

Wireless Network Solutions Training Outdoor Curriculum Matrix

WNS Certification – Eligibility Requirements

Partners can allocate their sales and technical members across more than one product category within the Wireless Network Solutions portfolio to achieve the Authorized, Specialist or Elite Specialist level.

There are 5 Product Categories within the WNS Training Program. These categories include:

1. Wide Area Mesh Solutions
2. Point (PTP & PMP) Solutions
3. Wireless LAN (WLAN) Solutions
4. TEAM Solutions
5. AirDefense Solutions

WNS Master Curricula is based upon three end-to-end solutions

- a. Outdoor
 - Wide Area Mesh Solutions and Point (PTP & PMP) Solutions
- b. Indoor
 - WLAN Solutions and AirDefense Solutions
- c. Voice
 - WLAN Solutions and TEAM Solutions

The WNS Solutions Track requires the following number of Sales and Technical Certifications on staff.

Level	Sales			Technical			The range # of Individuals to Complete Certifications
	# of Associate Certifications	# of Professional Certifications	# of Master Certifications	# of Associate Certifications	# of Professional Certifications	# of Master Certifications	
Authorized	2	0	0	2	0	0	2 - 4
Specialist	2	2	1	2	2	1	2 - 4
Elite Specialist	4	4	2	4	4	2	4 - 8

Notes:

- 1) Partners can achieve their certification requirements by electing to follow any of the WNS product categories.
- 2) The achievement of a sales and technical certification level must match by product category.

Example: Authorized requires 2 Sales Associates and 2 Technical Associates

The requirements can be achieved by having 2 Sales and 2 Technical members complete the WLAN Associate curricula OR 1 Sales and 1 Technical member completes the WLAN curricula and 1 Sales and 1 Technical member complete the Wide Area Mesh curricula. Each pair of sales and technical certifications match within the product category.

Students who achieved a WiBB Certification will receive equal credit in the WNS Program. Credit will be issued in the Technical Professional levels of the Wide Area Mesh and Point (PTP & PMP) Solutions product categories.

WiBB Certification	WiBB Course Codes	WiBB Course Codes	Credit will be received on WNS Course	WNS Course Code 1	WNS Course Code 2
Motorola Wireless Field Engineer (MWFE)	MWFE10 MWFE20	MWFE10C MWFE20C	Deploy a Wide Area Mesh Solution	WEL2300	WEL2300-T
Motorola Wireless Field Engineer (MWFE)	MWFE10 MWFE20	MWFE10C MWFE20C	Deploy a Point (PTP & PMP) Solution	WEL2302	WEL2302-T
Motorola Wireless Systems Engineer (MWSE)	MWSE30 MWSE40	MWSE30C MWSE40C	Design a Wide Area Mesh Solution	WEL2301	WEL2301-T
Motorola Wireless Systems Engineer (MWSE)	MWSE30 MWSE40	MWSE30C MWSE40C	Design a Point (PTP & PMP) Solution	WEL2303	WEL2303-T

Wireless Network Solutions Training Outdoor Curriculum Matrix

Wide Area Mesh Solutions



X = Mandatory , E = Elective , R = Recommended , OL T = Online Training , ILT = Instructor Led Training

Wide Area Mesh Solutions - Sales Associate

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Creating Vertical Value	ASE1200-E	\$0	OLT	1/2 hr	X	
Wide Area Mesh Network Duo Sales Training	WSE1601	\$0	OLT	2 hrs	X	
Wide Area Mesh Network AP7181 Sales Training	WSE1603	\$0	OLT	2 hrs	X	
Wide Area Mesh Network Solo Sales Training	WSE1602	\$0	OLT	2 hrs	E	

Complete all of the courses listed above to Achieve a Wide Area Mesh Solutions Sales Associate Certification

Credit for the above curricula can be achieved by successfully passing the test out **OR** by completing the course and post exam within each blended activity

Wide Area Mesh Solutions - Sales Professional

*Student Must Complete
Sales Associate Curricula
before beginning
Professional Courses*

Course Name	Course ID	Price	Type	Duration	Sales	Tech
WNS Sales Academy	WSB2300	TBD	ILT	2 days	X	
Fire & EMS Vertical Markets	ASE2209-E	\$0	OLT	1 hr	X	
Law Enforcement Vertical Market	ASE2210-E	\$0	OLT	1 hr	X	
Education Vertical Markets	ASE2203-E	\$0	OLT	1 hr	X	
Healthcare Vertical Markets	ASE2202-E	\$0	OLT	1 hr	X	

Complete all of the mandatory courses listed above to Achieve a Wide Area Mesh Solutions Sales Professional Certification

WNS Outdoor - Sales Master

Course Name	Course ID	Price	Type	Duration	Sales	Tech
WNS Advanced Sales Academy	TBD	ILT	3 days	X		
Elective Options	TBD	TBD	TBD	X		

Coming Soon

Wide Area Mesh Solutions - Technical Associate

X = Mandatory , E = Elective , R = Recommended , OL T = Online Training , ILT = Instructor Led Training

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Basic Fundamentals of RF	AEE1300	\$0	OLT	2 hrs		X
Basic Fundamentals of IP	AEE1301	\$0	OLT	2 hrs		X
Wide Area Mesh Network Duo Overview	WEE1600	\$0	OLT	2 hrs		X
Wide Area Mesh Network AP7181 Overview	WEE1611	\$0	OLT	2 hrs		X
Wide Area Mesh Network Solo Overview	WEE1605	\$0	OLT	2 hrs		E
One Point Wireless Suite	WEL1606	TBD	ILT	TBD		E
Wide Area Mesh Network AP7181 Training	WEL1614	\$650	ILT	2 days		E
Solo and Quattro Supplemental Course	WEL0601	\$0	ILT	1 day		E

Complete all of the mandatory courses listed above to Achieve a Wide Area Mesh Solutions Technical Associate Certification

Credit for the above curricula can be achieved by successfully passing the test out **OR** by completing the course and post exam within each blended activity

Wide Area Mesh Solutions - Technical Professional

*before beginning
Professional Courses*

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Design a Wide Area Mesh Solution	WEL2301	\$1,100	ILT	3 days		X
Design a Wide Area Mesh Solution Exam	WEL2301-T	\$200	ILT	2 hrs		X
Deploy a Wide Area Mesh Solution	WEL2300	\$1,400	ILT	4 days		X
Deploy a Wide Area Mesh Solution Exam	WEL2300-T	\$200	ILT	2 hrs		X
Advanced RF - Coming Soon	AEE2300	TBD	OLT	2 hrs		E
Advanced IP - Coming Soon	AEE2301	TBD	OLT	2 hrs		E

Complete all of the courses listed above to Achieve a Wide Area Mesh Solutions Technical Professional Certification

WNS Outdoor - Technical Master

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Design a Point (PTP & PMP) Solution	WEL2303	\$1,100	ILT	3 days		X
Design a Point (PTP & PMP) Exam	WEL2303-T	\$200	ILT	2 hrs		X
Deploy a Point (PTP & PMP) Solution	WEL2302	\$1,400	ILT	4 days		X
Deploy a Point (PTP & PMP) Exam	WEL2302-T	\$200	ILT	2 hrs		X
Design and Deploy an Outdoor Solution - Coming in Early Q3	WEL3303	\$1,400	ILT	4 days		X
Design and Deploy an Outdoor Solution Exam - Coming in Early Q3	WEL3303-T	\$200	ILT	2 hrs		X

Complete all of the mandatory courses listed above to Achieve an Outdoor Master Certification

Wireless Network Solutions Training Outdoor Curriculum Matrix

Point (PTP and PMP) Solutions



X = Mandatory , E = Elective , R = Recommended , OL T = Online Training , ILT = Instructor Led Training

Point (PTP and PMP) Solutions - Sales Associate

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Creating Vertical Value	ASE1200-E	\$0	OLT	1/2 hr	X	
Point to Multi-Point Sales Training	WSE1604	\$0	OLT	2 hrs	X	
Point-To-Point Sales Training	WSE1605	\$0	OLT	2 hrs	X	

Complete all of the courses listed above to Achieve a Point (PTP and PMP) Solutions Sales Associate Certification

Credit for the above curricula can be achieved by successfully passing the test out [QR](#) by completing the course and post exam within each blended activity

Point (PTP and PMP) Solutions - Sales Professional

Course Name	Course ID	Price	Type	Duration	Sales	Tech
WNS Sales Academy	WSB2301	TBD	ILT	2 days	X	
Hospitality Vertical Market	ASE2200-E	\$0	OLT	1 hr	R	
Retail Vertical Market	ASE2201-E	\$0	OLT	1 hr	R	
Healthcare Vertical Market	ASE2202-E	\$0	OLT	1 hr	R	
Education Vertical Market	ASE2203-E	\$0	OLT	1 hr	R	
Energy-Utilities Vertical Market	ASE2204-E	\$0	OLT	1 hr	R	
Discrete Manufacturing Vertical Market	ASE2205-E	\$0	OLT	1 hr	R	
Transportation & Logistics Vertical Market	ASE2206-E	\$0	OLT	1 hr	R	
Energy-Petrochemical Vertical market	ASE2207-E	\$0	OLT	1 hr	R	
Process Manufacturing Vertical Market	ASE2208-E	\$0	OLT	1 hr	R	
Fire & EMS Vertical Market	ASE2209-E	\$0	OLT	1 hr	R	
Law Enforcement Vertical Market	ASE2210-E	\$0	OLT	1 hr	R	
Public Administration Vertical Market	ASE2211-E	\$0	OLT	1 hr	R	

Student Must Complete
Sales Associate Curricula
before beginning
Professional Courses

Complete the Sales Academy & 3 of the 10 Vertical Market Courses above to Achieve a Point (PTP and PMP) Solutions Sales Professional Certification

WNS Outdoor - Sales Master

WNS Advanced Sales Academy	Coming Soon	TBD	ILT		X
Elective Options		TBD	OLT		X

Point (PTP and PMP) Solutions - Technical Associate

X = Mandatory , E = Elective , R = Recommended , OL T = Online Training , ILT = Instructor Led Training

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Basic Fundamentals of RF	AEE1300	\$0	OLT	2 hrs		X
Basic Fundamentals of IP	AEE1301	\$0	OLT	2 hrs		X
Point-to-Multipoint Overview	WEE1602	\$0	OLT	2 hrs		X
Point-to-Multipoint Introduction	WEE1603	\$0	OLT	2 hrs		X
Point-to-Point Introduction	WEE1604	\$0	OLT	2 hrs		X
Point-to-Multipoint - PMP320 Overview	WEE1612	\$0	OLT	2 hrs		X
Point-to-Multipoint, PMP320 Technical Training	WEL1605	\$800	ILT	2 days		E
Point-to-Point, PTP800 Overview	WEL1607	TBD	ILT	2 days		E
One Point Wireless Suite	WEL1606	TBD	ILT	TBD		E

Complete all of the courses listed above to Achieve a Point (PTP and PMP) Solutions Technical Associate Certification

Credit for the above curricula can be achieved by successfully passing the test out [QR](#) by completing the course and post exam within each blended activity

Point (PTP and PMP) Solutions - Technical Professional

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Technical Associate Curricula before beginning	Design a Point (PTP & PMP) Solution	WEL2303	\$1,100	ILT	3 days	X
	Design a Point (PTP & PMP) Solution Exam	WEL2303-T	\$200	ILT	2 hrs	X
	Deploy a Point (PTP & PMP) Solution	WEL2308	\$1,400	ILT	3 days	X
	Deploy a Point (PTP & PMP)	WEL2308-T	\$200	ILT	2 hrs	X
Professional Courses	Advanced RF - Coming Soon	AEE2300	TBD	OLT	2 hrs	E
	Advanced IP - Coming Soon	AEE2301	TBD	OLT	2 hrs	E

Complete all of the courses listed above to Achieve a Point (PTP and PMP) Solutions Technical Professional Certification

WNS Outdoor - Technical Master

Course Name	Course ID	Price	Type	Duration	Sales	Tech
Design a Wide Area Mesh Solution	WEL2301	\$1,100	ILT	3 days		X
Design a Wide Area Mesh Solution Exam	WEL2301-T	\$200	ILT	2 hrs		X
Deploy a Wide Area Mesh Solution	WEL2300	\$1,400	ILT	4 days		X
Deploy a Wide Area Mesh Solution Exam	WEL2300-T	\$200	ILT	2 hrs		X
Design and Deploy an Outdoor Solution - Coming in Early Q3	WEL3303	\$1,400	ILT	4 days		X
Design and Deploy an Outdoor Solution Exam - Coming in Early Q3	WEL3303-T	\$200	ILT	2 hrs		X

Complete all of the courses listed above to Achieve an Outdoor Master Certification