ABB Ability™ Partner Certification Program
Roadmap to success

The ABB Partner Certification Program ensures that ABB partners have the necessary training, knowledge and experience to successfully promote and service ABB Enterprise Software solutions.

The structured program provides a step-by-step approach to ensuring a thorough understanding of the selling tools and techniques; product features and benefits; and implementation guidelines – including a program recap experience and skills assessment. The content within each course level is customized for the specific expertise and knowledge of the partner and the class participants.

- **Level 1:** Completion of sales and introductory courses
- **Level 2:** Product training for consultants
- **Level 3:** Full accreditation, implementation experience and skills assessment

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Certification program framework:

- By named individual, not by company
- By a major software release level (e.g., 8.x, 9.x)
- By specified product's groupings (e.g., streams, modules)
- Renewal required by major release level

Authorized ABB partnership

Identify candidates and set up learning plan

Level 1 certification:
Complete sales / introductory courses (L100)

Level 2 certification:
Product training for consultants courses (L300 & L400)

Level 3 fully accredited certification:
Includes implementation experience and skills assessment

Level 1: Completion of sales and introductory product courses

Partners have access to a library of **eLearning courses for ABB Ability™ Enterprise Software products, solutions and sales**. These courses are designed to ensure partners have the proper knowledge of solutions prior to engaging in reselling and/or servicing of ABB Ability products.

These comprehensive introductory courses can be found on the ABB MyLearning learning management system. Partner companies that are authorized as Resellers, Consulting Services and System Integrators are given access to the eLearning to complete immediately. Instructions for course registration are provided as part of the formal on-boarding process and participants can progress through the curriculum library that is relevant to the chosen products and services path.

These courses are free for authorized ABB partners and there is no limit to the number of courses that can be taken or the number of participants that have access. This is to encourage all partner personnel to complete as many modules as needed to gain proficiency.

Level 2: Product training for consultants

This training includes more comprehensive coverage of the **systems, configurations and installation requirements** that software implementation professionals require. This curriculum is divided into the main product families, with each having a series of modules. The content is delivered either in person or via webinar by an ABB expert who walks the course taker through all the specifics of implementing and configuring ABB Enterprise Software product lines.

The modules currently available include:

- ABB Ability Ellipse APM – 19 modules
- ABB Ability Ellipse WFM – 12 modules
- ABB Ability Ellipse EAM – 41 modules
- ABB Ability Asset Suite EAM – 18 modules

Note: A proficiency assessment of this content is incorporated into the next level (3) when the learner is observed and their knowledge tested.

Level 3: Full accreditation – implementation experience and skills assessment

The final level in the ABB Partner Certification Program includes **on-the-job shadowing and first-hand experience**. The participant is allowed to shadow an experienced ABB consultant to see an implementation and/or service call at an actual customer site.

This final phase of the training must be scheduled and approved by the customer undertaking the relevant project. As such, scheduling will depend upon all parties agreeing to hours, duties and deliverables at no cost to the customer. Final approval of resource(s) and scheduling is the responsibility of the ABB Project Manager.

A final assessment of the partner participant's knowledge will administered by an ABB consultant and will include mastering a detailed list of core competencies and skills required for each role. The ABB consultant will determine the level of competency and whether the participant has passed the certification assessment.

Recertification

Ongoing recertification is also available and includes upgrade training for new product version releases. This is delivered in a combination of online, webinar and documentation communications, followed with appropriate testing or assessment.

Enroll

To enroll in a certification program, contact your local Channel Manager or Partner Services at partner_services.PGES@abb.com

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