

# Channel Partner Program

**Linux Professional Institute**



**Linux  
Professional  
Institute**

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# I. Purpose of LPI Channel Partner Program

Become a part of the community that supports open source by supporting the people who work in it.

LPI is more than just the world's most-trusted open source certification body. We are actively working to support personal development, professional ethics, and community growth. As part of our 20th year we are embarking on a number of new initiatives towards those goals:

- Individual membership in LPI, which will provide benefits targeted at professional improvement and ongoing learning, as well as a say in our governance
- New certification programs that reach beyond conventional fields of system administration to support managers and others interested in open source

Mention the extending of Essential and more outreach to younger learners?

Be a part of this, join the community of LPI sponsors.



The LPI Channel Partner Program is designed for

- Organization with their own communities and partner groups;
- Companies willing to find and maintain other LPI partners (from all LPI Partner Programs)

## Benefits for Linux Professional Institute Channel Partners

- Use of the LPI logo, LPI certification and other program brands,
- Discount on direct exam sales (retail price),
- Override discount on channel partners' exam sales (10%),
- Access to a joint marketing fund,
- Opportunity for cooperative promotions at LPI events.

## 2. LPI Partner Programs



For training companies, willing to add value to their trainings and learning material, allowing their customers to get a professional certification when finishing their IT course.

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For schools, colleges and universities teaching IT, willing to add value to their graduation programs, so that their graduates can start their careers with a professional IT certification in Open Source.

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LPI's Hiring Partner Program is intended for organizations looking for IT staff education and competence acquisition.

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For organizations with Linux and Open Source system solutions and service offerings.

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For IT organizations (companies, governments and NGOs) that wants to associate their brand to LPI's own,



# 3. Training Partner Program

## Benefits

- No annual fee;
- Minimum commitment to certifying students;
- Discount on exams
- Usage of LPI's Approved Partner logos\*;
- Website listing\*;
- LPI Partner plaque / Welcome Kit\*;
- Complimentary professional development exam vouchers\*;
- Access to LPI's trainer program;
- Complimentary courseware / learning material content with co-branding options;

New discounts and partnership levels:

Partner Type	Discount
Silver	10%
Gold	15%
Platinum	25%

\* Only after ordering the committed minimum exam amount



# 4. Hiring Partner Program

## Benefits

- Discounts on LPI exams and job postings;
- Assistance in finding the right training partner or materials for staff;
- Access to LPI's opt-in georeferenced customer base (anonymous access only — no certificate holder names displayed, only filters available: certification level and distance), only for sending job offers;
- Permission to use Hiring Partner program logo;
- Listing as Hiring Partner on LPI web site related to employment;
- Partner's job postings can be listed publicly;
- Partner job offers may be included in LPI's regular newsletter (subject to space availability);
- Partner profile will be listed on LPI's web site.

## Requirements

Require a LPI Essentials certification in IT related internship hiring processes

Require a LPIC-I certification (or another LPI certification at the same level) for IT related regular hiring processes

Certify IT staff at a level indicative of their job requirements, experience and qualifications



# 5. Solution Provider Program

Benefit	Platinum	Gold	Silver
Recognition			
Placement on CSPP LPI homepage session (ranking)	see ranking	see ranking	see ranking
Partner logo size/highlighting on CSPP LPI homepage session	most prominent	less prominent	standard
Partner can display LPI CSPP logo on own marketing material	●	●	●
Inclusion of partner in the corresponding categories	up to 10	up to 3	only 1
Appearance on the featured partner session	6 per year	2 per year	no

## Notes

- All partner data is georeferenced (using the partner's ZIP code and all possible location data available)
- Search is possible through ZIP code, city, region, etc., but also using the number of LPI certified staff and amount of reference customers
- Search results will be shown following the criteria defined by the user; in compliance with the ranking system, though
- Companies will be included in their respective categories (service provider; hosting, training, telecom, consulting, etc.)

Benefit	Platinum	Gold	Silver
Services to Partner			
Login to an own area with user/password on CSSP LPI homepage session	●	●	●
Access to the amount of times searches returned the name of his company	●	●	
Access to the amount of times searchers clicked on his company name	●		
Access to free or discount exam vouchers for LPI certification	2 free + 25% discount on further vouchers	1 free + 15% on further vouchers	10% discount
Access to LPI anonymous database of certified professionals	Unlimited search, 2 direct messages per year (further messages at 50% discount)	Unlimited search, 1 direct message per year (further messages at 30% discount)	Unlimited search + eligibility to purchase direct messages at 20% discount
Publication of job vacancies on HR LPI homepage session	2 per year		
Assistance finding the right training partner and/or training material	●	●	●
Promote the partner regularly (including the blog spot for one of the partner's authors)	●	●	
Include the partner's solution in our sales activities	●		
Support partner's product(s) with its own cert(s) based on its education program (case-by-case decision)	yes, with cost	yes, with cost	yes, with cost



Benefit	Platinum	Gold	Silver
Points for achievement of each partner level (used in ranking)	300 points	150 points	50 points
Elegibility and costs			
Amount of partner staff LPI certified professionals	2 LPIC-1 + 1 LPIC-2	2 LPIC-1	1 LPIC-1
Amount of reference customers	2 (active)	1 (active)	1
Pricing (per year and country; maxxed out at 10 countries)	\$1,000.00	\$500.00	\$200.00

Ranking System	Points
Each LPIC-1 certified employee	5
Each LPIC-2 certified employee	10
Each LPIC-3 certified employee	20
Each active reference customer up to 10 employees	10
Each active reference customer up to 50 employees	20
Each active reference customer up to 250 employees	50
Each active reference customer with more than 250 employees	100
Each community centric activity (joining LPI at an event, hosting LPI, supporting an open source project or community, ...)	10
Each certified employee participating in an LPI volunteer program	20
Other activities, e.g., each social media/marketing mention	5



# 6. Corporate Sponsor Program

## Target

IT organizations (companies, governments and NGOs) that wants to associate their brand to LPI's own.

## Purpose

- Grant the sponsor indirect access to and visibility from inside LPI's customer base (600,000+ IT pros, 200,000+ LPI certification holders)
- Sponsor profiling to LPI's audience
- Recognition and marketing support for the sponsor
- Grant the sponsor LPI added value services
- Grant the sponsor LPI's community access

For details, please check the Corporate Sponsor prospectus, as it encompasses a great deal of details about the benefits for the partner.

## About LPI

LPI is a non-profit organisation with a mission to enable economic and creative opportunities for everybody by making open source knowledge and skills certification universally accessible. We are the global certification standard for Linux and a career support organisation for open source professionals all over the world.

With more than 600,000 exams delivered, LPI is the world's first and largest vendor-neutral Linux and open source skills certification body. We have certified IT professionals in over 180 countries, deliver exams in 9 languages, and have hundreds of training partners.

Learn more about our Channel Partner Programs

### Get More Information

Contact LPI and learn more online about the Channel Partner Program

 [info@lpi.org](mailto:info@lpi.org)

 [@LPICconnect](https://twitter.com/LPICconnect)

 [facebook.com/LPICconnect](https://facebook.com/LPICconnect)



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