
Channel Partner Certification

FY2023



Channel Partner
Certification
Guidebook

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Introduction

Forcepoint has many resources to help educate Channel Partners on Forcepoint's suite of solutions. The purpose of this guide is to introduce Channel Partners on where to find training, what courses and certifications are available, and recommend certifications based on role type within Channel Partner organizations.

For any questions, please email Partner@forcepoint.com or contact your Forcepoint Channel Account Manager (CAM). For certificates of completion, technical certification, and course progress, please email Learn@forcepoint.com, copying your CAM.

Access

All Forcepoint Channel Partner training can be found in the Forcepoint Cyber Institute (FCI). Within FCI is a variety of training courses and certifications, including: eLearnings, instructor-led, virtual instructor-led, blended learnings, digital learning assets, and more.

To access FCI, first make sure you have access to the [Partner Portal](#). If you do not have access, please reach out to Partner@forcepoint.com, or contact your CAM. Once onboarded, you will receive an email to set your credentials.

Once in the Partner Portal, click on the 'Training and Compliance' tab and then 'Forcepoint Cyber Institute'. This will take you to the [Learner Dashboard](#) page which is a personalized dashboard where you can view assigned courses assigned, in-progress or completed training, and any certifications earned.

To access available training, click 'Learning Content' and 'Content Catalog' to see the complete Forcepoint catalog.

Note: The first time you log in you will see a 'Partner Verification' course to complete. Please make sure to launch and complete this to unlock all benefits as a Channel Partner.

Certification Requirements

The Forcepoint Global Partner Program has sales and administrator certification requirements for each Channel Partner, depending on the Channel Partner's level and region. Each certification that an individual completes will count towards the Channel Partner's annual compliance within the Global Partner Program.

For additional information on Certification Requirements, please contact your CAM or reference the [Global Partner Programs Requirements & Benefits Guide](#).

Cert Requirements	Region	Authorized	Platinum	Titanium
Sales	T1	1	4	8
	APAC	1	2	6
	EMEA	1	2	5
	LATAM	1	2	6
Admin	T1	1	3	5
	APAC	1	2	8
	EMEA	1	1	2
	LATAM	1	2	4

Notes:

- T1: US, UK, France
- Canada aligns with EMEA requirements

Recommended Certifications

Forcepoint understands that objectives and learning needs are unique for different work roles at our Channel Partners. That is why Forcepoint has developed a catalog of training and certifications that align with each learner type. These roles are categorized as: Sales Representative, Sales Engineer, Administrator, and System Engineer. Please review the descriptions below to help you identify the path that best aligns to an individual's role.

Note: This is not the complete list of available trainings. Please refer to Forcepoint Cyber Institute or speak with your CAM for more information.

Work Role	Objective
Sales Representatives	Identify opportunities by understanding and being able to present the Forcepoint value and customer benefits
Sales Engineers	Help present the Forcepoint value and customer benefits and provide a demo of the security solution
Administrators	Configure, administer, support, and monitor the security solution
System Engineers	Perform advanced deployment, configuration, optimization, and troubleshooting of the security solution

Certification Category: Sales

Work Role	Certifications	Approx. Time	Link
Sales Representative & Sales Engineers	Introduction & Value Selling – Level 1	27 min	Link
	Forcepoint ONE SSE – Level 1	1.33 hours	Link
	Data Security – Level 1	1.33 hours	Link
	FlexEdge Secure SD-WAN – Level 1	1 hour	Link
	Commercial Cross Domain, Insider Risk, and Threat Removal – Level 1	1.33 hours	Link
Sales Engineers	Forcepoint ONE SSE – Level 2*	1.25 hours	Link
	Data Security – Level 2*	1 hour	Link

*Require respective Level 1 learning paths as pre-requisite

Certification Category: Admin

Work Role	Certifications	Approx. Time	Link
Administrators & System Engineers	Deploy and Administer Forcepoint ONE SSE (eLearning + Exam)	18 hours	Link
	Forcepoint DLP Administrator (eLearning, Labs + Exam)	18 hours	Link
	Forcepoint NGFW (eLearning, Labs + Exam)	20 hours	Link
	Forcepoint Web Security On-Premises Administrator (eLearning, Labs + Exam)	18 hours	Link
System Engineers	Forcepoint DLP System Engineer (Virtual ILT + Exam) **	5 Days x 8hrs	Link
	Forcepoint NGFW System Engineer (Virtual ILT + Exam) **	5 Days x 8hrs	Link
	Forcepoint Web Security System Engineer (Virtual ILT + Exam) **	5 Days x 8hrs	Link

**Requires Administrator certification as pre-requisite

**Certifications that include Virtual ILT or exams may require purchase

About Forcepoint

Forcepoint simplifies security for global businesses and governments. Forcepoint's all-in-one, truly cloud-native platform makes it easy to adopt Zero Trust and prevent the theft or loss of sensitive data and intellectual property no matter where people are working. Based in Austin, Texas, Forcepoint creates safe, trusted environments for customers and their employees in more than 150 countries. Engage with Forcepoint on <https://www.forcepoint.com/>, [Twitter](#) and [LinkedIn](#).

For questions, please contact your Forcepoint representative or email the Forcepoint partner team at partners@forcepoint.com.

