# Atos Unify Academy

**Atos Unify Partner Sales Certification Training**

**Course code**  AUPSSP2SDV

**Target Group**  Partner Sales Community

Internal Sales and Presales

| Course language | Delivery type | Duration |
|---|---|---|
| English | WBT | 168 min. |

## Course description

This Partner Sales Certification Training course is designed for our Partner sales professionals as an overview of Unified Communication / Collaboration and Cloud solutions. It provides you with useful, relevant information on market trends, company history, our four main voice platforms aligned to the four specialisations within the Partner Program, services ☐ and some advice on common sales scenarios you may face.<br>The goal of this certification training is to enable you to succeed and win in the Communication / Collaboration and Cloud marketplace. By investing your time and attention, you should be well equipped to pass a 30-question exam and earn certification.

## Learning Target

Educate our Partner Sales Community on market trends, our large enterprise offerings, our Managed Services offerings, competitive and sales resources to enable them to quote, sell and be successful selling our Solutions.

Gain Sales Certification within the Partner program.

## Prerequisites

This Partner Sales Certification Training course is designed for a Sales Community, with a basic understanding of IP telephony.

## Contents

Introduction to the Atos Unify Partner Sales Certification Training Course

Market Trends: Business drivers, challenges and opportunities

Atos: A global leader in digital transformation

Atos Unify Portfolio Overview

OpenScape Business

OpenScape Enterprise & OpenScape Enterprise - Express Deployment

OpenScape 4000

Unify Office & Cloud Contact Center

Contact Center Solutions

Maximize customer satisfaction through Atos Services

How to address common sales scenarios

Atos Unify course summary, wrap up and takeaways

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## Curricula

This course is part of following curricula
- [Unify Sales Specialist](#)

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## Tests and Certificates

This course prepares following certification:
- [Unify Sales Specialist](#)

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## Comments

Web Based Training:
- For participation and booking a myTraining-Account is required

System requirements:
- PC with sound card and stereo headset / speaker is required
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

Certification:
- Passing the <b>Atos Unify Sales Specialist <a href="https://academy.unify.com/enweb/certificationLevels.jsp?area=STI-612%20Atos%20Unify&product=Sales&parentId=certItems"target="_blank">STI-612</a></b> is required to receive certification.

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## Further information:

Please contact us for further information or bookings:

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Website          http://www.unify.com/academy