



## CYBERARK® PARTNER NETWORK

# PARTNER TRAINING AND CERTIFICATION

### Certifications for Partners

CyberArk certification enables you to:

- Build your knowledge and skillset with the industry's leading privileged account security solution
- Validate your proficiency to secure against harmful and costly cyber-attacks
- Demonstrate your security expertise and position yourself as a valuable asset to today's security-challenged organizations
- Establish your team as professionals on the leading edge of one of today's greatest business challenges – securing and protecting high-value information assets, infrastructure and applications
- Affirm your ability to implement innovative cyber threat solutions to global organizations deploying CyberArk Privileged Access Security technology

The demand for Privileged Access Security and Privileged Account Management solutions are driving the need for a more knowledgeable and skilled partner community to help us address our customers' most critical security business challenges.

To address this demand, we have shifted our program to a competency-based model so that both CyberArk and our partners are in a better position to ensure customer success through increased certification and training.

Moreover, the CyberArk Partner Network recognizes partners that have invested time and resources in developing significant expertise in CyberArk security products and solutions by providing preferred benefits and increased revenue opportunities for those advanced partners..

### Certifications for Partners

Partner tiers within the CyberArk Partner Network (Authorized, Certified, and Advanced) are determined by the number of certifications obtained by your organization. We maintain dedicated learning paths for sales, pre-sales, and delivery engineers to align with the competency requirements of the CyberArk Partner Network.

### Partner Program Certifications Include:



#### Certified Sales Professional (CSP)

Proficiencies include positioning, licensing, competitive landscape and CyberArk differentiators. This training is suitable for all sales people and sales engineers. (e.g. account executives, sales engineers, internal sales reps etc.). CSPs must complete the training and pass the assessment exam.



#### Certified Pre-Sales Engineer (CPE)

CPEs demonstrate valuable knowledge around running a base use case demo of the CyberArk solution, and running and analyzing a Discovery and Audit (DNA) scan. In addition, engineers must also pass the CyberArk Certified Sales Professional (CSP) assessment as a pre-requisite.



#### Certified Delivery Engineer (CDE)

This certification is suitable for engineers, consultants and project managers that are designing, implementing and rolling out the CyberArk solution to customers. CDE certification requires successful completion of both the Defender (CyberArk PAS Install & Configure) and Sentry (CyberArk PAS Administration) exams.

### Learn More

If you have questions please contact your local Channel Account Manager or email [channel@cyberark.com](mailto:channel@cyberark.com).

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