

Aruba Technology Competency Requirements

North America



Competency	Enablement	NA
SD-WAN	Technical	2 SPSP 2 SPSX
	Sales	2 ECSPA (formerly SPSP; pre-requisite for ECSXA) 2 ECSXA (formerly SSX; pre-requisite for ECSSPA) 2 ECSSPA (formerly STSP)
	Sales Threshold	n/a
	Additional Notes	Minimum # individuals required to complete training is 2. Same individual must take all 3 Sales Training courses. Former training certifications will be honored until expiration.
ClearPass	Technical	1 ACCX and 1 ACCP (2 individuals)
	Sales	2 Selling Aruba ClearPass Security Solutions
	Sales Threshold	n/a
Skills validation: Successful deployment or POC		Mandatory for ClearPass
Installation of latest version of respective competency SW in Demo/ POC lab		Mandatory for ClearPass - (2 Installations / year)

Derive Technologies is a Minority-Owned Business Enterprise (MBE) and a brand-agnostic full-service IT integrator aligned with best-of-breed technology to optimize and empower your IT environment.

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