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.

	Sales						
Level	# of Associate Certifications	# of Professional Certifications	# of Master Certifications	# of Associate Certifications	# of Professional Certifications	# of Master Certifications	The range# of Individuals to Complete 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 <u>OR</u> 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

6/2/201

Wireless Network Solutions Training Outdoor Curriculum Matrix

		Mesh Solutions					
	•						
	X = Mandatory, E = Elective, R = Recommended	, OL T = Online Training , ILT = Instruct lutions - Sales Associate	or Led Training				
	Course Name	Course ID	Price	Type	Duration	Sales	
		2.2.2.					
	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			OLT	2 hrs	X	
	Wide Area Mesh Network Solo Sales Training	WSE1602	\$0	OLT	2 hrs	Е	
Credit for the above	Complete all of the courses listed above to Achieve a e curricula can be achieved by successfully passing the t			each blend	led activity		
	Wide Area Mesh Solu	ntions - Sales Professional					
	Course Name	Course ID	Price	Type	Duration	Sales	
Student Must Complete Sales Associate Curricula	WNS Sales Academy	WSB2300	TBD	ILT	2 days	Х	
before beginning	Fire & EMS Vertical Markets	ASE2209-	E \$0	OLT	1 hr	Х	
Professional Courses	Law Enforcement Vertical Market	ASE2210-		OLT	1 hr	X	
	Education Vertical Markets	ASE2203-		OLT	1 hr	X	
	Healthcare Vertical Markets	ASE2202-		OLT	1 hr	X	
Cor	mplete all of the mandatory courses listed above to Achi	eve a Wide Area Mesh Solutions Sales Pro	fessional Certifica	ntion			
	WNS Outdoo	or - Sales Master					
	Course Name	Course ID	Price	Type	Duration	Sales	
	WNS Advanced Sales Academy	Coming Soon	TBD	ILT	3 days	X	
	Elective Options	Colling Soon	TBD	TBD	TBD	Х	
	Wide Area Mesh Solut	tions - Technical Associate					
	X = Mandatory, E = Elective, R = Recommended		or Led Training				
	Course Name	Course ID	Price	Type	Duration	Sales	
	Course Name	Course ID	THE				
	Basic Fundamentals of RF	AEE1300	\$0	OLT	2 hrs		
	Basic Fundamentals of RF Basic Fundamentals of IP	AEE1300 AEE1301	\$0 \$0	OLT OLT	2 hrs		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview	AEE1300 AEE1301 WEE1600	\$0 \$0 \$0	OLT OLT OLT	2 hrs 2 hrs		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview	AEE1300 AEE1301 WEE1600 WEE1611	\$0 \$0 \$0 \$0	OLT OLT OLT OLT	2 hrs 2 hrs 2 hrs		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605	\$0 \$0 \$0 \$0 \$0	OLT OLT OLT OLT OLT	2 hrs 2 hrs 2 hrs 2 hrs		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606	\$0 \$0 \$0 \$0 \$0 \$0 TBD	OLT OLT OLT OLT	2 hrs 2 hrs 2 hrs		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605	\$0 \$0 \$0 \$0 \$0	OLT OLT OLT OLT OLT	2 hrs 2 hrs 2 hrs 2 hrs		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606	\$0 \$0 \$0 \$0 \$0 \$0 TBD	OLT OLT OLT OLT OLT ILT	2 hrs 2 hrs 2 hrs 2 hrs TBD		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training	AEE1300 AEE1300 WEE16301 WEE1601 WEE1605 WEL1606 WEL1614 WEL0601	\$0 \$0 \$0 \$0 \$0 TBD \$650 \$0	OLT OLT OLT OLT OLT ILT ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the tele	AEE1300 AEE1300 WEE16301 WEE1601 WEE1605 WEL1606 WEL1614 WEL0601	\$0 \$0 \$0 \$0 \$0 TBD \$650 \$0	OLT OLT OLT OLT OLT ILT ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day		
	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the tele	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 ve a Wide Area Mesh Solutions Technical est out OR by completing the course and p	\$0 \$0 \$0 \$0 \$0 TBD \$650 \$0	OLT OLT OLT OLT OLT ILT ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day	Sales	
Credit for the above	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 we a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID	\$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific	OLT OLT OLT OLT OLT ILT ILT ILT ration each blend	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day Led activity Duration	Sales	
Credit for the above	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1606 WEL1614 WEL0601 ve a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301	\$0 \$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific	OLT OLT OLT OLT OLT ILT ILT ILT TAT Cation Type	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days I day Led activity Duration 3 days	Sales	
Credit for the above	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Course Name Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Exam	AEE1300 AEE1301 WEE16100 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 we a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2301	\$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific cost exam within of	OLT OLT OLT OLT OLT ILT ILT ILT reaction Type ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 1 day 2 days 1 day Duration 3 days 2 hrs	Sales	
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Credit for the above	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Course Name Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Exam	AEE1300 AEE1301 WEE16100 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 we a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2301	\$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific post exam within of	OLT OLT OLT OLT OLT ILT ILT ILT reaction Type ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 1 day 2 days 1 day Duration 3 days 2 hrs	Sales	
Credit for the above	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 ve a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2300 WEL2300 AEE2300	\$0 \$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certification within and the second of the	OLT OLT OLT OLT OLT ILT ILT ILT Each blend Type ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day led activity Duration 3 days 2 hrs 4 days	Sales	
Credit for the above	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 we a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2300 WEL2300	\$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific cost exam within of	OLT OLT OLT OLT OLT ILT ILT ILT Each blend	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day Led activity Duration 3 days 2 hrs 4 days 2 hrs	Sales	
Credit for the above before beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 We a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2300 AEE2300 AEE2300 AEE2301	\$0 \$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific cost exam within of \$1,100 T\$\$200 \$1,400 T\$\$200 TBD	OLT OLT OLT OLT OLT ILT ILT ILT Each blend Type ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day Led activity Duration 3 days 2 hrs 4 days 2 hrs 2 hrs	Sales	
Credit for the above before beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon Advanced IP - Coming Soon Complete all of the courses listed above to Achieve a Wide	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 ve a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2301 WEL2300 AEE2300 AEE2300 AEE2301 ide Area Mesh Solutions Technical Professional	\$0 \$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific cost exam within of \$1,100 T\$\$200 \$1,400 T\$\$200 TBD	OLT OLT OLT OLT OLT ILT ILT ILT Each blend Type ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day Led activity Duration 3 days 2 hrs 4 days 2 hrs 2 hrs	Sales	
Credit for the above before beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon Advanced IP - Coming Soon Complete all of the courses listed above to Achieve a Wide	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 We a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2300 AEE2300 AEE2300 AEE2301	\$0 \$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 Associate Certific cost exam within of \$1,100 T\$\$200 \$1,400 T\$\$200 TBD	OLT OLT OLT OLT OLT ILT ILT ILT Each blend Type ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day Led activity Duration 3 days 2 hrs 4 days 2 hrs 2 hrs	Sales	
Lefore beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution Exam Advanced IP - Coming Soon Advanced IP - Coming Soon Complete all of the courses listed above to Achieve a W WNS Outdoor Course Name	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL16106 WEL16104 WEL0601 We a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2301 WEL2300 AEE2300 AEE2301 ide Area Mesh Solutions Technical Profess - Technical Master Course ID	\$0 \$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$50 Associate Certification T \$200 \$1,400 T \$200 TBD	OLT OLT OLT OLT OLT ILT ILT ILT ILT ILT ILT ILT ILT ILT I	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day led activity Duration 3 days 2 hrs 4 days 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs		
Credit for the above before beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon Advanced IP - Coming Soon Complete all of the courses listed above to Achieve a Winson WNS Outdoor Course Name Design a Point (PTP & PMP) Solution	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL16104 WEL0601 WE L0601 WE L0601 WEL0601 WEL0601 WEL0601 WEL0601 Course ID WEL2300 AEE2300 AEE2300 AEE2301 ide Area Mesh Solutions Technical Profess - Technical Master Course ID WEL2303	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$0 \$0 Associate Certification Price \$1,100 T\$ \$200 TBD TBD TBD TBD TBD Sional Certification	OLT OLT OLT OLT OLT ILT ILT ILT ILT ILT ILT ILT ILT ILT I	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day led activity Duration 3 days 2 hrs 4 days 2 hrs 2 hrs 2 hrs 2 hrs 3 days		
Credit for the above before beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Complete all of the courses listed above to Achieve a Wide Area WNS Outdoor Course Name Design a Point (PTP & PMP) Solution Design a Point (PTP & PMP) Solution Design a Point (PTP & PMP) Exam	AEE1300 AEE1301 WEE16100 WEE1611 WEE1605 WEL1606 WEL16104 WEL16104 WEL0601 ve a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2300 AEE2300 AEE2301 ide Area Mesh Solutions Technical Profess - Technical Master Course ID WEL2303 WEL2303 WEL2303	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	OLT OLT OLT OLT OLT ILT ILT ILT ILT ILT ILT ILT ILT ILT I	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 1 day Iday Iday		
Lefore beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon Advanced IP - Coming Soon Complete all of the courses listed above to Achieve a W. WNS Outdoor Course Name Design a Point (PTP & PMP) Solution Design a Point (PTP & PMP) Exam Deploy a Point (PTP & PMP) Solution	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1614 WEL0601 WE a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2300 AEE2300 AEE2301 ide Area Mesh Solutions Technical Professional Course ID WEL2303 WEL2303 WEL2303 WEL2303 WEL2303	\$0 \$0 \$0 \$0 \$0 \$0 TBD \$650 \$50 Associate Certification Price \$1,100 T\$ \$200 \$1,400 TBD TBD Sional Certification Price \$1,100 \$1,400 \$1,400 \$1,400 \$1,400	OLT OLT OLT OLT OLT ILT ILT ILT ILT ILT ILT ILT ILT ILT I	2 hrs 1 day Iday Duration 3 days 2 hrs 4 days 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 4 days 4 days 4 days		
Credit for the above before beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon Advanced IP - Coming Soon Complete all of the courses listed above to Achieve a W. WNS Outdoor Course Name Design a Point (PTP & PMP) Solution Design a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Solution	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL1614 WEL0601 We a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2300 AEE2300 AEE2301 ide Area Mesh Solutions Technical Profess - Technical Master Course ID WEL2301 WEL2303 WEL2303 WEL2303 WEL2303 WEL2303	\$0 \$0 \$0 \$0 \$0 \$0 \$TBD \$650 \$50 Associate Certification T \$200 \$1,400 T \$200 TBD TBD Sional Certification Price \$1,100 \$1,400 T \$200 \$1,400 \$1,400 TBD \$1,100 \$1,400 \$1,400 \$1,400 \$1,400 \$1,400 \$1,400 \$1,400 \$1,400 \$1,400 \$1,400 \$1,400	OLT OLT OLT OLT OLT ILT ILT ILT ILT ILT ILT ILT ILT ILT I	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs TBD 2 days 1 day led activity Duration 3 days 2 hrs 4 days 2 hrs 2 hrs 2 hrs 2 hrs 4 tays 2 hrs 2 hrs 2 hrs 2 hrs 4 tays 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs		
Credit for the above before beginning Professional Courses	Basic Fundamentals of RF Basic Fundamentals of IP Wide Area Mesh Network Duo Overview Wide Area Mesh Network AP7181 Overview Wide Area Mesh Network Solo Overview One Point Wireless Suite Wide Area Mesh Network AP7181 Training Solo and Quattro Supplemental Course uplete all of the mandatory courses listed above to Achie e curricula can be achieved by successfully passing the t Wide Area Mesh Solution Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam Advanced RF - Coming Soon Advanced IP - Coming Soon Complete all of the courses listed above to Achieve a W. WNS Outdoor Course Name Design a Point (PTP & PMP) Solution Design a Point (PTP & PMP) Exam Deploy a Point (PTP & PMP) Solution	AEE1300 AEE1301 WEE1600 WEE1611 WEE1605 WEL1606 WEL16104 WEL1606 WEL16114 WEL0601 Ve a Wide Area Mesh Solutions Technical est out OR by completing the course and pons - Technical Professional Course ID WEL2301 WEL2301 WEL2300 AEE2300 AEE2301 ide Area Mesh Solutions Technical Profess - Technical Master Course ID WEL2303 WEL2303 WEL2303 WEL2303 WEL2303 WEL2303 WEL2303 WEL2303 WEL2302 WEL2302 Ng in Early Q3	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	OLT OLT OLT OLT OLT OLT ILT ILT ILT Cation Cach blend Type ILT ILT OLT OLT OLT ILT ILT ILT ILT ILT ILT ILT ILT ILT I	2 hrs 1 day Iday Duration 3 days 2 hrs 4 days 2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 4 days 4 days 4 days		

6/8/2011

Wireless Network Solutions Training Outdoor Curriculum Matrix

	Point (PTP and PI	MP) Solutions					
	() (1)						
	X = Mandatory, E = Elective, R = Recommended, OL T	= Online Training , ILT = Instructor Le	d Training				
	Point (PTP and PMP) Solut	tions - Sales Associate					
	Course Name	Course ID	Price	Type	Duration	Sales	1
	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	Χ	
	Complete all of the courses listed above to Achieve a Point (P curricula can be achieved by successfully passing the test out			ach blend	ed activity		
	Point (PTP and PMP) Solution						
	Course Name	Course ID	Price	Туре	Duration	Sales	-
	WNS Sales Academy	WSB2301	TBD	ILT	2 days	Х	
	Hospitatilty Vertical Market	ASE2200-E	\$0	OLT	1 hr	R	
Student Must Complete	Retail Vertical Market	ASE2200-E	\$0	OLT	1 hr	R	
Sales Associate Curricula	Healthcare Vertical Market	ASE2202-E	\$0	OLT	1 hr	R	
before beginning	Education Vertical Market	ASE2203-E	\$0	OLT	1 hr	R	
Professional Courses	Energy-Utilities Vertical Market	ASE2204-E	\$0	OLT	1 hr	R	
	Descrete 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 ©0	OLT OLT	1 hr	R	
	Law Enforcement Vertical Market Public Administration Vertical Market	ASE2210-E ASE2211-E	\$0 \$0	OLT	1 hr 1 hr	R R	
Complete the Sales	Academy & 3 of the 10 Vertical Market Courses above to Ac	hieve a Point (PTP and PMP) Solutions	Sales Profess	ional Cer	tification		
	WNS Outdoor - S	ales Master					
	WNS Advanced Sales Academy	Coming Soon	TBD	ILT		Х	
	Elective Options	8	TBD	OLT		Х	
	Point (PTP and PMP) Solution		1.00				
	X = Mandatory, E = Elective, R = Recommended, OL T Course Name	= Online Training , ILT = Instructor Lec Course ID	Price	Type	Duration	Sales	
	Basic Fundamentals of RF	AEE1300	\$0	OLT	2 hrs		
	Basic Fundamentals of IP	AEE1301	\$0	OLT	2 hrs		
	Point-to-Multipoint Overview	WEE1602	\$0	OLT	2 hrs		
	Point-to-Multipoint Introduction			OLT	2 hrs		
	·	WEE1603	\$0 ©0	OLT	2 hrs		
	Point-to-Point Introduction	WEE1604	\$0				
	Point-to-Multipoint - PMP320 Overview	WEE1612	\$0	OLT	2 hrs		
	Point-to-Multipoint, PMP320 Technical Training	WEL1605	\$800	ILT	2 days		
	Point-to-Point, PTP800 Overview	WEL1607	TBD	ILT	2 days		
	One Point Wireless Suite	WEL1606	TBD	ILT	TBD		
	omplete all of the courses listed above to Achieve a Point (PTF curricula can be achieved by successfully passing the test out				ed activity		
	Point (PTP and PMP) Solutions	s - Technical Professional					
	Course Name	Course ID	Price	Type	Duration	Sales	- 1
			\$1,100	ILT	3 days		
chnical Associate Curricula	Design a Point (PTP & PMP) Solution	WEL2303	0000	ILT	2 hrs		
chnical Associate Curricula before beginning	Design a Point (PTP & PMP) Solution Design a Point (PTP & PMP) Solution Exam	WEL2303 WEL2303-T	\$200				
			\$200 \$1,400	ILT	3 days		
	Design a Point (PTP & PMP) Solution Exam	WEL2303-T WEL2308		ILT ILT	3 days 2 hrs		
	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution	WEL2303-T WEL2308 WEL2308-T	\$1,400 \$200		•		
	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon	WEL2303-T WEL2308 WEL2308-T AEE2300	\$1,400	ILT	2 hrs		
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP)	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301	\$1,400 \$200 TBD TBD	ILT OLT OLT	2 hrs 2 hrs		
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession	\$1,400 \$200 TBD TBD	ILT OLT OLT	2 hrs 2 hrs		
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon Inplete all of the courses listed above to Achieve a Point (PTP)	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession	\$1,400 \$200 TBD TBD	ILT OLT OLT	2 hrs 2 hrs	Sales	
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon Inplete all of the courses listed above to Achieve a Point (PTP) WNS Outdoor - Tec	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession Course ID	\$1,400 \$200 TBD TBD nal Certificati	ILT OLT OLT ion	2 hrs 2 hrs 2 hrs Duration	Sales	,
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon Inplete all of the courses listed above to Achieve a Point (PTP) WNS Outdoor - Tec Course Name Design a Wide Area Mesh Solution	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession Course ID WEL2301	\$1,400 \$200 TBD TBD nal Certificati	ILT OLT OLT ion	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 3 days	Sales	,
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon mplete all of the courses listed above to Achieve a Point (PTP) WNS Outdoor - Tec Course Name Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Exam	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession Course ID WEL2301 WEL2301 WEL2301-T	\$1,400 \$200 TBD TBD mal Certificati Price \$1,100 \$200	ILT OLT OLT ion	2 hrs	Sales	,
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon mplete all of the courses listed above to Achieve a Point (PTP achieve a Point (PTP) WNS Outdoor - Tec Course Name Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession Course ID WEL2301 WEL2301 WEL2301-T WEL2300	\$1,400 \$200 TBD TBD mal Certificati Price \$1,100 \$200 \$1,400	ILT OLT OLT ion Type ILT ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 4 days	Sales	,
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon mplete all of the courses listed above to Achieve a Point (PTP) WNS Outdoor - Tec Course Name Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Deploy a Wide Area Mesh Solution Exam	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession Course ID WEL2301 WEL2301 WEL2301-T WEL2300 WEL2300-T	\$1,400 \$200 TBD TBD mal Certification Price \$1,100 \$200 \$1,400 \$200	ILT OLT OLT ion Type ILT ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 4 days 2 hrs	Sales	Ţ
before beginning Professional Courses	Design a Point (PTP & PMP) Solution Exam Deploy a Point (PTP & PMP) Solution Deploy a Point (PTP & PMP) Advanced RF - Coming Soon Advanced IP - Coming Soon mplete all of the courses listed above to Achieve a Point (PTP achieve a Point (PTP) WNS Outdoor - Tec Course Name Design a Wide Area Mesh Solution Design a Wide Area Mesh Solution Exam Deploy a Wide Area Mesh Solution	WEL2303-T WEL2308 WEL2308-T AEE2300 AEE2301 and PMP) Solutions Technical Profession Course ID WEL2301 WEL2301 WEL2301-T WEL2300 WEL2300-T Early Q3 WEL3303	\$1,400 \$200 TBD TBD mal Certificati Price \$1,100 \$200 \$1,400	ILT OLT OLT ion Type ILT ILT ILT	2 hrs 2 hrs 2 hrs 2 hrs 2 hrs 4 days	Sales	1

6/8/2011