of the ATC Program are to:

- Elevate Kaspersky product awareness and loyalty amongst IT security professionals worldwide.
- Offer companies that specialize in training delivery the opportunity to build a profitable relationship with Kaspersky .
- Provide training courses on Kaspersky products in a professional manner, certified by Kaspersky and delivered by qualified trainers at well-equipped facilities.
- Foster a global community of Kaspersky Certified Professionals.

1.2 Program Participation Benefit

Enhanced Training Portfolio

Joining the ATC Program allows your company to increase its training portfolio with up to 10 in-demand training offerings from a leading global IT security vendor.

Increased Visibility

Kaspersky provides the ATC with thorough marketing support, including:

- ATC logo and certificate of program participation.
- Placement on Kaspersky website including the schedule of upcoming ATC training events.
- Status as a key partner of Kaspersky in the field of IT training and certification. Kaspersky actively recommends the ATC to its resellers and customers.
- Certificates for students who successfully complete Kaspersky product training delivered by the ATC.

Kaspersky Software and Authorized Training Materials

Kaspersky provides the ATC with licenses for the Kaspersky products required for training delivery. Kaspersky provides student guides, laboratory/hands-on guides, instructor slides with notes and other materials to assist in a successful training process.

2. Terms and Conditions

2.1 Program Requirements

Certified Instructor

The ATC shall have at least one instructor (employed or contracted) who is a Kaspersky Certified Trainer certified by Kaspersky (see Appendix A). All Kaspersky authorized courses shall be conducted by Certified Trainers only.

Technical Requirements

The ATC's classrooms and computer equipment shall comply with the corresponding requirements set by Kaspersky (see Appendix B). In the case of distance learning, the ATC should provide the virtual infrastructure required for students to complete hands-on labs remotely.

Dedicated Administrator

The ATC shall appoint a person who will be the single point of contact for all operational issues.

Training Delivery Process

The ATC shall follow the recommended duration for each training course and meet other requirements set by Kaspersky with regard to the organization and delivery of authorized training courses (see Appendix C).

ATC Liability for the Quality of Training Services

The ATC is liable for the quality of training services provided to customers. In the case of customer dissatisfaction with a course, the ATC shall replace the instructor, deliver the same course at the ATC's discretion, refund the fee or compensate the loss in some other way. Kaspersky will take into consideration all customer complaints and could cancel the agreement if the training center fails to fulfill its obligations with Kaspersky.

Reporting and Royalty Fee Payment Obligations

The ATC shall submit reports on training courses delivered during the reporting period in the format and at the frequency (monthly or quarterly) requested by Kaspersky. Based on the reports provided, the ATC should pay Kaspersky royalty fees for each student on every course delivered as shall be stipulated in the corresponding agreement to be concluded between ATC and Kaspersky.

Audits and Inspections

The ATC shall record the lists of students enrolled in the courses and the names of instructors for the courses as well as the course schedule during the entire agreement period. Kaspersky representatives can visit classrooms to inspect the delivery of training courses. Kaspersky can also audit training records against the reports provided by the ATC.

ATC Agreement

The ATC shall sign a special ATC agreement with Kaspersky. During the period specified in the agreement, the ATC is entitled to deliver authorized training courses on the territory specified in the agreement, use Kaspersky software for the delivery of Kaspersky courseware, and receive technical, informational, and advertising support from Kaspersky.

2.2 Application Process

Any company specializing in the delivery of IT training that meets the requirements of the ATC Program can apply to become an ATC.

Step 1. Review the training course descriptions at <https://support.kaspersky.ru/learning/programs> and decide which courses you want to offer.

Step 2. Verify that your company can meet all the program requirements.

Step 3. Complete the standard application form at <http://kaspersky.com/partners> and send your request to become an ATC by email to edu@kaspersky.com. Kaspersky will review the application within two weeks. During that time, Kaspersky may request additional information from the applicant organization, and perform any necessary checks.

Among others, Kaspersky considers the following factors when reviewing an application:

- Expertise. A company's experience in delivering instructor-led courses in IT.
- Geo coverage. Kaspersky wants to ensure that resellers and customers have the opportunities they need for training and certification worldwide while also protecting ATCs by not saturating their markets.
- Commitment. A company's ability and willingness to invest in the marketing and sales of Kaspersky authorized training courses.

Kaspersky will inform you whether or not your application has been accepted.

Step 4. If an application is accepted, Kaspersky will send you an agreement; you will have 40 days to review the agreement, meet requirements, including trainer certification, sign and return it.

Step 5. Submit a link to a page on your website with the list/schedule of Kaspersky courses and start delivering training courses.

Appendix A. Kaspersky Certified Trainer

To become a Kaspersky Certified Trainer a candidate should:

Step 1. Pass the most recent version of the **Kaspersky Endpoint Security and Management. Fundamentals** exam with a score of 80% or more.

Step 2. View the Train-the-Trainer online video.

Step 3. Demonstrate your presentation and instructional skills (via a Webex session with Kaspersky internal trainers).

If an applicant has a current official trainer certification from another international IT vendor and more than one year of verifiable experience of delivering courses for that vendor, then no demonstration of skills is required.

Step 4. Successfully pass a special Trainer exam.

To be eligible to deliver a specific product course, a Trainer must pass the corresponding exam for that course with a score of 80% or more. If the exam changes, the trainer must pass the new exam (or pass the migration test, if available).

Appendix B. Technical Requirements

Environmental Requirements for In-Class Delivery

- Comfortable chairs and tables
- Whiteboard with markers and eraser
- Lighting system suitable for presentations and at the same time for making notes
- Adjustable shades on the windows
- Air conditioning, heating and ventilation systems to ensure a comfortable room temperature
- Audibility appropriate for making presentations, without distracting sounds and noise, and with audio equipment if needed
- A video projector and an appropriate screen must be available in the classroom
- At least one computer per student

System Requirements

System Requirements for student PCs depend on where the training VMs are hosted:

Local VMs (VMware Workstation)	Remote VMs (VMware vSphere/Microsoft Hyper-V or any cloud VM provider)
To ensure a student can see both the Lab Guide and Lab Virtual Environment, each student PC workplace should have: <ul style="list-style-type: none">1 monitor that supports at least 1680x1050 or2 monitors each supporting at least 1280x1024 or1 monitor with a resolution not less than 1280x1024 plus a hardcopy of the Lab Guide. Each student PC should have a USB port (required for labs). All classroom machines must be connected to a local area network and have access to the internet, and the traffic must not be scanned for malware at the gateway.	
1 Gbit Ethernet Card or Wi-Fi adapter for VM deployment	Internet bandwidth per student according to the requirements of the remote VM provider
Hardware requirements depend on the course and are specified in the corresponding class setup guide. Below are the minimal requirements for 002. Kaspersky Endpoint Security and Management: <ul style="list-style-type: none">• 4-core AMD64 or EM64T processor supporting hardware virtualization• 16 GB RAM• SSD or HDD RAID (RAID 0 or any other speed-oriented setup) with at least 200 GB of free space	
Software requirements:	
All computers must run a 64-bit Windows operating system and have the following software installed: <ul style="list-style-type: none">• An internet browser (remote VMs)• PDF file reader (the latest version) or a hardcopy of the Lab Guide• VMware Workstation v14 or higher• No other software (especially endpoint protection software) must be installed on the classroom PCs Note! If you provide distance learning, please advise your students on the required internet bandwidth and send them a link to download a Lab Guide in advance.	

Appendix C. Training Delivery Process

Instructors

All Kaspersky authorized courses shall be conducted by Certified Trainers eligible to deliver the specific course (see Appendix A).

Program of Study

The ATC shall follow the recommended duration of each training course (see course descriptions at <http://support.kaspersky.com/learning/programs>). Kaspersky provides a special set of materials for trainers and the ATC trainer is expected to cover all the content provided. All anticipated labs should be completed. There should be a reasonable balance between lectures/labs and breaks.

Training Materials

Every student shall receive a set of training materials in printed format or have access to an online resource containing the training materials in a downloadable format. The set of training materials includes:

- Student Guide
- Lab Guide
- Other learning materials (subject to the specific courseware description)

Access to Refreshments

In the case of in-class course delivery, the ATC is responsible for providing students with refreshments or ensuring they have access to refreshments, including drinking water.

Exit Survey

The ATC should ask every student to complete an exit survey upon course completion (link to survey is provided by Kaspersky). Consolidated survey results can be provided to the ATC upon request and may become the subject of an additional audit and inspection.

Certificates of Completion

At the end of a training course, all students shall receive an official Kaspersky certificate. Certificates of completion are issued by Kaspersky only. The ATC should request certificates from Kaspersky prior to each training session as per the process specified by Kaspersky.

Publishing Course Schedule

The ATC must maintain a schedule of authorized courses on its website and be ready to provide it to Kaspersky upon request. The course name, location, duration, start date and participant fees must be specified for each course.

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