



SKYBOX PARTNER TRAINING AND CERTIFICATION PATH

TRAINING MANUAL



EARN CPE CREDITS WITH SKYBOX

Skybox training can help you to get more credits, see below how many points you can earn.

AUDIENCE	COURSE ORDER	TRAINING NAME	FORMAT	LENGTH	OBJECTIVE
Sales		Skybox Certified Sales Consultant (SCSC)	Online	90 minutes; 11 modules	<ul style="list-style-type: none"> High level knowledge of the Skybox offering This course is a pre-requisite for SCTA
Sales engineer	Step 1	Skybox Certified Technical Associate (SCTA)	Online	~30 modules divided in 5 chapters, 1 exercise Estimated effort ~ 8 hours	<ul style="list-style-type: none"> Ability to describe the capabilities and main use cases of Skybox products Ability to install Skybox Basic utilization capabilities (including simple data collection)
	Step 2	Skybox Certified Sales Engineer (SCSE)	Class-based	2 day in-person Training	<ul style="list-style-type: none"> Ability to qualify and support a sales opportunity Ability to demo Skybox and key use cases PoC Planning and (basic) execution Troubleshooting and support case management Preparing and responding to RFPs
Professional Services	Step 1	Skybox Certified Technical Associate (SCTA)	Online	~30 modules divided in 5 chapters, 1 exercise Estimated effort ~ 8 hours	<ul style="list-style-type: none"> Ability to describe the capabilities and main use cases of Skybox products Ability to install Skybox Basic utilization capabilities (including simple imports)
	Step 2	Skybox Certified PS Engineer (SCPS)	Class-based	4 day in-person training	<ul style="list-style-type: none"> Learn how to deploy Skybox platform Learn details about individual deployment topics (best practices & real-time scenarios) Gain knowledge of common administrative tasks
	Step 3	SCPS Plus	Live deployment shadowed by a Skybox PS Engineer	Field-based training	<ul style="list-style-type: none"> Ability to be completely self-sufficient for simple deployment

TRAINING REQUIREMENTS

Please see below Skybox's minimum requirements for the number of people your organization should have trained/certified, depending on partnership level.

	SCSC	SCTA	SCSE	SCPS	SCPS PLUS
Distributor	2	2	2	1	1
Elite	3	3	3	1	1
Premier	2	2	2	1	1
Authorized	2	2			

NEXT STEPS

Further information can be found on the [Skybox Partner Portal](#).

If you have any questions, please don't hesitate to reach out to us at partners@skyboxsecurity.com.



www.skyboxsecurity.com

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ABOUT SKYBOX SECURITY

At Skybox Security, we provide you with cybersecurity management solutions to help your organization innovate rapidly and with confidence. We get to the root of cybersecurity issues, giving you better visibility, context and automation across a variety of use cases. By integrating data, delivering new insights and unifying processes, you're able to control security without restricting operational agility. Skybox's comprehensive solution unites different security perspectives into the big picture, minimizes risk and empowers security programs to move to the next level. With obstacles and complexities removed, you can stay informed, work smarter and drive your organization forward, faster.