ACADEMY PARTNERS

Fact Sheet

The CompTIA Academy Partner Program is designed to provide a pathway for students toward a rewarding, high-growth IT career. The program is open to educational institutions that grant diplomas or degrees, and to nonprofit or government training organizations. Its goal is to help partners deliver a substantial IT curriculum and learning experience.

The IT Landscape

- **Ubiquitous need**—Most skilled jobs are dependent on IT knowledge and skills.
- **Strong job growth**—Forecasts call for a 20.3% increase in IT jobs 2008–2018.
- **Unfilled jobs**—There are over 600,000 unfilled jobs globally.
- **Available workforce**—Displaced workers need to change careers.
- **Skills inflation**—Today's jobseekers require more skills.

CompTIA Academy Goals

- **Provide comprehensive support**—The Academy Partner Program includes the tools and resources that administrators and instructors need to plan, prepare, and deliver an IT curriculum.
- **Prepare students for IT careers**—The program enables students to acquire the necessary IT knowledge and skills for a successful IT career path.
- **Offer a robust portfolio**—CompTIA's industry-leading IT learning content and certifications include:
  - CompTIA Strata IT Fundamentals
  - CompTIA A+
  - CompTIA Network+
  - CompTIA Project+
  - CompTIA Security+
  - and other valuable certifications

The CompTIA Academy Partner Program provides substantial incentives and resources to help Academy Partners support the acquisition of the knowledge and skills necessary for important industry IT credentials. The CompTIA Academy Partner Program provides generous exam voucher discounts, access to learning content for instructors and students, and robust administrator tools and resources to support organizations and prepare students for IT-related job roles. Highlights of the program benefits are below.

CompTIA Partner Benefit Summary	
Partner Benefit Description	
IT Curricula	Technology-neutral and vendor-neutral certification curricula to help students learn critical IT knowledge and skills
Financial Incentives	Discounted certification exam vouchers
Marketing Tools and Resources	Use of CompTIA logo, marketing materials, templates, and co-branded collateral
	CompTIA wall banner or plaque denoting partnership*
	Listing in CompTIA partner online directory
	Participation in CompTIA campaigns to generate top-of-mind awareness and leads
Business Improvement Tools and Resources	Access to industry research and newsletters
	Access to Knowledge Advisors Metrics That Matter™ (or regional equivalent quality measurement tool)
Instructor Tools and Resources	Complimentary vouchers for instructors*
	Complimentary product training and practice tests*
	Participation in the Instructor Incentive and Rewards Program
IT Pro Community	Access to CompTIA's professionally moderated online community connecting students and experienced IT professionals. Students can learn about IT career paths to help create their own career roadmaps.
Academy Partner Portal	Access to the Product Resource Center, including a kit to plan and execute an IT curriculum
	Access to the Enrollment Resource Center, including a kit to help recruit students
	Access to the CompTIA Marketing Resource Center
	Access to the Classroom Resource Center for curriculum design options, instructor kits, and tip sheets

* Benefits will be provided 90 days after partner reaches $500 in voucher purchases.

Summary of Program Criteria	
Criteria	**Description**
Partner Criteria	
Application Fee	There is no application fee to join the program. You will need to submit an online application and receive approval in order to start accessing the online resources and discount exam vouchers. Please visit www.comptia.org/academy to submit an application.
Minimum Voucher Purchase	To receive complimentary vouchers for your instructors and an Authorized Partner wall banner, you will need to purchase a minimum of $500 worth of vouchers within the application year. Once you have purchased the minimum amount of vouchers, you will receive your banner and complimentary instructor vouchers within 90 days. All other benefits are activated at the time of application approval.
Authorized Distribution Channels	Once you are approved for the program, you are required to purchase CompTIA exam vouchers via an authorized distribution channel. This is how we will track your purchases for you to receive your complimentary vouchers and partner banner.
Brand Use Guidelines	Partners must comply with the correct usage of all CompTIA logos and other marks on all marketing materials, websites, and collateral. CompTIA encourages the use of the CompTIA brand, as it can improve recognition of the educational program and lend credibility to the curriculum delivered by the institution. Incorrect use of the CompTIA brand and its associated logos may result in suspension of benefits.
Case Studies and Testimonials	Partners must provide case studies and testimonials so that CompTIA can help partners promote both the partners and the program.
Curriculum Quality Standards	
Organizational Status	Partners must maintain status as a diploma- or degree-granting school, government-funded agency, or not-for-profit educational institution. Partners who do not maintain their proper status will be given the option to join other CompTIA programs based on which criteria they do meet.
Course to Certification Mapping	In order to be part of this program, partners must either currently offer courses that map to CompTIA certifications or intend to offer the courses within a year. Your CompTIA representative and the resources available to Academy Partners can assist you in building your program.
Provide College Credit	CompTIA recommends that post-secondary partners provide college credit to students with existing CompTIA certifications so that those students can shorten their length of study.
CompTIA Approved Quality Content (CAQC)	Instructional content with the CAQC seal has been reviewed by CompTIA to ensure that it maps to CompTIA's objectives and has the instructional design that we prefer. CompTIA recommends that partners use CAQC materials in their classrooms to ensure the best coverage of CompTIA exam objectives. Please visit www.comptia.org/trainingmaterials to review and/or purchase CAQC materials. If you develop your own content and would like to acquire the CAQC seal, please send an email to cappcontent@comptia.org.
In-house Testing Center	Students benefit the most if they get certified after taking the course. CompTIA recommends that partners provide a testing center within their premises to make it easy for students to take CompTIA exams.
Participate in Metrics That Matter™	CompTIA recommends that partners participate in Knowledge Advisors Metrics That Matter (or regional equivalent quality measurement tool).
Instructor Quality Standards	
Instructors Certified in Subject Matter	CompTIA recommends that partners use instructors who are certified in the CompTIA product(s) they teach. Certified instructors have the knowledge and skills to teach the subject. They also have a good understanding of the exam and can therefore prepare students for it better.
Instructors Certified in Teaching Technology	CompTIA recommends that partners use instructors who are CompTIA CTT+ certified or hold another industry-approved trainer/teacher certification. By having an industry-approved trainer/teacher certification, instructors have demonstrated that they have the skills to teach effectively.

Program Disclaimer: CompTIA reserves the right to revise and amend any of the above partnership eligibility requirements and to conduct reviews of existing partner agreements for eligibility compliance. Partners that do not meet certain requirements may have their partner agreement cancelled and benefits revoked.

For more information

Web: www.comptia.org/certifications/capp.aspx
Email: academy@comptia.org
Phone: 630-678-8324

CompTIA
www.comptia.org

CompTIA Worldwide Headquarters
CompTIA Certifications, LLC
3500 Lacey Road, Suite 100
Downers Grove, IL 60515-5439

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