

# EXTENSION<sup>®</sup> Certification

Program Proposal

# Certification Paths

- Certified EXTENSION<sup>®</sup> Salesperson (CES)
- Certified EXTENSION<sup>®</sup> Technician (CET)
- Certified EXTENSION<sup>®</sup> Administrator (CEA)
- Certified EXTENSION<sup>®</sup> Trainer/Implementer (CETI)

# Certified Sales (CES)

- EXTENSION<sup>®</sup> Concept
- Representing EXTENSION<sup>®</sup>
- Sales Kit Setup
- Demonstrations
- Pricing Model

# Certified Technician (CET)

- EXTENSION<sup>®</sup> Concept
- Sales Kit Setup
- Troubleshooting EXTENSION<sup>®</sup> Hardware
- Adding/Administrating Users
- Adding/Administrating Roles
- Troubleshooting Rules/Workflows

# Certified Administrator

- Certified Technician Prerequisite
- Creating Rules
- Creating Workflows
- Creating Attributes
- HL7 Gateway
- Appliance Administration

# Certified Trainer/Implementer

- EXTENSION<sup>®</sup> Concept
- Workflow/Rule Basics
- Demonstrations
- Setting up Users/Roles
- EXTENSION<sup>®</sup> Planning

# Partner Levels

- Silver Level – Support through TPX
  - 2 Sales
  - 1 Technician
- Gold Level – Self Supporting
  - 3 Sales
  - 2 Technicians or 1 Tech/1 Admin
  - 1 Trainers