New – APDS Avaya Midmarket Solutions Design Curriculum and Credential

Overview

Avaya Learning is pleased to announce the availability of a new Avaya Midmarket Solutions design credential, APDS - Avaya Midmarket Solutions (APDS - 3770).

Avaya Midmarket Solutions

Avaya Midmarket Solutions provide everything a small or medium sized company needs from a single source: A simple, powerful collaboration core—the Avaya IP Office™ Platform—surrounded by contact center, video, networking, security, and support. Offers reduced integration risk and faster return on investment. Optimized for midsize businesses, an Avaya collaboration solution is flexible, yet complete. It’s simple to use and manage, delivering real value and low total cost of ownership.

Credential Requirements

The APDS - Avaya Midmarket Solutions credential is developed for Avaya Associates and Business Partners responsible for designing Avaya Midmarket Solutions in support of customer requirements.


APDS - Avaya Midmarket Solutions Curriculum and Online Test

The following recommended curriculum and Online Test in support of the new APDS - Avaya Midmarket Solutions credential will be available on the Avaya Learning Center in a phased approach.

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<thead>
<tr>
<th>Offer Code</th>
<th>Title</th>
<th>Available</th>
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<tbody>
<tr>
<td>3720W</td>
<td>Avaya Midmarket Solutions Overview</td>
<td>Now Available</td>
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<td>• This course introduces the learner to the Avaya Midmarket Solution. The course builds a foundation for understanding trends and typical business drivers in the midmarket as well as understanding how the Avaya Midmarket Solution can help solve business issues of midmarket companies. The course introduces the products that make up the Midmarket Solution and links to Product Information Documents that provide specific, up-to-date information on those products. The course concludes with an overview on our competition in the midmarket and how to overcome potential FUD and objections.</td>
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• The following products are covered in this solution course: Avaya IP Office Platform™, Avaya Communicator for IP Office, Avaya one-X Mobile for IP Office, Avaya Video Collaboration Solution for IP Office (Scopia), Avaya LiveVideo, Avaya Midmarket Networking components, Avaya Session Border Controller for Enterprise, Identity Engines, Wireless LAN 9100, Avaya Midmarket Cloud Solutions, IP Office Contact Center, Avaya Contact Center Select
• Web based 1.5 hours, plus additional time for consumption of the Product Information Documents (about 30-45 minutes each).

3740W  
**Avaya Midmarket Solutions - Customer Field Study**
• This course introduces learners to real live customer cases in order to showcase how the sales conversation with a customer leads into building a solution that meets their needs and integrates several products Avaya offers for the Midmarket. The topics for those customer conversations are: Ease of Configuration, Ease of Management, Mobility, Conferencing and Collaboration.
• Web Based 1.5 hours

3770T  
**APDS Avaya Midmarket Solutions Online Test**  
March 2016

### Credential Transition Plans

In conjunction with the release of the new **APDS - Avaya Midmarket Solutions** credential, the following Credentials and Online Tests retire.

<table>
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<th>Test No.</th>
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| 3M00030A | APDS - Avaya Contact Center Select (APDS – 2400)  
  – Avaya Contact Center Select (ACCS) Avaya Professional Design Specialist (APDS) Online Test |
| 3M02401A and 3M02402A | APDS - Avaya Midmarket Solutions (APDS – 2401)  
  – APDS Avaya Midmarket Solutions Online Test (English)  
  – APDS Avaya Midmarket Solutions Online Test (Chinese) |

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| 3M00030A | APDS - Avaya Contact Center Select (APDS – 2400)  
  – Avaya Contact Center Select (ACCS) Avaya Professional Design Specialist (APDS) Online Test | 31 May 2016 |
| 3M02401A and 3M02402A | APDS - Avaya Midmarket Solutions (APDS – 2401)  
  – APDS Avaya Midmarket Solutions Online Test (English)  
  – APDS Avaya Midmarket Solutions Online Test (Chinese) | 31 May 2016 |

The APDS - 2400 and APDS 2401 credentials are considered valid until the expiration date reflected on the student’s credential record in the Avaya Credential management System (CMS). Students planning to complete Online Test #3M00030A or #3M02401A or 3M02402A need to do so prior to 31 May 2016.

Students are encouraged to stay abreast of the Avaya Midmarket Solutions by completing the new curriculum and credential. Visit the **APDS - Avaya Midmarket Solutions** credential curriculum map on the Avaya Learning Center, [www.avaya-learning.com](http://www.avaya-learning.com), for full details and to register.
Channel Partner Note

Avaya Connect partners should review the [Avaya Solutions Authorization Policy Guide](#) published on the [Avaya Partner Portal](#) for details on authorization requirements (log in required).

Questions?

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