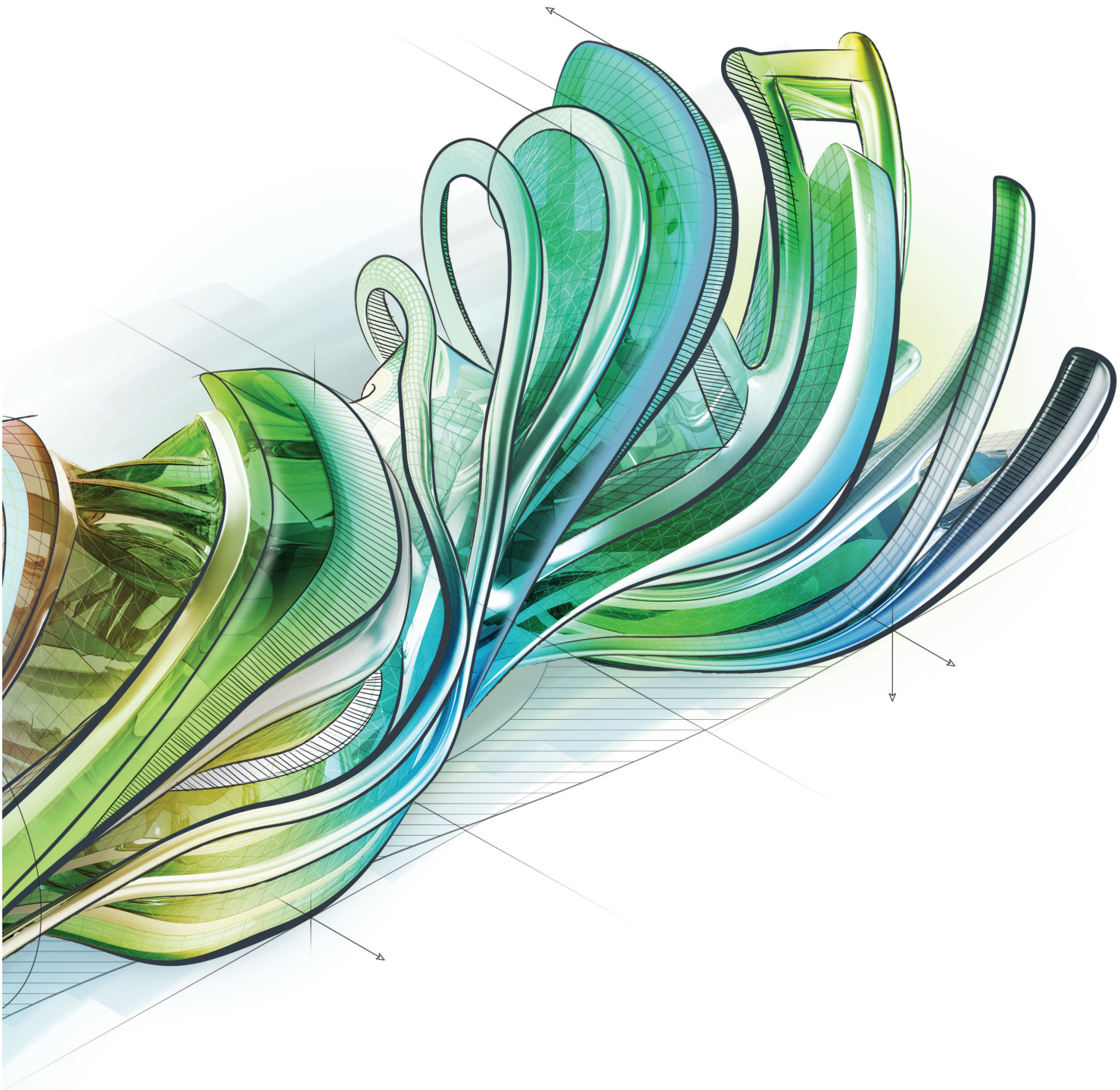


AUTODESK LEARNING PARTNER GUIDE

Europe FY19



KnowledgePoint | CONNECT

 **AUTODESK**

Dear Autodesk Learning Partner,

Autodesk Education continues to develop their partner programs including program core value components, tools and solutions offered to help Partners evolve as program members. This guide contains a lot of useful information about FY19 program changes.

In the Autodesk Learning Partner section of this guide (pages 3-6) you will read about the core values of being an Autodesk Learning Partner, about Instructor access to Autodesk Learning Central and how the content provided through this learning platform will enable your instructors to achieve Autodesk Certified Instructor status.

In the KnowledgePoint Connect Business Solutions section (pages 7-13), you will be introduced to a complete range of solutions that can help you develop your business. Here you will be presented with online training solutions, tools that help you to digitise your own courseware, discounts on 3D printers and information on how to offer Autodesk Product Certification to your customers.

KnowledgePoint Connect is here to support and provide ideas on how to grow your business in the best way possible. We do this by influencing how the future Autodesk Learning Partner program evolves, as well as presenting you with innovative ideas and thoughts on how to diversify your offering to Autodesk product users everywhere.

FY19 is a year when a lot of program focus will be on Horizon 2 products, such as Fusion 360 and BIM 360, as well as connecting Academia and Industry. Please ensure you become an active partner on our journey and in return we will help you improve your skills and knowledge in areas that we know will be prominent in the future.

Looking forward to a fantastic new year together with our partner network.

Yours sincerely,



Rickard Lautrup
Autodesk Program Manager, Europe and
Hong Kong, KnowledgePoint Connect



AUTODESK LEARNING PARTNER

The Autodesk Education Programs constantly change and with that the core values and services available to you as a member. The following pages will provide you with an update on the main program changes in FY19.



WELCOME TO THE AUTODESK LEARNING PARTNER COMMUNITY

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

Autodesk Learning Partners **prepare** educators, students, businesses and consumers alike to explore profoundly diverse 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 who is interested in advancing their careers in industries augmented by automation.

Autodesk Learning Partners choose from a selection of specialised 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 themselves for the jobs of tomorrow. This next generation of Autodesk Learning Partners empowers everyone to **Make Anything**.



Core Value Components

- **Partner Branding** – Autodesk Learning Partner acknowledgement with marketing, brand and logo use
- **Partner Locator** – promoting your Training Site at www.autodesk.com/partners
- **Autodesk Certified Instructor (ACI)** – available to the Autodesk Learning Partner channel only
- **Certification** – opportunity to become a Certiport Authorised Testing Centre (CATC) and promote professional certification, credentialing and badging
- **Partner Support** – access to Program support in English, French, Italian, German and Spanish
- **Partner Evaluation System** – ability to issue official Autodesk Certificates of completion and compare your performance with other program members
- **Instructor Development Portal** – access to extensive online instructor development content
- **Training Publication Discounts** – opportunity to buy printed and online courseware from Autodesk Authorised Publishers at a discount
- **Partner Lead Referral** – chance to get academic and commercial leads from Autodesk
- **Partner Event Platform** – opportunity to publish your courses on autodesk.com/events

AUTODESK CERTIFIED INSTRUCTOR PROGRAM

To be able to earn the Autodesk Certified Instructor (ACI) certification, an instructor must be affiliated with an Authorised Training Centre (ATC) or an Authorised Academic Partner (AAP). An “affiliated instructor” is an instructor who is a full-time, a part-time, or a contract employee with an Authorised 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 recognised Autodesk Certified Instructor Acclaim digital badge across websites, blogs and their social media profiles. They can also display the Autodesk Learning Partner logo per the terms defined in the ATC or AAP Program Guides.

INSTRUCTOR REQUIREMENTS TO EARN THE ACI CREDENTIAL

- Instructor must obtain access to Autodesk’s instructor development tools on Autodesk Learning Central
 - Review the ACI FAQ for ALC instructor access
 - Obtain Instructor ID# from affiliated ATC or AAP
 - Create an Autodesk profile
- Instructor must earn an Autodesk Professional Certification (ACP) for a product or complete pre-defined ALC learning paths
- ALC learning paths include:
 - Autodesk Instructional Methods E-course
 - Autodesk software instructor E-courses (16 hours, online)
 - Teach a minimum of 40 hours of Autodesk product training
 - Maintain a minimum 85% instructor satisfaction rating in the Training Evaluation System
 - ACI digital badge will be issued on the Acclaim platform

INSTRUCTOR REQUIREMENTS TO MAINTAIN THE ACI CREDENTIAL

To maintain Autodesk Certified Instructor status, ACI instructors are required to annually:

- Complete 20-hours minimum Autodesk product/workflow training
- Teach 40-hours minimum of Autodesk product training
- Complete 10-hours minimum continuing professional development training on improving instructional skills and/or teaching the future of design
- Submit one article or featured 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 LEARNING CENTRAL

Autodesk Learning Central (ALC) is an internal cloud-based learning system managed by Autodesk with over 15K members. It currently houses thousands of enablement courses for over a dozen partner roles. These courses are showcased in multiple languages.

Autodesk Learning Central offers a large portfolio of instructor development tools including online instructor e-courses, customised learning channels, personalised learning paths, instructor profiles, credential maintenance and Train the Trainer courses. It currently supports Learning & Certification programs including event pre-learning, train the trainer events and Autodesk Educations Instructor Methodology e-Course.

Instructor Enablement Channels include:

- Instructor training and pedagogy resources
- Autodesk product knowledge
- Industry knowledge
- Industry integration and specifications
- The Future of Learning Things
- Autodesk Certified Instructor

Employ the power of achievements with Acclaim

Acclaim has one goal: help individuals move forward professionally.

Acclaim accomplish this by partnering with respected brands to promote individuals' skills and achievements through badging. A badge is a standardised way of digitally representing outcomes in a verified manner.

Badges issued through Acclaim communicate who did something, who says they did it and why employers should care about what was done.

Acclaim enable the managing, sharing and validation of achievements that have resume potential.

Autodesk leverage Acclaim to issue digital badging for Product Certification and ACI. Learn more on www.youracclaim.com



The Autodesk Learning Partner Defined

An Autodesk Learning Partner—

- is a catalyst for increased product mastery and adoption of Autodesk software and technology
- supports the creation of new workforce development initiatives in design & engineering disciplines
- offers Autodesk customers support for professional certification and badging
- 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



KnowledgePoint | CONNECT

KnowledgePoint Connect Business Solutions

Expand your business offerings to your Customers

The world of learning changes fast and we need to change with it. All training providers will have to:

- Entice new future Autodesk product users to come to you for their training and development needs
- Provide new ways of learning through new and innovative tools thus, bringing new and exciting experiences to a new generation.



On the following pages you will find an array of services and solutions that can be accessed through KnowledgePoint Connect, enabling you to expand your business into new areas.

PERSONALISED, ON-DEMAND LEARNING FOR ALL THINGS AUTODESK

CADLearning, an Authorised Autodesk Publisher, focuses exclusively on creating courses with engaging concise lessons covering Autodesk's 2D and 3D design, engineering and entertainment software. With over 40 000 video tutorials and 250 courses, students can learn at their own individual pace, search for the exact answers when needed, get guidance in new applications all complementing their classroom training.

Professionals across the world are using CADLearning as a tool to prepare for the Autodesk Certified Professional Exams. And Organisations are using their bespoke branded portal to track and monitor usage by their members/employees.

The continuously growing library of self-paced learning material—including videos, exercise files and assessments—unlocks the power of the latest software releases for AutoCAD[®], Autodesk[®] 3ds Max[®], Autodesk Inventor[®], Autodesk Maya[®], Autodesk Revit[®] and many more.

LEARNER FOCUS

- Modular Learning
- Videos Average 4.5 Minutes
- Complement Classroom with pre and post training assessments
- Creation of personalised learning
- Shareable playlists
- Intuitive Plug-ins
- Mobile App Delivery

ENTERPRISE FOCUS

- Bespoke Portal with flexible user tracking and management
- Custom content creation with drag and drop functionality
- Performance Driven
- Each lesson is independent from others
- Proven to boost Productivity and achieve training ROI

- ✓ 40+ Autodesk titles
- ✓ 5,000+ Topic reviews
- ✓ 250+ Autodesk courses
- ✓ 1,300,000 Users
- ✓ 3,200+ Learning hours
- ✓ 47,000 Videos
- ✓ 1,000+ Customers
- ✓ 15,000+ Questions

Add CADLearning solutions to your Training centre tools and solutions, supporting your classroom training.

Contact us at:
autodesk@knowledgepoint.co.uk
to find out how you can implement this business solution at your training site.



My Live Book

Provide your own courseware in a dynamic and secure way to your customers

MyLiveBook is an interactive e-courseware delivery solution for training content hosting your own training content. It allows access to training materials from anywhere at any time allowing the customer to add their own notes, annotations and highlights directly onto the pages of your courseware.

You can store multiple versions of your courseware and provide updated versions to your customer at cost or free of charge. You can manage storage, collaboration and archiving on a customer basis and track what your customers can access and when.

- Simple, flexible and secure administration
- Access content in the classroom, at work or home using the computer, laptop or tablet
- Make notes, highlight and bookmark content to your specific learning requirements
- Add more complex and dynamic content, including video content
- Comprehensive search function - searches both text, notes and annotations
- Last minute registrations for access to courseware available in real time

Why choose MyLiveBook?

- Secure** – Content can't be copied
- Synchronised** - Notes sync to all devices
- Accessible** - Access course material anywhere via any device
- Enhanced** - Multi-media content options
- Environmental** - Low carbon footprint

Still want printed courseware?

For over 20 years KnowledgePoint have been an industry leader in the supply of teaching materials offering an on-demand design, production and distribution service of printed materials in both digital and physical format.

To save you time KnowledgePoint will manage the design, set-up and distribution of your printed materials. We ensure that your course materials are at consistent quality levels, made on demand, delivered on time and available to order online.

Contact us at:
autodesk@knowledgepoint.co.uk
to find out how you can implement this business solution at your training site.



For 25+ years ASCENT has helped customers become more productive with their Autodesk software through targeted, customisable and affordable learning solutions.

Our products include:

- Printed Learning Guides
- Digital eBooks
- Video-Enhanced Courseware
- Online Learning Courses
- Instructor Tools

**25%
discount**

on learning materials
for the following
Autodesk
software:

AutoCAD
AutoCAD Civil 3D
AutoCAD Electrical
AutoCAD Map 3D
AutoCAD Mechanical
Autodesk 3ds Max
Autodesk Advance Steel
Autodesk BIM 360
Autodesk Fusion 360
Autodesk InfraWorks
Autodesk Inventor
Autodesk Moldflow
Autodesk Navisworks
Autodesk Plant Design
Autodesk Revit Architecture
Autodesk Revit MEP
Autodesk Revit Structure
Autodesk Vault



What Ascent offers:

Options for Multiple Learning Styles: You can choose to offer your students printed books, eBooks, or Video-Enhanced eBooks depending on the instructor and students' learning styles.

Dedicated Team of Experts: ASCENT's multi-disciplinary team of engineers, technical writers, subject matter experts and instructional designers have 25+ years of experience designing curriculum & creating documentation that is effective & engaging.

Practice Exercises Reinforce Learning: All ASCENT learning guides include practice exercises and chapter review quizzes so students can practice and go back to work using the software with confidence.

Certification Preparation Guides: ASCENT offers Official Certification Preparation books via Amazon.com. These books contain a collection of relevant instructional topics, practices and review questions that are an ideal study tool for the Autodesk Certification exams.

Customisation & Documentation Services: ASCENT can reconfigure its off-the-shelf courseware or create customised learning solutions to address your customer's specific learning needs. We can also incorporate your customer's unique processes & workflows to document their company standards.

Contact us at:
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business solution at your training site.

Ultimaker

Bring 3D Printing into your training centre

As an Autodesk Learning Partner you can take advantage of an exclusive discount on the purchase of any of the Ultimaker range of desktop 3D Printers, through KnowledgePoint Connect. Ultimaker is renowned for use in both industry and education as a reliable and easy to use machine.

From the very beginning, Ultimaker's mission has been to accelerate the world's transition to local digital manufacturing. Ultimaker's desktop 3D printers offer a low-cost, effective alternative to industrial manufacturing. The user-friendly operation makes it accessible to all users and no advanced training is necessary. Experience industrial-grade 3D printing results, hassle-free maintenance, designed to empower your business and school.

Ultimaker offers all ATC's

17.5% discount
on the entire
Ultimaker
range

Ultimaker 2+

- Adaptable, reliable and user friendly
- Control speed and details with swappable nozzles
- Smooth prints with its unique airflow design

Ultimaker 3

- Dual extrusion lets you print in two materials or colours
- Print complex design easily with water soluble PVA support
- High uptime & fast changeover between prints design



The Ultimaker is the most reliable 3D printer available. Achieve complex designs and improved 3D print performance, thanks to its unique auto-nozzle lifting system, professional build and support material combinations and swappable print cores.

Featuring seamless hardware, software and material integration, the Ultimaker enable designers, engineers and manufacturers approach the innovation process in a completely new way. Create complex geometries and achieve remarkable design intricacy.

This provides greater opportunities for design, technology and engineering students in Further and Higher Education as well as for Secondary (KS4 and KS5) exam project work.

Contact us at:
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business solution at your training site.

CERTIFICATION

Add value through Autodesk Product Certification

Autodesk Certification provides an industry recognised credential to validate knowledge and skills in Autodesk programs. Autodesk Learning Partners have the opportunity to certify their trainers and extend Autodesk's offering as part of their training solutions for their customers.

By expanding into the certification market as a Certiport Authorised Testing Centre (CATC) you will be able to extend your offer with globally recognised certification programs to all of your customers. The increasing demand for Autodesk product certification and a growing portfolio of exams available, makes this the perfect time to differentiate yourself from your competition when becoming a total solutions provider.

Autodesk Certified User (ACU) Exam

The Certified User exam is designed for students who are relatively new to Autodesk software and includes multiple-choice and performance based questions. Before taking the Certified User exam, students should have a minimum of 50 hours of hands-on experience with the software.

Autodesk Certified Professional (ACP) Exam

The Certified Professional exam verifies a full and complete understanding of the Autodesk product. Questions include creation and editing of data files, multiple choice, matching and point-and-click. Before taking the Certified Professional exam your customer is recommended to complete a course and

get 400 hours of hands-on experience with the software. If successful with your exam you will be awarded a digital badge, which can be attached to your social media accounts or online documentation such as a CV and/or email. This allows you to share your skills online in a way that is simple, trusted and easily verified. You can also build credibility and highlight your achievement, by listing your name in the Autodesk Certified Professionals database (ACU and ACP).



Why Certification?

When discussing the purpose of Professional certification, industry partners identified recruitment as the greatest advantage. Being able to determine that someone has the necessary skills to fill a technical role is invaluable and applicants may believe themselves to be more expert than they necessarily are – their past roles being focused on niche aspects of the software. An Autodesk certification will captivate and clearly demonstrate your customers' abilities to their target audience, allowing them to get ahead and stay ahead.

Contact us at:
autodesk@knowledgepoint.co.uk
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Help organisations manage assets sustainably

Designing sustainability into new products – whether in construction, energy, transport or anywhere else – is fast becoming an essential component of design.

It is far more than ‘greening’ and ‘responsible sourcing’. It is about embedding ‘whole life, whole systems’ thinking.

The ISO55000 Asset Management Standard provides guidance on what this calls for. It defines, for example, the competences staff need and the importance of good building and maintenance information management systems.

Gradually, the Standard will be adopted by designers, architects, engineers and a host of other professionals.

This, of course, presents you with a potential new client offering.

What is Asset Management?

‘Assets’ are defined as “an item, thing or entity that has potential or actual value to an organisation”. Assets may be tangible like buses and buildings or intangible like IP and corporate reputation.

Asset Management (AM) is the set of co-ordinated activities by which organisations manage assets across their whole life to consistently and sustainably realise value and meet organisational objectives.

AWE! SUITE OF LEARNING

This is the only online learning mapped to the competences and principles of the major AM Institutes. They’re for everyone, not just AM professionals.

Complementary workshop packages help clients explore the AM opportunity and develop effective strategies.

As a reseller you are provided with

- Your own branded Portal
- Sales and Marketing Support
- Access to a global network of resellers

CLIENTS SAY...

ATKINS: “200 staff and clients have used the awe! learning. I strongly recommend it for base-level competency.”

AECOM: “The awe! Courses facilitate a giant step forward in staff and clients.”

WE’RE RECOGNISED

- First to market with online AM learning
- 2017 IRIS Learning Excellence Award
- BSI’s only ISO55000 Associate Consultant
- The Institute of Asset Management’s only online Endorsed Trainer

Contact us at:

autodesk@knowledgepoint.co.uk

to find out how you can implement this business solution at your training site.

MEET THE TEAM

KnowledgePoint | CONNECT



Rickard Laurup
Program Manager



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Partner Development
Executive



Steven Taylor
Partner Development
Executive



Jay Maxwell
Certification Sales Executive



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Partner Support Associate

KnowledgePoint Connect is the exclusive European distributor for the following Autodesk programs:

- Autodesk Authorised Training Centre™ (ATC)
- Autodesk Authorised Academic Partner™ (AAP)
- Autodesk Corporate Training Centre (CTC)

Connect provide a number of services:

- Program Management
- Project Management
- Partner/Business Development
- Multi-lingual program support (EFIGS)
- PR/Marketing
- Enablement

All of the above are completed in close co-operation with Autodesk Education.

Contact




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