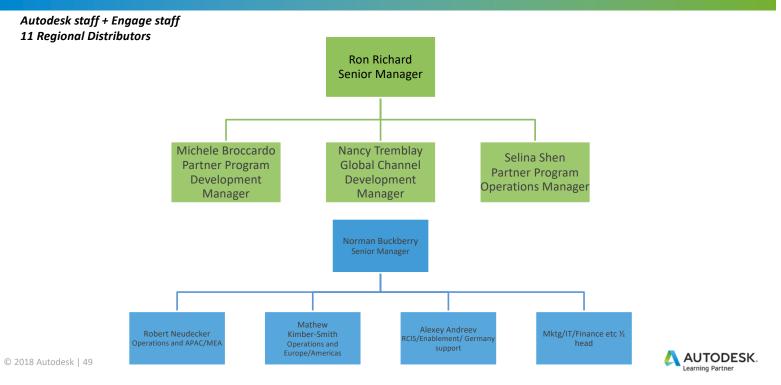
Current State Autodesk Certified Instructor Update, Transition to Autodesk Learning Central, & Train the Trainer FY19

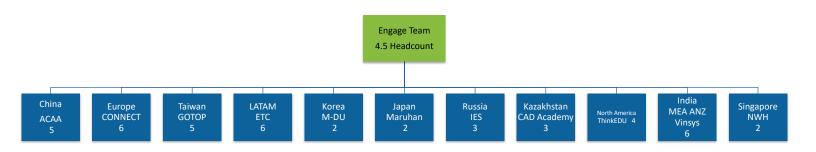
NANCY TREMBLAY



2018 GLOBAL LEARNING PARTNER TEAM



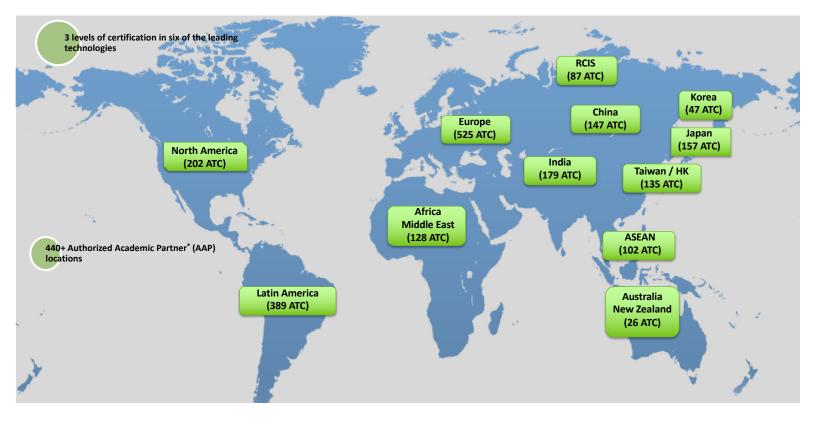
GLOBAL LEARNING PARTNER DISTRIBUTOR MANAGEMENT



11 Regional Distributors managing 14 Regions. Support for 11 Languages. 44 head count in Region.



INSPIRE. EDUCATE. DELIVER QUALITY LEARNING EXPERIENCES-2018



AUTODESK CERTIFIED INSTRUCTOR PROGRAM

Program Year-end ACI Requirements

- Program Year One 20% must be current ACI
- Program Year Two 25% must be current ACI
- Program Year Three—75% must be current ACI

Year-Two Program Updates

- New Learning paths in ALC (Q1)
- Certification or ALC Learning Path Requirement
- Acclaim Badges will continue
- **Program Agreement & FAQ Updates**
- **Program Tiers**
 - 3-year ACI Credential maintained = SILVER TIER*
 - 6-year ACI Credential maintained = GOLD TIER
 - 9-year ACI Credential maintained = PLATINUM TIER

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Autodesk Certified Instructor certification:

Autodesk Certified Instructor certification: To earn the Autodesk Certified Instructor (ACI) certification, an instructor must be affiliated with an Authorized Training Center (ATC) or an Authorized Academic Partner (AAP). Only Affiliated Instructors may pursue the ACI certification credential. An "Affiliated Instructor" is an instructor who is a full-time, a part-time, or contract employee with an Authorized ATC or AAP partner.

Upon earning the Autodesk Certified Instructor Credential, an ACI Instructor becomes part of the Autodesk Learning Partner Community. ACI Instructors can display their globally recognized Autodesk Certified Instructor badge across websites, blogs, and their social media profiles.

- Instructor Requirements to earn ACI certification:
 Instructor must obtain access to Autodesk's instructor development tools on Autodesk
 Learning America (ALC)
 Construction (ALC)
 Constru

- Instructor Requirements to maintain ACI status: To maintain Autodesk Certified Instructor status, ACI instructors are required to annually: c. Complete 20-bours minimum Autodesk product/workflow training Teach 40-hours minimum continuing porfessional development training on improving instructional skills and/or teaching the future of design Submit one article or feature contribution to a published journal or the Autodesk Knowledge Network, or deliver one presentation at a professional/education conference

ACI Program Tiers: ACI Instructors who maintain the ACI credential continuously will also receive a Tier Award:

3-year ACI Credential maintained = SILVER TIER 6-year ACI Credential maintained = GOLD TIER 9-year ACI Credential maintained = PLATINUM TIER





AUTODESK CERTIFIED INSTRUCTOR

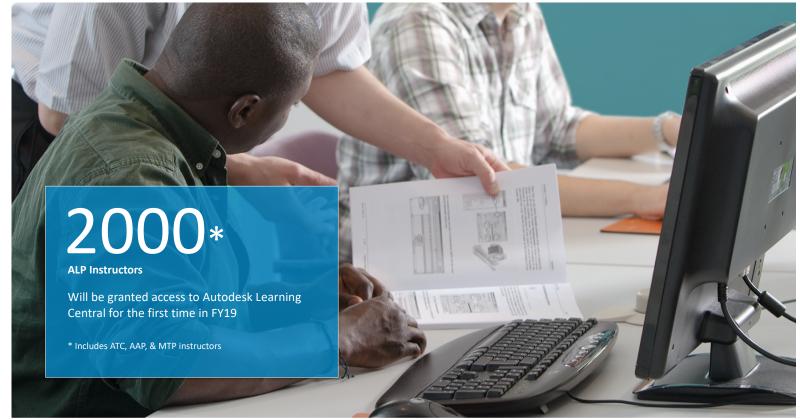
Autodesk Certified Instructors may attain Badge status for additional professional development activities*:



Autodesk will Award and Promote 800+ instructors who completed requirements in FY17 via IDP Portal to the ACI Silver Tier

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AUTODESK. Learning Partner

Transition to Autodesk Learning Central

 Autodesk Learning Central is an internal cloud based learning system managed by Autodesk with over 15K members. Currently all value added resellers and Autodesk employees have access to Autodesk Learning Central.

Partners navigate to

Autodesk.com/partnerlearning



AUTODESK LEARNING CENTRAL CORE VALUE

• Autodesk Learning Central currently supports Learning & Certification programs including event pre-learning, train the trainer events, and AEX's Instructor Methodology e-Course.

| LANGUAGE | Autodesk Instructor Training e-Course BeoustISED Course (1 class) The Autodesk Instructor Training e-Course is based on the principles of effective training developed by educational protections USD | | desk technologies tmore Available Cred | its: 10.0 | Multiple Technical Role (499+) Sales (499+) Industry Segment (466+) Certifications (418+) |
|---|---|--------------|---|-----------|--|
| □ 日本語 (6) □ Français (6) □ Italiano (6) | Share ∉ lag: (| 0 | VIEW SUMMARY QUICK LINKS | ► | Sales Role (274+) Products (203+) Technical Role AEC (179+) Technical Role Manufacturing (167+) |
| □ 한국어 (6) □ Deutsch (5) □ Русский (4) | PLAN SUMMARY Learning & Certifications | 00 | ONE TEAM CONFERENCE 2017 | | Industry Segment Building (120+) |
| □ 简体中文 (4) □ Português (4) □ Español (3) | Completed In Progress Pending action | 30 7 1 | T | rograms | |
| © 2018 Autodesk 56 | GO TO PLAN | | Support | | AUTODESK. Learning Partner |

CATEGORY

AUTODESK LEARNING CENTRAL ACCESS

Users who will have access to Learning Central with full rights:

- Approved Instructors affiliated with:
 - Authorized Training Centers
 - Authorized Academic Partners
 - Corporate Training Centers
 - Membership Training Providers
- Learning Center Representatives:
 - Principals
 - Administrators
 - Marketers
 - Support Sales



Positive Partner Learning Experience

| 101 – Why Brand Matters | 12/19/2017 | Certificate | |
|---|--|----------------------|--------------------|
| 22-DEC-2017 (3 days remaining) | | SK. | |
| Autodesk Instructor Training e-Course Available credits: 10 | | | |
| No due date | | Certifi | cate of Completion |
| No due date | Congratulational We are proud to present you with this Autobias. Cetificate of | Nancy Trentslay | |
| Getting Started with Autodesk Learning Central (ALC) for Em Available credits: 5 | Completion: The routers you have completed and indicated in ployees contracts with portiescolal instruction, indicated contract, and copies an autiants by Autosian. | 201 – Brand Elemente | 28-NOV-2017 |
| IN PROGRESS | | Course Title | Date |
| No due date | | ONLINE | 00:10 |
| | | Location | Duration |
| Global Event Management System (GEMS) Onboarding Traini Phase 1, Recording | ng Internal | 2. AA | 2 |

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AUTODESK. Learning Partner

Easy Management

Reporting attributes:



ALC program site

- One click link
- Links to Catalogue Categories once LPs are set up
- Announcement of new content/activities as added
- Role/Specialization per industry

Targeted Message: To Administrators

- Announcement of new content/activities ie: marketing
- Targeted by Role ie: Services Selling

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Targeted Message: ACI Certified

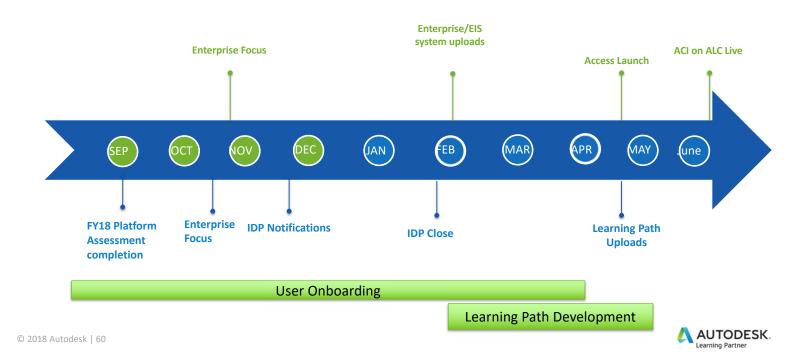
- Announcement of new content/activities
- Based on Industry/Role Profile
- Supports and communicates important initiatives (FoMT, Product Innovation Platform, adoption content, TTT recordings).

 Notify partner representative when new content/activities become available, what it is, why it is

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 important to their role and area of focus.

PROJECT TIMEFRAME



TRAIN THE TRAINER

Fusion 360 and BIM will be the Train the Trainer Targets!

Live workshops! - AU, OTC, OTx, Regional Summits

- Webinar Events pay it forward to the next region...
- Autodesk Learning Central learning paths





Over 250 instructors attended Fusion 360 Train the Trainer workshops in 6 regions FY18!



TRAIN THE TRAINER—PROJECT INTENT

- Enable trainers with deep level product knowledge to teach on every level of education
- Credential top instructors around the globe allowing a close-knit community
- Provide a live, self-paced, & web-based resource that insures we add exceptional value to our partner channel & the learning customer



KEY TAKEAWAY

- Request for Administrators to register their staff by January 15, 2018
 - o Engage Enablement Call
 - Reference the Engage document "How to set up your org in partner center"
- Encourage all staff to watch 'Getting started in ALC' course in Autodesk Learning Central by January 31, 2018
- Beginning FEB 2018, encourage all Administrators to take an inventory of their members
- Please *SHARE* all communications from Engage with your partners:
 - One Stop Communication
 - Targeted to Certified role/industry if applicable
 - o Targeted to existing VARs on ALC where applicable

