

# Five reasons to include education training credits with your product



*Global Lifecycle Management*

When it comes to deploying your solutions, how well versed are your resellers in understanding your product? Tech Data offers training that your resellers can take advantage of, allowing them to understand your offerings and improve productivity and profitability by up to 50 percent.

**Here are the top five reasons to offer education services with your product:**

- 1 More for less**  
The more Academy Training Credits (ATCs) resellers purchase, the more savings they qualify for.
- 2 Trainings delivered to resellers when they want, how they want**  
Your resellers can use their ATCs for any type of training—public or private, virtual or in-person, self-paced/on-demand and customized to fit their needs. They can also work with us to develop a training plan for their entire organization. Our wide variety of course delivery options ensures they get the training they need, how they want—facilitating their ability to deploy your solutions.
- 3 Credits are redeemable in any country**  
ATCs can be used at any Tech Data or Tech Data partner training facility around the globe.
- 4 Credits are valid for one full year**  
Whether your resellers have staffing changes, new IT investments or just need time to decide which courses they want or need to take, training credits provide much-needed flexibility.
- 5 Expert support from training professionals**  
Leverage our team to find and deliver the training your resellers need, quickly and easily. Our training specialists handle the administration and logistics associated with redeeming training credits.

## Course delivery options:

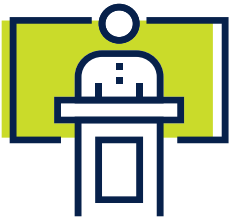
Your resellers can leverage a number of delivery options to learn about your solutions. We'll work with them to custom-build their curriculum for a win-win: They learn about and deploy your product, you get faster product adoption that builds brand loyalty.

### Public classroom training is a great option for single students or small groups.



- **Public classroom, in person**  
Courses can be taken in a live classroom setting at one of our many training facilities around the world.
- **Public classroom, virtual**  
Resellers interact with instructors and peers online as if they are in the classroom, eliminating the need and cost of travel.

### Private, instructor-led training is perfect for groups of six or more.



- **Instructor led, on site**  
A customized curriculum can be delivered by one of our instructors at a reseller facility or one of ours.
- **Instructor led, virtual**  
Avoid travel costs for geographically-distributed teams with private virtual training.

### Self-paced learning is a flexible option for any busy student.



- **Self paced, on demand**  
Courses can be taken with available instructors at the reseller's own pace.

For more information, visit:

[servicesbytechdata.com](https://servicesbytechdata.com)