



CYBERARK[®]
PARTNER NETWORK

CYBERARK PARTNER TRAINING & CERTIFICATION GUIDE

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Introduction

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.

CyberArk Certification

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

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.

While certification is not necessarily required at the entry-level tier (Authorized), competency is strongly encouraged to maximize your business opportunities with CyberArk.

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.



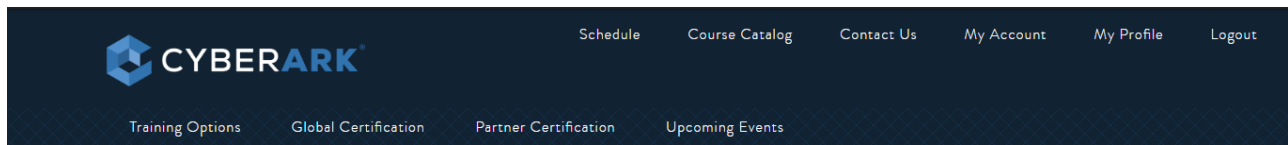
Certified Delivery Engineer (CDE)

This certification is suitable for engineers and consultants that are designing, implementing and rolling out the CyberArk solution to customers. CDE certification requires successful completion of both the Defender and Sentry exams.

Get Started – How to Access Online Training

To get started, you will need a CyberArk Partner Community Account. You can register [here](#).

1. Log into the [Partner Community](#) and click on Training from the top menu. This will log you into the CyberArk Learning Management System (LMS).
 - a. Logging in from the Partner Community ensures you have visibility to partner specific materials.



2. Click Course Catalog and view the Partner Certification section.



This page will allow you to enroll in partner certification courses. In addition, you will have access to additional training information on this page including an upcoming schedule of live classes.

CyberArk Certified Sales Professional (CSP)

The Certified Sales Professional (CSP) is designed to equip channel sales professionals with a foundational understanding of the privileged access security market, our target customers, and the value of our solution. The curriculum also introduces the tools, resources and teams available to help partners successfully position and sell our solution. After completing this course, channel partners should have a basic knowledge of CyberArk: our market, our solution and our differentiators.

Who Should Participate

This training is suitable for all sales people and sales engineers. (e.g. account executives, sales engineers, internal sales reps, etc.). The Certified Sales Professional course is required to achieve Certified and Advanced status in our partner network.

Format

Half-Day session. Self-paced, live online instruction, or live in-person instruction.

Contact your channel manager for information on regional in-person training events

Cost

The CyberArk Certified Sales Professional course is free to partners.

Course Content

This course consists of a variety of modules that are designed to introduce CyberArk Privileged Access Security including the following:

- Market: Definition, Trends, and Business Drivers
- Products Overview
- Selling Overview

Course Access and Competency Validation

As mentioned above, you can access and register for the Certified Sales Professional Course the Course Catalog page on the Training portal.

CyberArk Certified Sales Professionals (CSP) – Course RECOMMENDED FOR YOU

This course consists of a variety of modules designed to give you an introduction to CyberArk Privileged Account Security, Products 101, through to Think Like An Attacker, Introduction to Devops, C3 technology Alliance, Why CyberArk?, a walkthrough of our new sales methodology – The Hygiene Program, and finally our Pricing and Licensing module.

FREE

RESUME

Upon completion of the course content, you will be required to take the CSP exam.

CyberArk will provide you with an official CyberArk Certified Sales Professional (CSP) designation upon full completion of the exam. Your certificate can be accessed and printed from our Training website.

The pass rate is 80% or higher. Please contact training@cyberark.com if you need to have the quiz reset.

Once you have passed your CSP, you are invited to join the [Cyberark Certified Professionals Network](#) group on LinkedIn.

Certified Pre-Sales Engineer (CPE)

The Certified Pre-Sales Engineer (CPE) is designed to equip channel pre-sales professionals and engineers with the ability to present and demonstrate the CyberArk Core Privileged Access Security solution. The curriculum also introduces the tools, resources and teams available to help partners successfully position and sell our solution.

Who Should Participate

This training is suitable for any engineer who is interested in gaining competency in the use of CyberArk's DNA tool, as well as performing a basic demo. The Certified Pre-Sales Engineer course is required to achieve Certified and Advanced status in our partner program.

Format

Half-Day session. Self-paced, live online instruction, or live in-person instruction.

Contact your channel manager for information on regional in-person training events.

Cost

The Certified Pre-Sales Engineer course is free to partners via the CyberArk Training website.

Course Content

- Core Privileged Access Security
- Endpoint Privileges Manager
- Application Access Manager
- Attack Life Cycle Overview
- CyberArk Blueprint
- CyberArk Base Use Cases Demo + Core PAS Lite
- The CyberArk Pitch
- Discovery and Audit Tool

Course Access and Competency Validation

The Course Catalog page on the Training portal is where you can access and register for the Certified Pre-Sales Engineer course.

CyberArk Certified Pre-Sales Engineer (CPE) – Course RECOMMENDED FOR YOU

This course consists of a variety of modules for any engineer who is interested in taking the CyberArk Certified Pre-Sales Engineer.

FREE

START

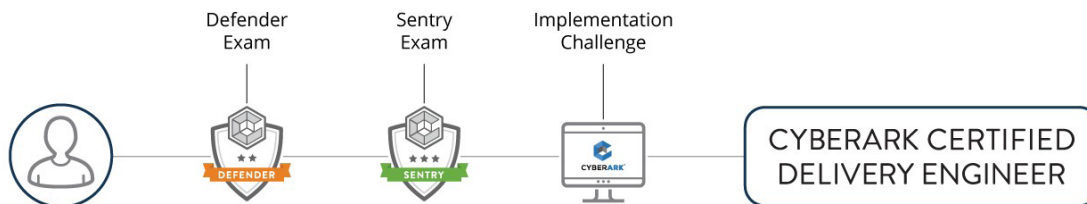
Upon completion of the course content, you will be required to take the CPE exam.

CyberArk will provide you with an official CyberArk Certified Pre-Sales Engineer (CPE) designation upon full completion of the exam. Your certificate can be accessed and printed from our Training website.

Pass rate is 80% or higher. Please contact training@cyberark.com if you need the quiz to be reset.

Once you have passed your CPE, you are invited to join the [CyberArk Certified Professionals Network](#) group on LinkedIn.

CyberArk Certified Delivery Engineer (CDE)



Who Should Participate

This certification is suited for IT personnel who are tasked with the deployment and configuration of the CyberArk solution, as well as daily maintenance and operation to support the on-going performance of the CyberArk Privileged Access Security Solution. The Certified Delivery Engineer certification is required to achieve Certified and Advanced status in our partner program.

CDE Requirements

- Defender Exam
- Sentry Exam
- Implementation Challenge

To increase the chances of achieving the requirements of the CDE programs partners can use the following training and tools:

- PAS Admin
- PAS Install and Configure
- Virtual Shadow
- On-line Documentation\Discussions\ Knowledge base

Cost

The CyberArk Certified Delivery Engineer challenge is free to partners. There is a cost for the exam, which is administered via [Pearson VUE](#).

CyberArk Defender – CyberArk CAU201 - \$200

CyberArk Sentry – CyberArk CAU301 - \$200

CyberArk Defender + Sentry – CyberArk 302 - \$200

Note: If you register to the CAU 201 and CAU 301 on the same day and at the same location a discount of 50% will be applied.

Implementation Challenge

- The challenge can be taken after passing Defender and Sentry exams by contacting training@cyberark.com
- The Challenge is offline using CyberArk labs machines
- Challenge duration should take 4-8 hours
- The challenge must be completed within 7 days from registration date

Recommended Course Content

CyberArk Privileged Access Security (PAS) Administration

- Course duration is 4 days
- It is recommended that partners complete PAS Administration prior to PAS Install & Configure.

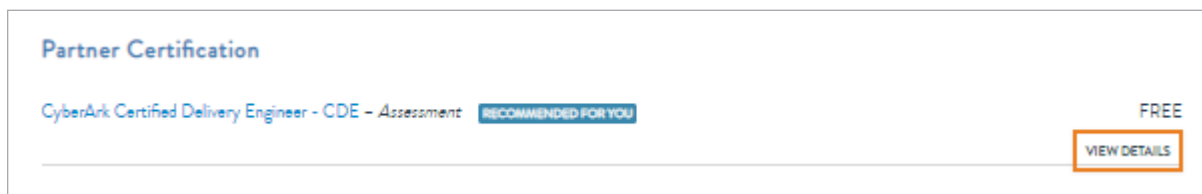
CyberArk Privileged Access Security (PAS) Install and Configure

- Course duration is 4 days

The upcoming schedule of live classes and the course agenda can be found [here](#).

Course Access and Competency Validation

To get started with the Certified Delivery Engineer certification, Log into the Partner Community, click Training from the top menu, then go to the Course Catalog page and find CDE.



Partner Certification

CyberArk Certified Delivery Engineer - CDE - Assessment **RECOMMENDED FOR YOU**

FREE

[VIEW DETAILS](#)

CyberArk will provide you with an official CyberArk Certified Delivery Engineer (CDE) designation upon full completion of the course material and exam. Your certificate can be accessed and printed from our Learning Management System by going to 'My Account' then Awards.

CDE Benefits

This CyberArk Certified Delivery Engineer designation is highly recognized achievement that will position you as a trusted CyberArk Security Advisor as well as provide you with the ability to differentiate yourself and your business in the market with customers.

With it, you'll enjoy the benefits of:

- CyberArk CDE logo added to your email signature
- Distinguished certification added to your LinkedIn profile
- Joining the [CyberArk Certified Professionals Network](#) group on LinkedIn

Additional Certifications

In addition to the current CSP, CPE, and CDE Certifications for partners, CyberArk offers supplementary opportunities to certify across our Privilege Access Management portfolio. Those additional certifications include the following:

- CyberArk Alero
- Application Access Manager
- Endpoint Privilege Manager

Recertification

CyberArk is committed to providing partners with on-going training and certification opportunities. We will continue to enhance our course content as we add new product features and functionality. Thus, recertification will be required periodically to ensure our partner community is equipped with the necessary knowledge and skill sets to retain their CyberArk certification designations.

Recertification Process

Partners will be notified six (6) months prior to the expiration date of all certifications.

Certified Sales Professional

The Certified Sales Professional (CSP) certification is valid for 2 years.

To retain certification status, partners will be required to take the latest CSP certification exam.

CyberArk Certified Sales Professional (CSP) Exam – *Assessment* **RECOMMENDED FOR YOU**

Certified Pre-Sales Engineer

The Certified Pre-Sales Engineer (CPE) certification is valid for 2 years.

To retain certification status, partners will be required to take the latest CPE certification exam.

CyberArk Certified Pre-Sales Engineer (CPE) Exam – *Assessment* **RECOMMENDED FOR YOU**

Certified Delivery Engineer

The Certified Delivery Engineer (CDE) certification is valid for 18 months and Partners will be notified six (6) months prior to the expiration date of all certifications.

To retain certification status, partners will be required to take the CyberArk CDE recertification (CAU 305) exam via Pearson VUE.

To register for the exam [click here](#).

Please Note: If you change employers, please contact training@cyberark.com to request a certification transfer.

CyberArk Certified Delivery Engineer (CDE) – *Assessment* **RECOMMENDED FOR YOU**

FAQs

Q: I am already certified as CyberArk CDE, do I need to do anything to maintain my certification?

A: The CDE Certification is valid for 18 months. CyberArk will enforce re-certification starting March 31st, 2020.

Q: I want to access the training pages in the partner portal but do not have a login yet?

A: You can register for a CyberArk Partner Community account [here](#) but you must be a contracted partner with CyberArk first. Please check with your CyberArk Channel Manager if you need further clarification.

Q: I have moved to a new partner account and need my training and certification history to be moved. How do I request that?

A: First you will need to register for a new Partner Community Account [here](#). Once complete, email training@cyberark.com and provide the name and email address you used to complete your previous training and the newly activated one to request that your training history be transferred to the new account. If you previously had Support Cases access, that can also be provided at this time.