



**Brivo  
Certification  
Unlocks  
Success**

# CERTIFICATION MEANS MORE THAN TRAINING IT IS A CORE VALUE WE UPHOLD


Technology moves fast, and business needs to keep pace. Whether you are new to access control or looking to expand your business, training will help. Brivo believes that certification is essential for how you deliver value and service to your customers.

Technical training is a fundamental area of business that requires ongoing care. We know technical talent is always in demand. Having knowledgeable technicians in the field impacts customer service and how your brand is perceived in the market. The right technical team can improve sales and revenue for your business. So we offer a range of opportunities to get your technicians and installers trained and Brivo certified.



**155% MORE**

Brivo certified resellers sell more






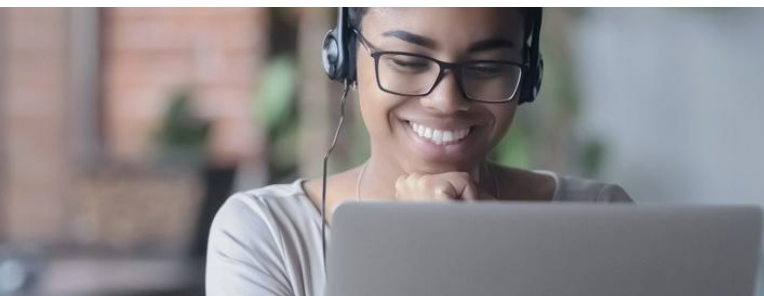
**10X MORE**

Non-certified partners spend more time on the phone with tech support

## CERTIFICATION IMPROVES SALES

According to Brivo data, Brivo certified resellers produce **155% more sales** than uncertified partners. Certified resellers also receive **exclusive benefits** and experience improved installation results.

 IMPROVE RESULTS	 INCREASE PROFITABILITY	 GET EXCLUSIVE BENEFITS
<p><b>USE YOUR IN-DEPTH TECHNICAL KNOWLEDGE</b></p> <ul style="list-style-type: none"><li>• Improve your win rate with better quotes and installation plans</li><li>• Install faster and more efficiently with fewer issues</li><li>• Demonstrate your expertise with prospects and stand out from the competition</li></ul>	<p><b>IMPROVE BUSINESS PERFORMANCE</b></p> <ul style="list-style-type: none"><li>• Reduced installation times in the field</li><li>• Lower headaches and costs with fewer issues and calls to tech support</li><li>• Increased customer satisfaction with a job done right the first time</li></ul>	<p><b>REAP CERTIFICATION BENEFITS</b></p> <ul style="list-style-type: none"><li>• Priority handling in Brivo's tech support phone queues</li><li>• Access to marketing and sales programs, tools and resources to drive your business</li><li>• Qualified leads from Brivo - which are only for certified partners</li></ul>



**Brivo training is designed to meet your needs**

# CERTIFIED RESELLER STATUS

Certification is an important requirement of the Brivo Partner Program and partner agreement. To achieve Certified Reseller Status and be in good standing, partners must have **two certified technicians with certification valid for three years** on staff.

- Certifications are valid for three years
- Individual employees (and not companies) receive certification
- Certification demonstrates to your customers and prospects that you have the expertise and commitment to hold their business
- Brivo certified resellers demonstrate high proficiency and profitability in the market



2

Brivo certified technicians

## BECOME BRIVO CERTIFIED AND BUILD CONFIDENCE

Brivo is the recognized leader in cloud-based access control and the largest provider in a \$70B market. We offer high-impact training and technical certification programs to ensure your success.

Brivo's certification training is designed for technicians familiar with access control through working with or installing hardware and software. To get started, [choose the modality](#) that meets your learning needs: concierge, self-paced, virtual, or in-person.

### CONCIERGE

Let us come to you. For reseller partners who are exclusive to Brivo or meet eligibility requirements, our technical team will come to you for in-person training and hands-on learning.

### SELF-PACED COURSE

[Brivo University](#) offers online certification training. The three-hour self-paced learning path will prepare you to pass the certification exam. You can start, stop, log off, log back in, pause and start again without losing your spot. Brivo University also has training courses on sales, marketing, and the business needs of the industry verticals Brivo supports.

### VIRTUAL SESSIONS

These five-hour virtual sessions are led by a live subject matter expert and hosted in different time zones. They allow you to get your questions answered in real-time and fast-tracked to the certification exam.

### IN-PERSON SESSIONS

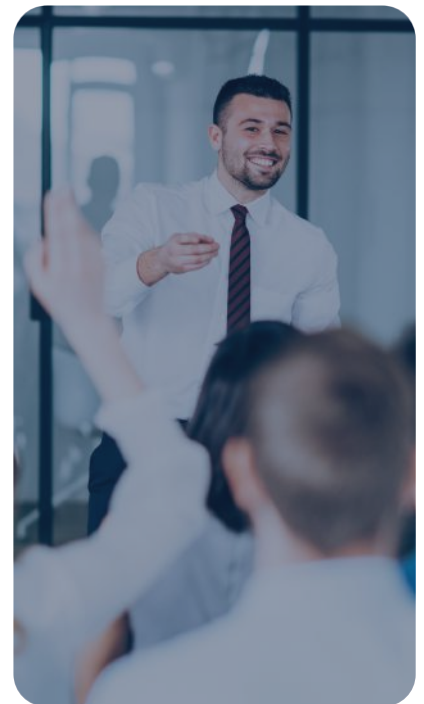
This full-day session is led by Brivo expert trainers and includes a hands on learning experience with the ACS300. An Eagle Eye training session is offered the day after, including a hands on training experience with the EEN Bridge 304.



# EXPERIENCE THE VALUE OF BRIVO LIVE CERTIFICATION TRAINING

Certified partners are recognized as true experts in the market. By attending a live in-person or virtual training session with Brivo, partners are able to:

Describe Brivo System	Understand what the Brivo platform is and how it is used, including training in Brivo Access
Identify Brivo hardware capabilities	Experience a hands on workshop for the ACS-SDC & ACS300 Control Panels and learn about the ACS6100 Control Panel, Packaging, & CAN Bus Wiring.
Demonstrate Assembly and Wiring of Hardware	Learn how to successfully demonstrate the installation of the hardware models
Configure and Program Brivo and Troubleshoot Issues	Know how to set up the Brivo system and associated applications to address your customers' needs
Brivo Access Overview and Mobile Applications	Explore Brivo Mobile Applications and review Brivo Access
Pass the Brivo Technical Certification Exam	Achieve a passing grade to earn your certification



## WHY BRIVO

Brivo, Inc., created the cloud-based access control and smart spaces technology category over 20 years ago and remains a global leader serving commercial real estate, multifamily residential, and large distributed enterprises. The company's comprehensive product ecosystem and open API provide businesses with powerful digital tools to increase security automation, elevate employee and tenant experience, and improve the safety of all people and assets in the built environment. Brivo's building access platform is now the digital foundation for the largest collection of customer facilities in the world, occupying over 600 million square feet across 60 countries.

Start Your  
Certification

Today



contact us with questions:  
[training@brivo.com](mailto:training@brivo.com)