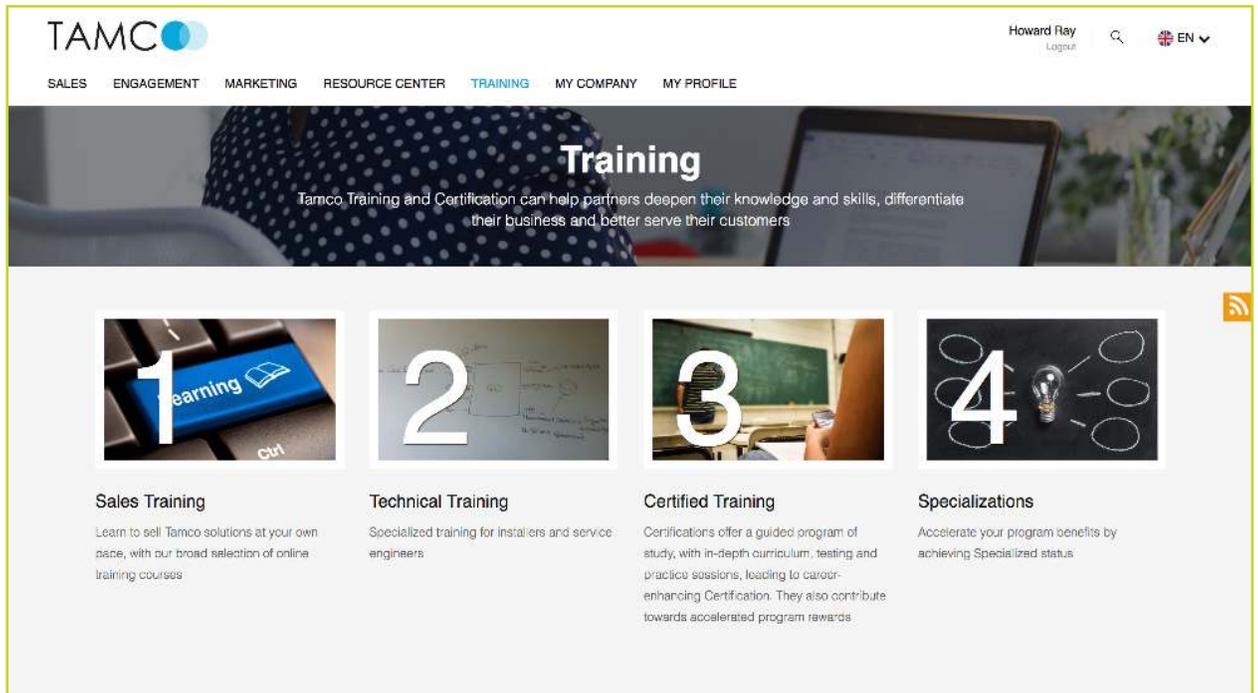


# Channel-Focused Learning Management

## Better Training Yields Better Selling

*Zift's Learning Management is delivered in a multi-format approach, enabling your channel partners to learn in a way that works for them—whether it's face-to-face classroom training, webinars or accessing content on-demand to read later. Zift makes all of the complexities involved in running your channel program training simple. Upload training materials in an array of multimedia formats, create multi-level module hierarchies and manage all of your training content from one central location.*



The screenshot shows the TAMCO Training portal. At the top, there is a navigation bar with the TAMCO logo on the left and user information (Howard Flay, Logout) and language settings (EN) on the right. Below the navigation bar are links for SALES, ENGAGEMENT, MARKETING, RESOURCE CENTER, TRAINING (highlighted), MY COMPANY, and MY PROFILE. The main content area features a large banner with the word "Training" and a sub-headline: "Tamco Training and Certification can help partners deepen their knowledge and skills, differentiate their business and better serve their customers". Below the banner are four numbered cards: 1. Sales Training (Learn to sell Tamco solutions at your own pace, with our broad selection of online training courses), 2. Technical Training (Specialized training for installers and service engineers), 3. Certified Training (Certifications offer a guided program of study, with in-depth curriculum, testing and practice sessions, leading to career-enhancing Certification. They also contribute towards accelerated program rewards), and 4. Specializations (Accelerate your program benefits by achieving Specialized status). An RSS icon is visible in the bottom right corner of the screenshot.

## Key Features

### MULTIPLE TRAINING PROGRAMS WITH DISTINCT TRAINING PORTALS

With Zift Learning Management, you can run multiple concurrent training programs and even use distinct training portals for different groups of partners, employees, salespeople, service teams, etc. Each portal can have its own style and branding.

### EASY ADMINISTRATION

Zift makes training management for online and classroom-based training easy by enabling you to manage everything from invitations, registration and logistics. You have everything for single courses or multi-day events in one place.

### SIMPLE REGISTRATION

Training begins with registration. With Zift, your partners sign up right in your partner portal. And as they do, you see training availability and demand in real time.

### SPECIALIZATION RULES

Zift allows you to structure your training by the partner type. For example, you can set up modules, certification or specialization rules to be based on professional role, such as sales and technical, or by product type or even geography. This personalized training helps your partners become productive as quickly as possible.

### MULTI-FORMAT SUPPORT

Give your partners training in formats that work for them. Whether it's online on-demand video, structured courseware (from applications such as Articulate or Adobe Captivate), SCORM files, PowerPoint or PDF, Zift supports your training content.

Home - Training - Sales Training - Progress Reporting

#### My Training Progress

This report gives you instant feedback on your Sales Training progress. Check which Courses you've viewed, and the scores you've earned. Remember that TAMCO Sales Training is specifically designed to enable you achieve sales success, and to progress through our partner program.

#### Training Progress of Howard Ray

Course Title	Module Title	Module Type	Module Status	Module Pass Date	Module Code	Show Quiz
Security Cameras Sales Training - Advanced Level	Advanced Sales Techniques	Online	Passed	Oct 10, 2014	Adv11	-
Security Cameras Sales Training - Advanced Level	Sales Master Class	Online	Passed	May 18, 2016	SAL103	-
Security Cameras Sales Training - Introduction	Introduction to Selling the TAMCO Way	Online	Passed	Jan 14, 2018	SAL101	-
Security Cameras Sales Training - Introduction	Sales Master Class	Online	Passed	May 18, 2016	SAL103	-
Security Cameras Sales Training - Introduction	Understanding Buyer Needs	Online	Failed		SAL102	-
Security Cameras Sales Training - Introduction	Understanding Buyer Needs	Online	Passed	May 18, 2016	SAL102	-
Access Control Device Sales Training	Introduction to Access Control Devices	Online	In Progress		IPN101	-

### PERSONALIZED PROGRESS REPORTS

Partners can view their progress, showing the modules or courses they have taken. They can also see their quiz status, quiz results and remaining attempts available.

### CONTENT VISIBILITY

With Zift, you can restrict specific training to a particular country, group, partner type, partner role or partner tier. This provides a personal experience for your partners that keeps them coming back for more, and makes it easy for every partner in your ecosystem to find content that's relevant to them.

### COURSE CATALOGS

Partners can view your course catalog, which shows the modules available to them based on their language, role and partner type.

### RATINGS

Each partner can rate the courses, modules and documents that you provide, giving you important feedback for further program enhancements.

### NOTIFICATIONS

Your partners get email confirmations in addition to activity stream and push notifications of their training registration confirmations, reminders and joining instructions.



## Event & Webinar Manager/Classroom Training

### PERSONALIZED TRANSCRIPTS

Partners can see their progress for modules and courses they have taken. Partners can also look at quiz statuses and pass/fail results along with scores and attempts remaining.

### DETERMINE CLASS SIZE

Specify class or event sizes to restrict the registrants. Zift automatically creates a waitlist when a class reaches its limits, so you can see demand.

### GOVERN WHO ATTENDS

You indicate which countries or partner types are able to join, so the right partners get the right training.

**Make the Most of Marketing Events**

The discussion around events usually revolves around the marketing team. It makes sense – marketing typically plans events, and the events come out of marketing's budget. But when the ultimate goal of a marketing event is to create and accelerate sales pipelines, it's important to look at events from a sales perspective as well.

**Webinars**

<a href="#">DETAILS</a>	Tamco Sales Skills for the Future Online <a href="https://www.gbtmeeting.com/">https://www.gbtmeeting.com/</a>	25-Jul-18	Registered <a href="#">UNREGISTER</a>
<a href="#">DETAILS</a>	Security Webinar Webinar, TN <a href="https://www.gbtmeeting.com/">https://www.gbtmeeting.com/</a>	20-Aug-18	Registered <a href="#">UNREGISTER</a>
<a href="#">DETAILS</a>	Tamco Basic Sales Skills Webinar New Jersey <a href="https://www.gbtmeeting.com/">https://www.gbtmeeting.com/</a>	18-Sep-18	REGISTER
<a href="#">DETAILS</a>	Tamco Basic Sales Skills Webinar Online <a href="https://www.gbtmeeting.com/">https://www.gbtmeeting.com/</a>	18-Oct-18	Registered <a href="#">UNREGISTER</a>

### PARTNER SELF-MANAGEMENT

Once registered, partners can also unregister themselves if necessary, freeing up spots for others.

### AGENDA

Your partners can view agendas and event details directly on your Zift partner portal.

**Classroom Training Tamco Sales Forum**  
 Jersey City, NJ

Tamco Sales Forum

**Topic:** How to upskill on selling Commuter Jetpacks

**Event Agenda**  
 Session One  
 Session Two  
 Event Itinerary - All details for the event will be emailed prior to the event, any questions please do not hesitate to email [info@Tamco.com](mailto:info@Tamco.com)

### Score for Training Attendance

Add scores and pass marks so your training event contributes to partners certifications and specializations.

## Testing, Exams and Quizzes

### ONE SIZE FITS ONE

Different partners have different testing needs. With Zift, you design, deploy and deliver the right tests to the right partners based on partner profiles. Whether it's a simple quiz at the end of a course or module, or a more structured exam-like process, Zift meets your needs. Zift provides administrators with full testing flexibility and offers partners intuitive, simple access to multi-format assessments. Assign time, pass and re-test limits. Scores are shared with each partner immediately upon last test completion.

## Key Features

### QUESTION POOLS

When building quizzes with Zift, you can set up question pools, define a range of multiple choice question types and build scoring rules and control parameters, such as random selections. You can also segregate questions, such as easy, medium and hard-level questions, and then create a quiz that includes questions from each of these segments.



The screenshot shows a web interface for managing quizzes. At the top, there is a search bar and navigation links for 'Recent' and 'Advanced'. Below the search bar, there are buttons for 'Add', 'Excel', and 'Inactive Quizzes'. The main content area is titled 'Quizzes' and indicates '18 records found.' Below this is a table with the following data:

Quiz Name	Associated Module	Questions To Choose	Time Allowed	Questions Per Page	Attempts allowed
Advanced Sales Techniques Quizzes	Advanced Sales Techniques	11	60	1	11
Battery Training	Security Camera Range Overview	10	60	1	3
Battery Training Beginner	Diagnostics Training	10	60	1	3
Battery Training and Theory Implementation	Standard Camera Assembly Techniques	5	60	1	3
Configuring & Implementing Boosters Quiz	Configuring & Implementing Boosters	11	30	1	11
Configuring & Implementing Control Systems Question Pool	Configuring & Implementing Control Systems	1	30	1	10

### DETERMINE WHAT MARKS A PASSING GRADE

You associate your quizzes with modules and/or courses, setting up what determines a passing score, the time allowed and the number of attempts allowed.

### NOTIFICATIONS AND ALERTS

Users will get email confirmations of pass/fail along with activity stream and push notifications of registration confirmation, reminders and joining instructions. Optionally, you decide if certificates are emailed when they pass a module.

### REPORTING

With Zift's intuitive drag-and-drop tool, you can use templates to easily create new reports, including training data from Zift or stored SCORM data. Example reports are provided to give you a head start. You can also create custom reports on everything from the most common question people get wrong to the highest rated modules or partner achievement.



## Partner Certifications

### YOUR CHANNEL, CERTIFIED

Increase the efficiency of your partner certification and accreditation by setting up requirements and business rules, and dynamically issue certificates to partners who meet all your requirements. Plus, enable your partners to track their accreditation and certification goals—both at an individual and company level. Zift eliminates the need for manual management, so your channel can get to work, faster.



## Key Features

### STRUCTURED LEARNING PATHS

Zift fully supports both person- and organization-level certifications, and makes all of the complexities involved in running these programs simple.

Certifications provide a structured learning path becoming a TAMCO product expert. Attaining our Certifications is easy - simply register, study in your own time, pass the exams that accompany each training module, and you'll automatically be sent your Certificate. Certifications are valuable to both your career and your business success.

**Step 1 Register for a Certification**  
Select a Certification from the list below, and click "Register"

**Available Certifications:**

- TAMCO Sales Certification (For Sales and Marketing professionals)
- TAMCO Technical Certification (For Support and Service Engineers)

**REGISTER**

**Step 2 - Pass the exam**  
To take an exam:

1. Click the "Show Modules" down arrow for your chosen Certification. The list of available modules and exams will open
2. Study the Module material, then click "Take the Exam"
3. Take the exam and submit your answers. Your exam will be scored automatically.

2 records found.

Certification Name	Status	Reg Date	Pass Date	Exp. Date	Valid To Date	Modules to pass	Modules passed	Show Modules
TAMCO Sales Certification	Passed	October 30, 2017	May 16, 2018		Aug 18, 2024	4	5	--
TAMCO Technical Certification	Registered	January 24, 2018				7	0	--

**Step 3 - Print your Certificates**  
Your Certificates will be mailed to you automatically, or you can print them here.

**PRINT**

### CERTIFICATION REGISTRATION

It all starts with registration. Partners register for certification programs, or you approve a super user at each partner organization to register their colleagues.

### NOTIFICATIONS

Notify partners about certification expiry and new training rules as well as email certifications when they pass a module.

### CERTIFICATION PROGRESS REPORTS

Your partners track their individual progress as they move toward full certification and the modules they need to be fully certified. Inside the Zift partner portal, your partners click directly into the modules they need to complete the certification.

**TEAM TRAINING**

Administrators at your channel partner organizations can view their colleagues’ training progress as well as their own, enabling your partners to better manage the progress of their organization towards the certifications offered by your company.



**STYLED CERTIFICATES**

Create styled certificates that match your corporate branding using Zift’s easy-to-use WYSIWYG HTML editor. Include your brand images and signatures on the certificates as well as the details of the certification achieved. Certifications are also fully configurable through Zift’s simple CMS.

**PERSONAL CERTIFICATES**

Your partners can view and print their personal certificates, which are generated as read-only PDFs, for effortless download and printing.

**CERTIFICATION RULES**

In Zift’s admin console, you create the rules for your partners’ certification. These may be simple prerequisites for each individual module or for the entire certification. You specify which modules need to be passed, in which order and over what time period. If needed, you can also apply more complex rules, such as indicating that a partner must take module “101a classroom” or “101b online” and any 3 modules from a set of 5 modules.

**CERTIFICATION VALIDITY**

Specify the time period in which your partners must complete their certification as well as the rules for how long their certification is valid.

**CERTIFICATION VISIBILITY**

Within Zift, you can restrict the certification to country or country group or by partner type (e.g., reseller, distributor, etc.) or partner user group (e.g., Gold Tier partners, partner sales professional, etc.).

**SPECIALIZATION / ACCREDITATION**

Create organization-level rules to ensure that your partner organizations are fulfilling their training commitments to you. Zift will automatically monitor and report training compliance for each partner organization, and you can use this information in business plans to define program tier membership rules.

