



AUTODESK LEARNING PARTNER COMMUNITY
PARTNER PROGRAM UPDATE
MICHELE BROCCARDO



WELCOME TO THE LEARNING PARTNER COMMUNITY

We are Building a Brand and a Community

Autodesk Learning Partners **prepare** educators, students, businesses, and consumers alike to explore profoundly different ways to design, make, and use things. Learning Partners **enable** and **nurture** existing and new members of the workforce to thrive in a future that will require people to make and build more, do it better, and with less negative impact on the world. Autodesk's Learning Partners are a catalyst to an industry-ready workforce interested in advancing their careers in industries augmented by automation.

Learning Partners choose from a variety of partner programs and resources to support their efforts to help students, educators, and professionals engage in continuous learning by equipping them with powerful design tools, content, training, and curricula to solve real-world challenges and up-skill for the jobs of tomorrow. This next generation of partners empowers everyone to **Make Anything**.



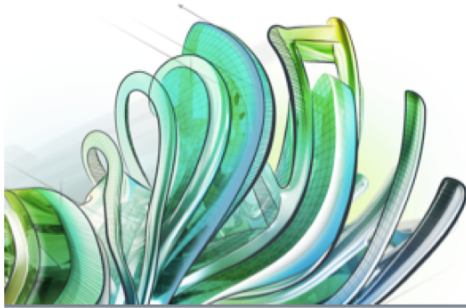
THE AUTODESK LEARNING PARTNER DEFINED

- Is a *catalyst* for increased product mastery and adoption of Autodesk software and technology
- Supports the creation of new workforce development initiatives in design and engineering disciplines
- Offer support for professional certification
- Has a willingness to participate in, and share, joint success stories
- Bridges the gap between Education and professional industries through radical collaboration, conversation, and support for mutual success

Autodesk Learning Partner is a *recognition* given to a valuable partner, company, or organization who is *invested* in the education of our customers and wants to imagine, design, and deliver superior learning experiences by supporting Autodesk in our effort to *create a better World*.

WHAT'S NEW | PROGRAM GUIDE

Autodesk® Learning Partner
Authorized Training Center Program
Global Program Guide | 35 FEB 2018



Welcome to the Autodesk Learning Partner Community

Autodesk Learning Partners prepare educators, students, businesses, and consumers alike to explore profoundly different ways to design, make, and use things. Learning Partners enable and prepare exciting and new members of the workforce to thrive in a future that will require people to make and build more, do it better, and with less negative impact on the world. Autodesk's Learning Community is a catalyst to an industry-ready workforce interested in advancing their careers in industries augmented by automation.

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The Authorized Training Center Program

The Autodesk® Authorized Training Center Program ("Program") aims to support Authorized Training Centers in their efforts to provide comprehensive training, support for product mastery, exam preparation with testing, and certification for Autodesk Software users. Upon authorization approval from Autodesk, an Authorized Training Center ("ATC") is recognized as part of the worldwide Autodesk Learning Partner community.

The Guide

This Autodesk Authorized Training Center ("ATC") Global Program Guide ("Guide") is referenced in, and forms part of, your Autodesk Authorized Training Center Agreement ("Agreement"). Capitalized terms not defined in this Guide have the same meanings assigned to them in the Agreement.

Autodesk reserves the rights to amend, modify, or terminate this Guide and the programs or benefits described herein at any time with thirty-days prior written notice. In the event that Autodesk makes new programs available to ATCs, those programs will be announced via communications posted to the website provided by Autodesk, Autodesk's Global Program Manager, or its designated Distributor for ATCs ("Program Portal"). Autodesk reserves the right to interpret or clarify this Guide at its sole discretion. If you have any questions about any part of the Program, please contact the Distributor in your territory ("Distributor") or your Internal ATC Program Manager ("PM").

This Guide is effective as of Effective Date and shall apply until updated by Autodesk. The ATC Program Year runs annually from 1 FEBRUARY–31 JANUARY ("Program Year"). If this Guide is not updated for the next Program Year, the terms set forth in this Guide shall continue to apply until updates are made to the Guide for each Program Year.



WHAT'S NEW | ALIGNMENT & LEGAL UPDATES

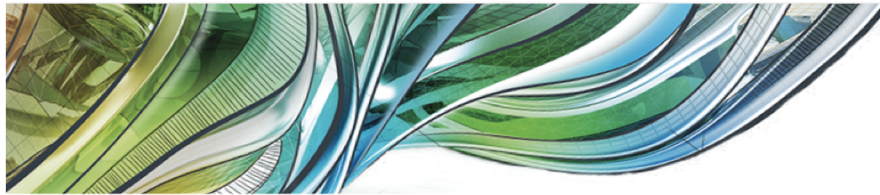
Align ATC and AAP Programs for blended learning experiences

- Mobile Lab Use added to the ATC Program
- E-Learning Authorization added to the AAP Program
- License Use clarified for VPN and other like-uses
- Update E-Learning Course Authorization Requirements
- Support Partner Locator Search criteria
- Territory definitions for Distributors, ATCs, AAPs
- Enforce AAP training delivery ONLY to students and educators

Instructor Types Defined: Affiliated, Approved, Autodesk Certified Instructor, E-learning

Legal and Business Program Guide Updates

- Move Program requirements to Guides
- ACI credential changes and ALC Learning model
- Redefine Logo and Brand use; include Social Media Policy requirements
- Late Fee approved for late License Fee payments
- ATC and AAP records review 2x per year
- Continue to update marketing assets with Education Brand identity
- Include License terms for free products & cloud services
- Support future-state of Partner Database & Training Evaluation System



AUTODESK AUTHORIZED TRAINING CENTER

ATC SITE AUTHORIZATION

Autodesk® Inc. recognizes this organization as an Autodesk Learning Partner and Authorized Training Center (ATC). This location is an Authorized ATC Site. Authorized Training Centers meet Autodesk's defined standards of excellence for delivering high-quality, instructor-led, learning experiences. Autodesk's Learning Partner network is the premiere channel for delivering Autodesk product training to business and industry professionals.

ORGANIZATION ID NO

AUTHORIZED TRAINING CENTER

SITE ADDRESS \ COUNTRY

SITE ID NO.

SITE AUTHORIZATION VALID UNTIL: 01 FEBRUARY 2019



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PHASE II | PREPARATION FOR NEXT YEAR

ALL INFORMATION IS AUTODESK CONFIDENTIAL AND SUBJECT TO CHANGE

SILVER LEARNING PARTNER	GOLD LEARNING PARTNER	PLATINUM LEARNING PARTNER
ACCREDITATION		
1. Learning Partner a. Autodesk Authorized Training Center or b. Autodesk Academic Partner	1. Learning Partner a. Autodesk Authorized Training Center and b. Autodesk Academic Partner or c. Authorized Certification Center	1. Learning Partner a. Autodesk Authorized Training Center b. Autodesk Academic Partner c. Authorized Certification Center
2. Product a. Single Industry b. 1 products	2. Product a. Single Industry b. 2-3 products	2. Product a. 2+ Industries b. 3+ products
STAFF REQUIREMENTS		
Staff Requirements: ATC and AAP 1. Minimum one (1) Site Manager; 2. Minimum one (1) Instructor per product with ACI accreditation* 3. Defined Marketing Staff Member** 4. Defined Legal contact *AAP Instructor may also be Education Account Manager **Subject to availability in the territory	Staff Requirements: ATC and AAP 1. Minimum one (1) Site Manager 2. Minimum one (1) Instructor per product with ACI accreditation* 3. Defined Marketing Staff Member** 4. Defined Legal contact 5. Minimum one (1) Education-focused Account Manager (AAP Only) May be: Authorized Training Center And Authorized Academic Partner Or Authorized Certification Center May be: Authorized Academic Partner And Authorized Certification Center	Staff Requirements: Must be: ATC Accreditation 1. Minimum one (1) ATC Site Manager 2. Minimum one (1) Instructor per product with ACI accreditation* [shared resource] 3. Minimum one (1) defined Support Staff Member [shared resource] 4. Defined Marketing Staff Member** 5. Mandatory defined Legal contact AND AAP Accreditation 6. Minimum one (1) Education-focused Account Manager 7. Minimum one (1) Instructor per product with ACI accreditation* [shared resource] 8. Minimum one (1) defined Marketing Staff Member [shared resource] 9. Minimum one (1) defined Support Staff Member [shared resource] 10. Mandatory defined Legal contact AND Authorized Certification Center
PARTNERSHIP REQUIREMENTS		

PARTNER TIERS

AUTHORIZED TRAINING CENTERS AUTHORIZED ACADEMIC PARTNERS



Authorized Academic Partner

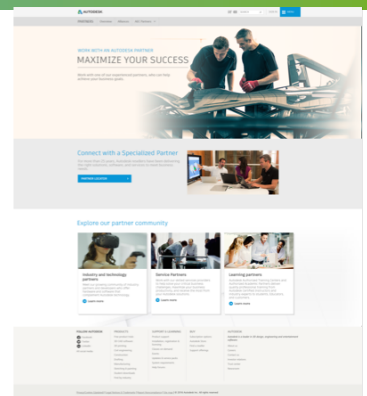


Authorized Training Center



PHASE II | PROGRAM UPDATE | Q4

- ALL Partners will sign New Legal Agreements
 - Agreement & Guide changes to support Partner Tiers and Core Value Components
 - New DUPA [data privacy]
 - Lead Referral for ATC and AAP; continue to improve Autodesk.com experience
- Program Requirements
 - 100 % use of Training Evaluation System for all ATC and AAP Partners
 - Defined point of contact for Legal and Marketing communications
- Campaign: The Value of the Learning Partner; compliancy messaging
- Compliancy Best Practices
 - Legal use of licenses when delivering training
 - Legal use of Brand and Logos
 - Continue to Partner with Compliancy to ensure training center compliancy
 - 60 “Bad Actors” in Brazil identified and addressed legally with BSA and Autodesk Compliancy Team



PHASE III | PROGRAM UPDATE | Q4

- Expand Membership Training Provider Program: UA affiliates in Australia & Ireland
- **MORE** Success Stories!
- Program Pricing review and analysis
- Fra.me Platform beta project
 - Virtual server access for training center
 - Virtual server access for testing center
- Continue to evolve Program Core Value

Autodesk Customer Success Story

Eric P

CUSTOMER
Eric Posey
LOCATION
 UA Local 440, Indianapolis, IN
AUTODESK PROGRAM
 Membership Training Provider Program
SOFTWARE
 AutoCAD®
 Autodesk® BIM 360
 Autodesk® Fabrication CADmep™
 Autodesk® Navisworks® Manage
 Autodesk® Point Layout
 Autodesk® Revit®
 Autodesk® Revit® MEP
 Autodesk® ReCap™ Pro

"I have definitely bought in 100 percent to our BIM process. We were involved with 2D CAD for several years. Then a few years ago, we landed a large hospital project that required full-blown BIM. It didn't take long for me to realize the value in having tech-savvy, motivated plumber/pipefitters involved with the BIM process. You can really see their willingness and eagerness to produce a high-quality BIM model and installation drawings for their counterparts in the field. Our team of detailers now have a clear understanding of both field conditions and best installation practices, and they go the extra mile to ensure that the model is accurate and reflects the real world conditions of the project."

MEET ERIC: HE SWITCHED COLLEGE FOR A UA LOCAL 440 APPRENTICESHIP

Autodesk Membership Training Provider Program for Trade Skills Unions and Union-Affiliated Training Organizations



Erik Lambrecht (left) viewing the latest Revit model in virtual reality with Eric Posey (right)

Eric Posey spent the summer of 2002 as a trainee in the United Association's (UA) Joint Apprenticeship Training Center at Local 440 in Indianapolis representing Plumbers, Steamfitters, and HVAC Service Technicians before attending Indiana University-Purdue University Indianapolis on an academic scholarship to pursue a degree in computer engineering. But after a couple of semesters and a great deal of soul searching, Eric realized he wasn't on the right path for his future, and he decided to leave college and return to UA Local 440 as a trainee.

With school on hold, Eric sat down with a detailer at UA Local 440 who showed him some mechanical rooms that had been modeled and spooled using 3D software. These

The Program offers numerous benefits to union training centers, including a cost-effective annual subscription to Autodesk® software products, access to Autodesk's Instructor Development tools, the ability for union instructors to become Autodesk Certified Instructors, and much more. It also enhances Building Information Modeling (BIM) and CAD training at current sites, while offering enhanced training initiatives with Autodesk technology at a new location. With the support of Autodesk's regional Distributors, the Program promotes training services and product certification to skilled trade organizations while encouraging the use of Autodesk's learning resources. These resources include learning materials, services and technologies, as well as certification-prep exam courseware.

Learning Partner

CONTINUE TO ENHANCE PROGRAM CORE VALUE

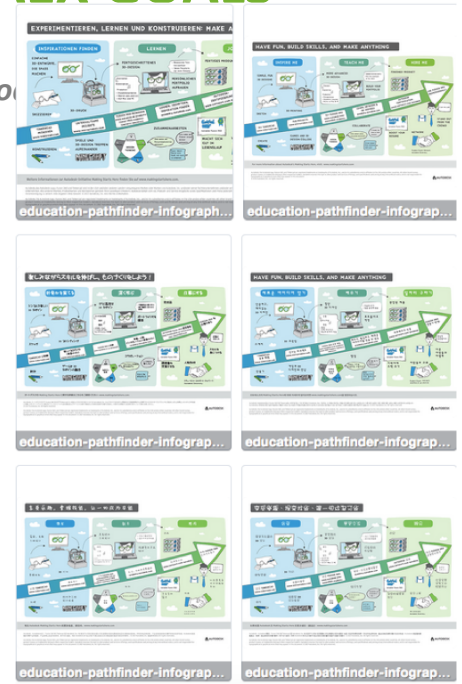


- Enable Partners to better-serve the Autodesk Learning Community
- Enforce expectation of delivering high-quality learning experiences
- Ensure increased product mastery and adoption
- Assist with successful workforce development initiatives
- Support Professional Certification attainment

CONTINUE TO BUILD BRAND; SUPPORT AEX GOALS

Equip all partners with savvy tools to support their business model and Autodesk

- Create localized assets to support incentive campaign activities
- Create localized assets to support compliancy campaigns
- Create Program tools that support next-generation Learning Partners and Core Value Components
- Offer enablement training for new tools and program changes





AUTODESK®

Make anything.

