



Atlona Academy

Atlona Academy training resources are a great way to gain the tools and knowledge you need to succeed! Welcome to the Atlona Academy Training program!

Atlona Academy is designed to help you:

- Increase your knowledge of Audio and Video Connectivity Solutions
- Learn how to implement current and new Atlona products and capabilities
- Design and sell effective A/V systems through a unique solutions approach
- Strengthen your business through a deeper understanding of Atlona products and industry solutions
- Earn valuable **CERTIFIED DEALER PRICING**, *exclusive* to Atlona Certified partners.

The Atlona Academy Advantage...

With the knowledge gained from Atlona Academy you will be able to provide your clients with the highest quality connectivity solutions. You will experience all aspects of Atlona Technologies, from the precision that is engineered into each and every product, to the educational tools incorporated within atlonaacademy.com. These are all great sales tools that will help you provide excellent Customer Service and Application Resources, and grow your Atlona connectivity Business.

Contact Information:

For additional information about Training through Atlona Academy or to register for a class, please email Atlona Training, training@atlona.com or visit us online at www.atlona.com/training

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Atlona Academy Certification

Training Details for Atlona Academy Certification

- The table below represents both the online and hands-on course requirements necessary to become Atlona certified to qualify for the Atlona Advantage Program
- A successful student will complete Step 1 and Step 2 to become Atlona Academy certified
- Minimum of 1 person from each dealer location must go through certification (all online classes + 3 days hands-on learning at one of our authorized training centers)
- After completion of the training curriculum, the certified dealer is recommended to purchase a demo package at 65% off MSRP
- Each person who attends hands-on training must first complete Atlona Academy 100, 200, 300, 400 & 500 level courses online.

Atlona Academy Syllabus						
		 100 - Foundational A/V	 200 - Circuit Based Solutions	 300 - Velocity Control Certification	 400 - Foundational Networking for AV	 500 - OmniStream Setup & Config
<div>Step 1</div>	LMS / Online Education Portal	2 Hours Online 4 CTS 2 CEU	2 Hours Online 2 CTS 1 CEU	4 Hours Online 1.25 CTS	2 Hours Online 3 CTS 2 CEU	2 Hours Online 1.25 CTS
<div>Step 2</div>	Instructor-Led Hands-On	4 Hours Instructor Led	4 Hours Instructor Led	8 Hours Instructor Led	4 Hours Instructor Led	4 Hours Instructor Led
<div>Benefit</div>	Benefit for Completion	Advanced 100 & 200 Circuit Based Hands-On Course 1-Day - *LMS Completion is Pre-Requsite		Advanced Velocity Hands-On Course, 1-Day *LMS Completion is Pre-Requsite	Advanced Networked AV&S OmniStream Hands-On Course, 1-Day *LMS Completion is Pre-Requsite	
		Continuing ED Credits 18.5 CTS Credits / 7.5 RU Credits Purchase Incentive Certified Dealers get an additional 3% Discount on Purchases Marketing Incentive Get listed on Atlona.com as a preferred business partner Get certified logos to advertise your Atlona Partner Status Receive wall plaque to proudly display in your business				

For New Atlona Dealers:

- Sign-up for Atlona Academy
- Complete 100-500 online courses
- Register for Hands-on factory training class
- After completion of hands-on class purchase demo equipment
- Attain Atlona Academy Certified status (training team will publish weekly list of newly certified partners)
- Certification stays with the individual even if they change company
- Dealer stays certified for 1 year and must renew annually by completing new or updated training modules online (based on calendar year beginning/renewing January 1st of each year)
- If certified employee leaves the company, the company stays certified for the remainder of the 1-year period but will need to register a new employee with Atlona Academy and that person will need to start the process over with online and hands-on courses

Online Courses – these classes need to be taken online through the Atlona Academy Education Portal at www.atlona.com/training All associated assessments also need to be completed with passing marks.

- **100 Level Course – Foundational A/V**
- **200 Level Course – Circuit-Based Solutions**
- **300 Level Course - Velocity Control Certification**
- **400 Level Course – Foundational Networking for AV**
- **500 Level Course – OmniStream Setup & Configuration**

Detailed Online Course Information

- **100 Level Course – Foundational A/V**
 - Foundational Technology – Understanding Audio/Video Distribution
 - Length: 2+ Hours
 - Achievement: Certificate - Foundational A/V
 - Audience: **Sales** & **Technical**
 - Forum: Online
 - Industry Credits: 4 CTS, 4 CTS-I, 4 CTS-D RU / 2 CEU
 - Description
 - This course is designed to introduce the participant to fundamental foundational elements of Audio Video Distribution. Content will include terms and definitions, HDMI, common connection issues, 5-volt connection and hot plug, EDID, Audio, HDCP, bandwidth, differences in category cables, HDBaseT, 4k and basic trouble shooting techniques.
- **200 Level Course – Circuit-Based Solutions**
 - Understanding Atlona Products and Solutions
 - Length: 2+ Hours
 - Achievement: Certificate - Circuit-Based Solutions
 - Audience: **Sales** & **Technical**
 - Forum: Online
 - Industry Credits: 2 CTS, 2 CTS-I, 2 CTS-D / 1 CEU
 - Description
 - The Atlona Certified Technologist course will cover in detail the following product categories of Atlona Solutions: Switchers, Distribution Amplifiers, Extenders, Converters and Scalars and Audio solutions. The individual who successfully completes this course will take away a complete understanding of Atlona products and solutions for a wide variety of commercial and residential audio/video applications.
- **300 Level Course - Velocity Control Certification**
 - Length: 4 Hours

- Achievement: Certificate - Velocity Control Partner
- Audience: **Sales & Technical**
- Forum: Online
- Industry Credits: 1.25 CTS, 1.25 CTS-I, 1.25 CTS-D RU
- Description
 - This course will guide you through setting up your Velocity gateway from registering your license to controlling a room. Additionally learn advanced techniques such as creating a custom GUI, creating macros, building and editing drivers and more. Also learn key applications solutions like configuration divisible rooms, video walls and more!
- **400 Level Course - Networking for A/V**
 - Length: 2 Hours
 - Achievement: Certificate – Foundational Networking for A/V
 - Certification will be mandatory to get an access to this product line
 - (Direct and non-direct) Dealer N. America – as least one person at the company needs to pass technical certification.
 - Distributor N. America – entire sales team needs to pass sales certification and tech support person needs to pass technical certification.
 - Audience: **Technical**
 - Forum: Online through LMS or on site with strategic partner
 - Credits: AVIXA: 3 CTS, 3 CTS-I, 3 CTS-D / 2 CEU
 - **Description**
 - Networked A/V is the transmission of audio-visual and control data over a network such as a LAN, WAN, or the internet. As opposed to traditional AV environments, AV over IP refers to the use of standard network equipment to transmit and switch video and audio. In this course you will gain a foundational understanding of networks, transmission protocols, IP addressing, bandwidth calculations and more.
- **500 Level Course – OmniStream Setup and Configuration**
 - Length: 2 Hours
 - Achievement: Certificate – OmniStream Setup and Configuration
 - Audience: **Technical**
 - Forum: Online
 - Credits: 1.25 CTS, 1.25 CTS-I, 1.25 CTS-D RU
 - Description
 - This course provides a base for setting up and configuring an OmniStream based solution. The setup instructions will provide information for building a system capable of sending and receiving audio and video through OmniStream encoders and decoders, as well as a simple way to set up video walls and audio routing.




Instructor Led & Hands-On Curriculum – the hands-on course can be taken in the any one of the factory training locations listed on our [website](https://atlona.com/about-us/events/#tab_atlona-factory-training) (https://atlona.com/about-us/events/#tab_atlona-factory-training). The student will be responsible to participate in hands-on labs in class using Atlona hardware and software solutions. All work will be demonstrated to earn passing marks from the instructor. Credits: 7 CTS, 7 CTS-I, 7 CTS-D RU

- **Factory Training**
 - Dates, registration, course agenda and travel information can be found online at: https://atlona.com/about-us/events/#tab_atlona-factory-training
 - Must complete online courses listed above before attending

Online – Velocity Hands-On Certification

- **Velocity – Training Requirements to become Authorized Purchaser/Reseller**
 - A successful purchaser/reseller will complete Atlona’s Velocity certification training program and pass the associated testing. In order to make our training as accessible and convenient as possible, Atlona offers Online Self-Paced Learning.
 - AVIXA Credits: 4 CTS I/D

Velocity Hands-On Certification			
	FORMAT	TESTING	COURSE WORK
Online Self-Paced Learning	<ul style="list-style-type: none"> • 4-6 Hours • Online • 4 CTS/I/D • Self-Paced • NO Live Instructor 	Lab Activity, Submit Course work for Evaluation by Instructor	<ul style="list-style-type: none"> • Recorded Video • Lab Assignments • Velocity/AMS Virtual Machine Software (requires installation)

- **The Fine Print**
 - Minimum of 1 person from each dealer location
 - Dealer stays certified for 1 year and must renew annually by completing new or updated training modules online (based on calendar year beginning/renewing January 1st of each year)
 - If certified employee leaves the company, the company stays certified for the remainder of the 1-year period but will need to register a new employee with Atlona Academy and that person will need to complete the outlined certification material
 - **For dealers who have already completed Velocity 300 Online or Factory training since July of 2019 your certification still stands, and you can purchase/resell Velocity through the end of 2020.*






Focused Training for the Education Market – Atlona offers two distinct learning paths for individuals in the EDU market looking to further their knowledge of AV technology and Atlona solutions.

- **AV Education Technician**

- Length: 6 Hours
- Achievement: Certificate – AV Education Technician
- Audience: **Technical**
- Forum: Online
- Credits: 9 CTS, 9 CTS-I, 9 CTS-D RU
- Description
 - This certification Learning Path is a combination of our 100 Level Foundational AV Learning, 200 Level Circuit-Based Product Learning and our 400 Level Networking courses. This certification is designed to set the learner up for success when installing AV solutions in Education applications.

- **AV Education Designer**

- Length: 9 Hours
- Achievement: Certificate – AV Education Designer
- Audience: **Technical**
- Forum: Online
- Credits: 9 CTS, 9 CTS-I, 9 CTS-D RU
- Description
 - This certification Learning Path contains all material from our AV Education Technician Learning Path, PLUS this Learning Path includes our Designing for Education Course. This course contains an additional six sessions on topics including Classroom as a Studio, Velocity Control solutions, Touchless Meeting Spaces, Collaboration Solutions, Flipped Classrooms and Divisible Teaching Spaces. This certification is designed to set the learner up for success when planning and designing for education applications.

Education Certification Curriculum				
	FORMAT	TESTING	Certification	Description
AV Education Technician	<ul style="list-style-type: none"> • 6 Hours • Online • 9 CTS • Self-Paced 	Online Q&A		This certification Learning Path is a combination of our 100 Level Foundational AV Learning, 200 Level Circuit-Based Product Learning and our 400 Level Networking courses. This certification is designed to set the learner up for success when installing AV solutions in Education applications.
AV Education Designer	<ul style="list-style-type: none"> • 9 Hours • Online • 9 CTS • Self-Paced 	Online Q&A		This certification Learning Path contains all material from our AV Education Technician Learning Path, PLUS this Learning Path includes our Designing for Education Course. This course contains an additional six sessions on topics including Classroom as a Studio, Velocity Control solutions, Touchless Meeting Spaces, Collaboration Solutions, Flipped Classrooms and Divisible Teaching Spaces. This certification is designed to set the learner up for success when planning and designing for education applications.