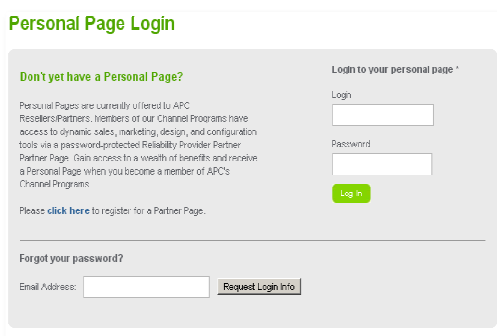




Becoming a Select Partner

1 Log into your partner page at: <https://www.apc.com/personalpage>



Make sure you have completed the Channel Profile form and are certified as a Registered Partner before attempting to become Select.

2 Once registered and logged in, click “Training & Education” on the left-hand side of the page.



3 Under “Training by Certification,” select a specialization in which you would like to become certified. You are welcome to pick multiple specializations, but only one is required to be a Select partner. Your specialization options include:

- Business Networks
- Software
- Cooling
- SOHO
- IT Power
- Industry & Infrastructure Secure Power.
- Managed Service Provider

4 Once you’ve selected your specialization, have at least **1 individual** must complete the corresponding “Sales Associate” certification.

See below example of “*Business Networks Sales Associate*” learning path which must be completed in order to meet the requirements for the *Business Networks Select* specialization.

Event	Credits	Type	Status	Total
Complete Self-Assessment for Small IT Services at Schneider Electric Course	1	Video	Enrolled	
Complete Small IT Overview Course	1	Video	Register	
Complete Self-Assessment for Small IT Services Discovering and Capitalizing on Opportunities Course	1	Video	Register	
Complete Defining a Winning Client Opportunity Video Course	3	Video	Enrolled	



Once these steps are completed, you will be elevated to **Select** level partnership within one day, and you’ll gain access to a certificate reflecting your expertise.

Being a Select partner qualifies you to participate in the **Opportunity Registration Program (ORP)**, which rewards partners who develop new business opportunities with price protection on qualified registered deals.

If you have questions, please contact your local Channel Program Support Team

