



Varonis Certified Delivery Partner Program

Welcome to the Varonis Certified Delivery Partner Program! In order to be a fully certified Varonis Certified Delivery Partner, you are required to have engineers complete the Core Technical Training and Assessment. The training will cover the overall usage, common use cases, best practices, and much more. The trainings are available in recordings or via a live instructor at specific timeframes listed at <http://partneredu.varonis.com>.

Engineers are also required to pass two Assessments conducted by Varonis prior to receiving a Varonis Certificate. Once two engineers complete the certification labs, learning modules and the assessments, then the partner will become a Varonis Certified Delivery Partner (VCDP) and certified to perform Varonis engagements. In addition, your company will also have the option to be listed on our Varonis Service Provider page <http://varonis.com/service-providers>.

If you are interested in performing additional Varonis Services, such as remediation, upgrade, migration, etc, please consult with your Professional Services Engineer or Channel Manager in regards to the Remediation and Advanced Technical Certification.

Partner Engineer Requirements

- a. Minimum of 2 engineers per partner
- b. Administrative knowledge of Active Directory, Exchange, SharePoint, Windows server
- c. Administrative knowledge of SQL and SQL Server Reporting Services
- d. Excellent technical troubleshooting skills
- e. Excellent interpersonal skills
- f. Outstanding customer service

Below are the steps to the certification process. Please feel free to email partner-support@varonis.com if you have any questions.

1. Create a Varonis Account:

- a. Navigate to [Sign up here](#)
Fill in the information, choose the partner option at the bottom, and hit create my Varonis account
- b. Confirm you have access to <http://partneredu.varonis.com>
From here you can enroll in classes, review lab agendas and gather more information

2. Complete the 4 Partner certification labs and all learning modules located at:

<https://partneredu.varonis.com/pages/11/my-dashboard>

DatAdvantage Basic Installation Training (v7)
DatAdvantage Advanced Installation for Microsoft Platforms
Operational Use of DatAdvantage
DatAdvantage Advanced Installation for Network Attached Storage (NAS) Platforms

3. Complete all Learning Modules listed below:



Please note that additional classes may be added that would benefit a Varonis Certified Delivery Partner (VCDP)

DatAdvantage Introduction
Events Discovery
DatAdvantage Reports
Risk Assessment
Directory Services
DatAdvantage for Storage Engineers
Data Classification Framework
DatAdvantage Administration
DatAlerts
Operationalizing DLS Certification
DCE Training
Sizing

4. Final Review with Varonis Engineer

- a. Our PS Engineer will review the coursework and go over any final questions in preparation for the assessments
- b. The assessments will then be scheduled

5. Two assessments – each takes 2 hours to complete

- a. Oral Assessment - 75% or better is needed to pass
- b. Practical Assessment – We will bring you through a series of scenarios in a Demo environment. - 75% or better is needed to pass

Once all the steps above are completed, you are Varonis Certified Core Technical Engineer.

Certified Varonis Core Technical Engineer

As a Varonis Core Technical Engineer, you will have access to technical webinars, the Varonis Certified Professional newsletter and access to a Varonis mentor. Once your company becomes certified, you can begin taking customer engagements. To ensure success, your mentor will be able to assist with questions and issues that may arise on your engagements.

- a. You will be given access to the Partner Services Engineer portal site to access Wiki articles to aid in your engagements.
- b. Your company can be featured on our Varonis Partner website, with logo and URL, as a certified partner.

Your certification will be valid for one calendar year from the date of completion

- a. You will need to retake the assessments in order to retain your certification for the following year
- b. Readmittance into the bootcamp or self-paced training is welcome prior to retaking the assessments
- c. Varonis retains the right to update the certification material so there will likely be new/updated information.