



## PERENNIAL EDUCATION PASS (PEP) PROGRAM YOUR TICKET TO IMPLEMENTATION SUCCESS

MICROSTRATEGY'S PERENNIAL EDUCATION PASS (PEP) PROGRAM ENSURES TECHNICAL PROFICIENCY THROUGH AN 'ALL-YOU-CAN-EAT' TRAINING APPROACH, LEVERAGING BLENDED LEARNING METHODS TO DELIVER FOCUSED, ROLE-BASED TRAINING FOR YOUR PROJECT TEAM. WITH MORE THAN 2,500 ACTIVE MEMBERS WORLDWIDE, THE PEP PROGRAM HAS PROVEN TO BE THE MOST FLEXIBLE AND LOW-COST TRAINING SOLUTION FOR LEADING COMPANIES AROUND THE GLOBE. IN ADDITION TO HUNDREDS OF HOURS OF ONLINE TRAINING, MORE THAN 2,000 PUBLIC TRAINING DAYS ARE OFFERED WORLDWIDE EACH YEAR, GIVING YOUR TECHNICAL TEAM THE TRAINING THEY NEED TO BECOME MICROSTRATEGY EXPERTS!

### Program Description

The MicroStrategy PEP Program offers customers the utmost flexibility in educating each employee. The PEP Program allows companies to train identified individuals through an unlimited number of public and online courses under one payment structure for a 12-month period. At the end of the 12 months, MicroStrategy customers can renew their membership for the same user or assign the PEP to another team member. For a fixed annual fee, each named user can attend as many public courses as desired to develop product mastery in the role in which they serve.

MicroStrategy public courses are available in two delivery formats, (1) classroom-based, and (2) distance learning. If courses are not available at a public training center that is convenient to the user, they have the added flexibility of participating in that same course, but remotely through Microsoft® Live Meeting technology and a hosted lab environment. In addition to unlimited access to instructor-led training, named users can access MicroStrategy's online course library. Online courses serve as a precursor to instructor-led training and ensure reinforcement of the skills and material covered during an instructor-led class. MicroStrategy also offers our "What's New" online course series covering topics only available in an online format. MicroStrategy enables customers to properly educate key personnel by offering a flexible training approach through three unique delivery methods.

### Program Components

For one annual fee, PEP members can access all courses for a 12-month period. The start date of the PEP term is the date of invoice. A single PEP includes the following privileges:

- Unlimited access to public classroom-based courses in the country of purchase
- Unlimited access to public distance-learning courses
- Unlimited access to online courses

- Unlimited access to any new courses developed during the 12-month term
- Ability to change named users during the term if the current named user (1) never used the PEP to access public or online courses; (2) terminated employment with the Company who purchased the PEP, or (3) can no longer take courses due to serious illness or injury
- Ability to automatically renew for subsequent years at the price in which the original PEP was purchased
- Ability to change named users each year, upon renewal
- Ability to opt out of the program by providing 90 days written notice of program cancellation

### Program Benefits

#### Cost-Effective

- Provides members access to more than 30 unique days of instructor-led content available in classroom-based or distance learning format for one flat membership fee
- Provides members with an alternative to classroom-based instruction by offering distance learning courses to save on travel costs to public training centers
- Allows members to learn online about product changes and new releases without having to travel to a classroom
- Allows customers to easily budget for their technical education spend by auto-renewing each year at their introductory membership rate

#### Flexible

- Gives members access to a wide range of training courses, dates, locations, and delivery formats to meet the needs of all technical personnel
- Enables customers to maximize their ROI by allowing named changes for certain circumstances before the annual term ends
- Provides customers with an easier way to manage funding and demand for MicroStrategy education courses

## Convenient

- Enables members to learn at their own pace through online courses available 24 hours a day, 7 days a week
- Allows members to access any public class, anywhere in the country of purchase, at any time
- Provides members with added convenience through distance learning, allowing them to attend a remote instructor-led course in the comfort of their own home or office
- Allows members to meet prerequisites for advanced courses and certification exams by taking them online

## Builds Expertise

- Empowers members to become certified by offering more than a 70% discount on the MicroStrategy Certified Engineer (MCE) Program
- Provides members with product update training through “What’s New” online course series to keep skills current
- Provides members with access to new courses created during the PEP term to ensure timely access to new functionality and advanced training offerings

## Courses That Are Timely and Targeted

MicroStrategy Education recognizes that not all jobs require the same level of training. We have created training offerings targeted to the roles individuals serve within your development effort and designed to maximize your team’s productivity.

Our curriculum is designed for most major roles taken on by busy technical professionals. MicroStrategy Education understands that the learning needs for each member of your team change over the course of a project lifecycle; thus a variety of learning methods is important to ensure timely and adequate comprehension. MicroStrategy Education offers the breadth of our education offerings year-round in multiple delivery formats across the globe to ensure that your team members get the training they need “just in time” for the next phase in your project.

The chart below identifies potential project roles and the recommended learning plan for each member.

ROLE	COURSE 1	COURSE 2	COURSE 3	COURSE 4	COURSE 5	COURSE 6
Project Lead	Implementing MicroStrategy ( 3 Days)					
Project Architect	Desktop: Reporting Essentials ( 2 Days)	Architect: Project Design Essentials (2 Days)	Certified Project Designer EXAM (CPD)	Architect: Advanced Project Design (1 Day)	Advanced Data Warehousing (2 Days)	Certified Engine Specialist EXAM (CES)*
Desktop Developer	Desktop: Reporting Essentials ( 2 Days)	Desktop: Advanced Reporting (3 Days)	Certified Report Developer EXAM (CRD)	Engine Essentials (2 days)	Freeform SQL Essentials (1 Day)	Data Mining Services Essentials (2 Days)
Web Report Developer	Web for Reporters and Analysts ( 2 Days)	Web for Professionals (1 Day)				
Document Developer	Web Developer Track or Desktop: Reporting Essentials	Report Services: Document Essentials (2 days)	Report Services: Dynamic Dashboards (2 Days)	Certified Document Developer EXAM (CDD)		
Mobile Developer	Web Developer Track or Desktop: Reporting Essentials	Document Developer Track	MicroStrategy Mobile for Apple® iPad™ and iPhone®			
Administrator	Desktop: Reporting Essentials ( 2 Days)	Administration (3 Days)	Distribution Services (Online)	Certified Platform Administrator EXAM (CPA)		
SDK Developer	Web Developer Track or Desktop: Reporting Essentials	Report Services: Dynamic Dashboards (2 days)	Web SDK Essentials (2 days)	Visualization SDK Essentials (2 Days)		

\*CES exam also requires knowledge of Engine Essentials