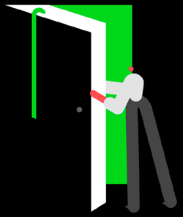


# Sage

## X3 Partner Enablement Learning & Certification Guide



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## Learning paths

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# Build your skills on Sage X3: Partner Learning that helps you succeed

Whether you are a new Sage X3 partner or an experienced consultant, SageU is the right place for you. Find out more about the training options available for your individual needs. There are so many ways to learn!

Learn from the experts and become one yourself.

## New Consultant Bootcamp

A flexible consultant enablement program to quickly prepare consultants for the field.

## Expert level instruction

After you earn your product certifications and have over 12 months of practical field experience, continue through our Expert Curricula. These courses will deepen your knowledge and build upon your experience.

## Instructor-Led Virtual or Classroom

Designed for users who want a step-by-step how-to. With this objective in mind, you get to practice using the software, while completing exercises.

## Private Training

Bespoke training can be designed specifically to meet your organization's requirements. This can be delivered onsite or online

## eLearning

Self-paced interactive courses available whenever you are.

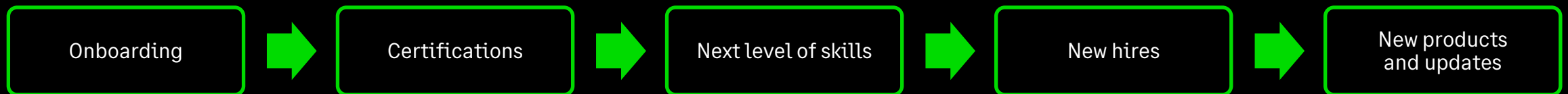
Training when *you* need it

# Sage University

Learning for each phase of your learning life cycle or business changes.

## Tools for your learning journey:

- **Curriculum:** Extensive range of course content – Getting started to Expert
- **Resources:** Global standardized curriculum
- **Practical Experience:** Flexible, hands-on training and lab environments
- **Validation:** Certification exams for all specializations



# Create your Sage University profile

## First create your Sage Account

To create a Sage University profile, you will need to log on to your [Sage account](#). If you don't already have a Sage account, you can create one using the "Create account" link found on the bottom of the on the [log in](#) page.

You will need access to your email to retrieve a validation code to create your Sage account.

You can [view the FAQs](#) about your Sage account login to learn more.

## Next create your Sage University Profile

Once you've logged on to your Sage account, complete the Sage University [profile creation form](#) and get started.

Please note that creating a Sage University profile is a one-time task. Once complete, you will simply log on to access Sage University.

## Now you can log on to Sage University

Visit [Sage University](#) to log on or to choose your Country/Region.



Search the pages by Role or by topic and register for training courses.



Access your transcript, to view eLearning, attend a Virtual Class you have registered for, and to view past training completed.



If you have any issues, contact [sageuniversity@sage.com](mailto:sageuniversity@sage.com)

# Benefits of Certification

## Benefits of certification

Holding a Sage X3 certification enables consultants with deep Sage X3 skills to validate their expertise, hone their skills and set themselves apart from others. Sage X3 certification brings professional credibility, increased earning power, greater job satisfaction, and the confidence you are on the leading edge as the solution evolves to support our customer's success.

## Sage X3 certifications you can earn

- Sage X3 Certified Financial Consultant
- Sage X3 Certified Distribution Consultant
- Sage X3 Certified Manufacturing Consultant Sage X3 Certified Technical Consultant
- Sage X3 Certified Developer
- Sage X3 Certified Integration Developer
- Sage X3 Certified Implementation Project Manager



# Requirements by Type



Follow the Learning Path



Certification Required



Badge Required

Roles	Learning & Certification Requirements	Roles by Partner Type		
		Reseller	SI	ISV
<b>Sales Professional</b> } <a href="#">Sales Professional</a> <a href="#">Pre-Sales Professional</a>		<input checked="" type="checkbox"/>		
<b><a href="#">Implementation Project Manager</a></b>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
<b>Implementation Consultants</b> } <a href="#">Financials Consultant</a> <a href="#">Distribution Consultant</a> <a href="#">Manufacturing Consultant</a>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
<b>Technical Consultants</b> } <a href="#">System Engineer</a> <a href="#">System Administration Consultant</a>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
<b><a href="#">Developer</a></b>			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<b><a href="#">Integration Developer</a></b>				<input checked="" type="checkbox"/>
<b>Web Scheduling</b>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
<b>Analytics</b> } <a href="#">Crystal Reports</a> <a href="#">Sage Enterprise Intelligence</a>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
<b>Certified Instructor</b>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	

# Certification Requirements

Driving customer success with the right number of certified individuals in your partner organization

## Minimum Required

- 4 certified individuals
- All required certifications must be held within a partner organization, based on partner type



## Expectation

- All individuals providing sales or consultant services should be certified



## Customer Success Model

To adequately staff for customer success:

- Average 1 certified resource per 4-6 customers



# Preparing for Certification

You start here

Take the recommended courses on SageU (use this guide for planning)

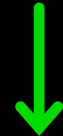
Practice in Sage X3; research the knowledgebase

Download the Exam Study Guide on SageU

Take the Sample Assessment on SageU (1 attempt available)

Request the full exam when ready (2 attempts available per request)

The journey does not end here...



Becoming a Certified Consultant is the beginning of your journey as a Consultant. You will gain expertise through a combination of on-the-job experience, advanced and expert training from SageU, as well as community exposure through mentoring and sharing knowledge online and in person. The more you invest in your learning path, the brighter your future will be.

## Updating your skills

# Certification Maintenance

Becoming a Certified Consultant is an ongoing process. Once certified, you will be asked to maintain your skills by keeping up with new features and technology within Sage X3 and your role. Maintaining your certification relies on updating your knowledge through gap exams (certification maintenance exams) as well as your continued participation in our partner community. **There are typically two checkpoints in a year where we assess your involvement.**

## Maintenance requirements

- Varies per year (between February and August)
- Typically a required maintenance training and/or exam
- Announcement will be sent to those required to complete requirements with 90 days to complete.

## Certification renewal period

- November – January
- Fee\* may be due
- Fee\* may be due
- Certifications expire on February 1 unless all requirements have been completed (maintenance requirements, exams, still in partner program\*)

\*Varies per region, contact your Partner Representative for more information.



# Partner Learning Curriculum

The Sage X3 Curriculum has five sections to help you navigate straight to the knowledge you need: Getting Started, Core, Advanced, Expert, and Additional.

## 1

**Getting Started** programs introduce learners to the basic functions and operations of the application within their role or competency. Learners should be considered competent enough able to begin to perform their role or competency.

## 2

**Core** programs are the target of attainment for most “regular” learners. Learners who have completed Core curriculum should be considered ready to fulfil the everyday duties of their role or competency with minimum assistance or supervision.



Additional Learning can be taken any time to extend your skills as you gain experience in the field.

## 3

**Advanced** programs take learners to the ultimate level of learning, though it should be stressed that learning is the cornerstone of expertise. Only experience can make a true expert.

## 4

**Expert** programs enable you to master your skills in your chosen specialist domain. These courses are aimed at consultants who have significant Sage X3 knowledge and expertise.

Build knowledge, Build confidence, Build Relationships – Your Sage X3 journey begins *here*.

# New Consultant Bootcamp

**The Mastering Sage X3 Bootcamp is a flexible, intense consultant enablement learning program.**

This boot camp provides you with the necessary core product knowledge and implementation methodology required to become a proficient, certified Implementation Consultant. Once you've attended the core product training and achieved our certification, Sage offers additional learning to expand your core product knowledge to take your skills to the next level. Log on to Sage University to view the additional recommended training for your role.



## System Engineer

- Install Sage X3 and understand system hardware and server considerations
- Interactive hands-on labs help reinforce the concepts learned



## System Administration

- Learn System Administrator functions, concepts, and tools common to Sage X3 modules
- Interactive hands-on labs help reinforce the concepts learned



## Core Financial

- Get started with the financial functionality through hands-on labs that include setting up a new company based on a defined case study
- Interactive hands-on labs help reinforce the concepts learned



## Core Distribution

- Get started with the distribution functionality by learning common set up and transaction of the stock management, purchasing and sales process.
- Interactive hands-on labs help reinforce the concepts learned



## Configuring a Solution

- Project Teams
- Case study business requirements
- Implementing methodology and best practice

Register for the MX3 bootcamp bundle on Sage University!



Find detailed course descriptions in the course catalog, and review course dates in the schedule on SageU.

# Partner Learning Catalog and Schedule



**Course Catalog**

Access the Course Catalog to explore the wide range of learning options available to partners



**Training Schedule**

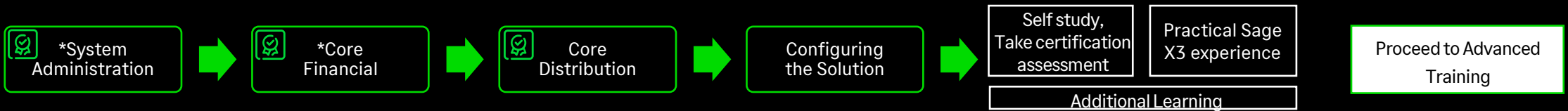
With the Training Schedule you can keep an eye out for training you're interested in, to plan your learning journey

# Financials Learning Path

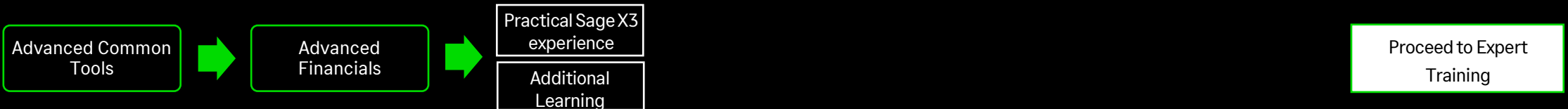
## Getting Started



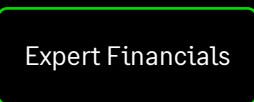
## Core



## Advanced



## Expert

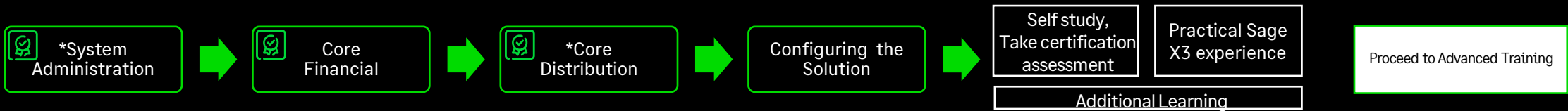


# Distribution Learning Path

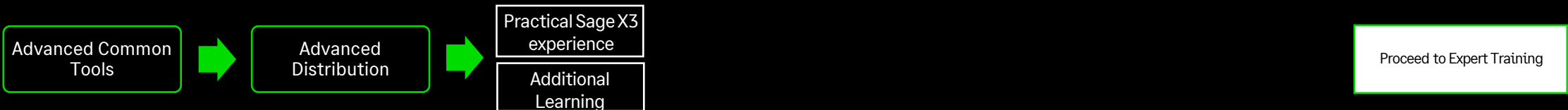
## Getting Started



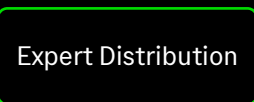
## Core



## Advanced



## Expert



# Manufacturing Learning Path

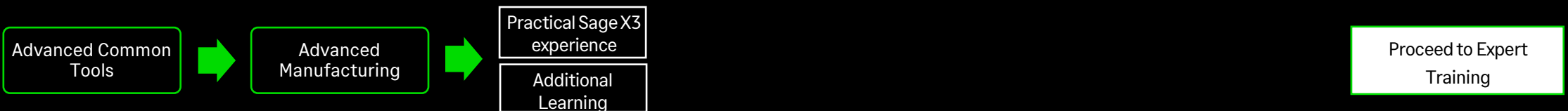
## Getting Started



## Core



## Advanced



## Expert



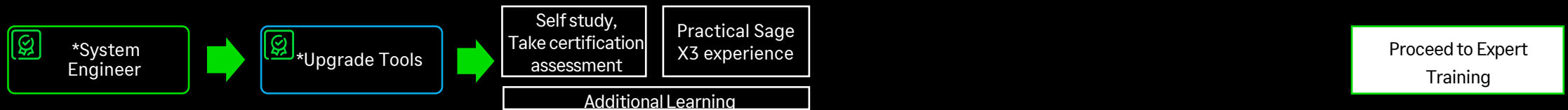


# System Engineer Learning Path

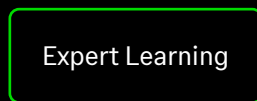
## Getting Started



## Core



## Expert



# System Administration Learning Path

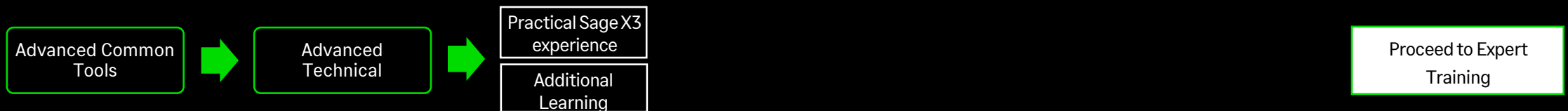
## Getting Started



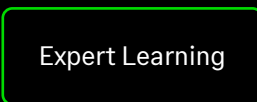
## Core



## Advanced



## Expert

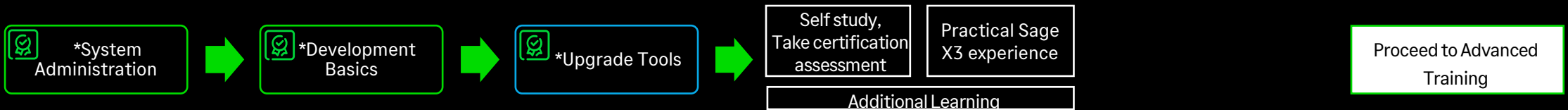


# Developer Learning Path

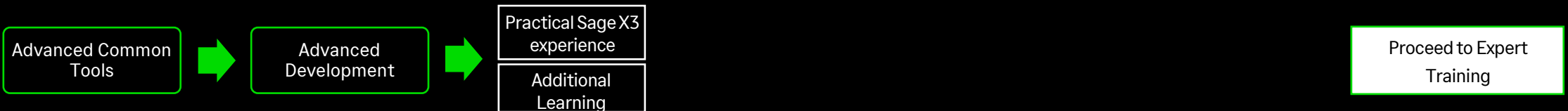
## Getting Started



## Core



## Advanced



## Expert



# Integration Developer Learning Path

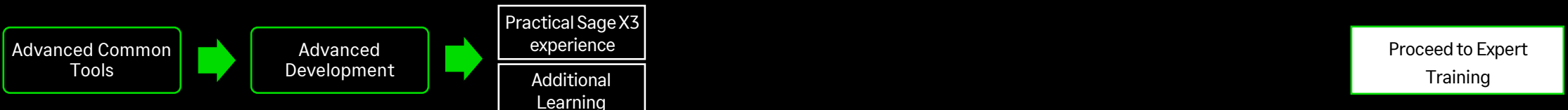
## Getting Started



## Core



## Advanced



## Expert

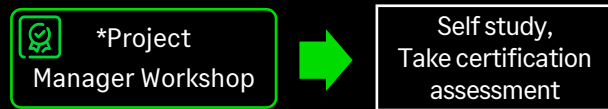


# Implementation Project Manager Learning Path

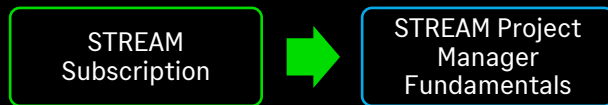
## Getting Started



## Core



## Additional Resources

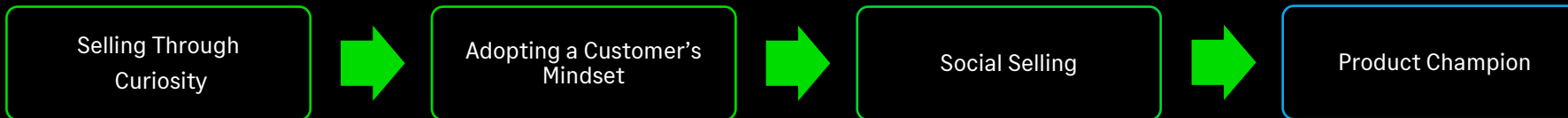


# Sales Learning Path

## Getting Started



## Core

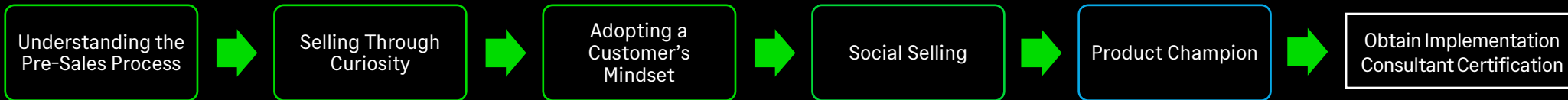


# Pre-Sales Learning Path

## Getting Started



## Core



THANK  
you

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