Megapixel IP Video Solutions Certification Program

Sales & Marketing Div.
Surveon Technology

Surveon
Complete Megapixel Solutions

Document No.-MSCP-01

Objective

▸ Surveon Certification Program (MSCP) is to enable Surveon's partners with professional knowledge for promoting Surveon's complete megapixel solutions. The MSCP includes a series of training courses and certifications from IP video basics, business correspondence, product details, to technical support. All Surveon partners should have a specified number of people complete the Sales and Technical Certifications.

Surveon IP Video Training Programs

Surveon Certification Course – Basic			
Course Code	**Topic**	**Targeted Trainee**	**Time (Hours)**
MSCP-BA01	IP Surveillance Basic	All	2
MSCP-BA02	Surveon Market Position	All	2
MSCP-BB01	IP Camera Basic	All	2
MSCP-BB02	Surveon IP Camera Introduction	All	2
MSCP-BC01	Video Management Software Basic	All	2
MSCP-BC02	Surveon VMS Introduction	All	2
Surveon Certification Course – Business			
Course Code	**Topic**	**Targeted Trainee**	**Time (Hours)**
MSCP-SA01	Surveon Complete Megapixel Solutions	Product / Sales Manager	2
MSCP-SA02	Product Feature Highlights	Product / Sales Manager	2
MSCP-SA03	Megapixel Video Solution Design	Product / Sales Manager	2
Surveon Certification Course – Technical			
Course Code	**Topic**	**Targeted Trainee**	**Time (Hours)**
MSCP-TA01	IP Camera Advanced	Technical Support / Manager	3
MSCP-TA02	VMS & NVR Advanced	Technical Support / Manager	3
MSCP-TA03	Solution Design	Technical Support / Manager	3
MSCP-TA04	Solution Practice	Technical Support / Manager	3

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Certification Types and Conditions

MSCP Certification – Basic Level

MSCP Course	Training Hours	Certification Test	Criteria	Validation	Cost/person
MSCP-BA01, MSCP-BA02 MSCP-BB01, MSCP-BB02 MSCP-BC01, MSCP-BC02	12 Hours	MSCP-B001	➢85	12 Months	USD200

MSCP Certification – Business Level (including Basic Level)

MSCP Course	Training Hours	Certification Test	Criteria	Validation	Cost/person
MSCP-BA01, MSCP-BA02 MSCP-BB01, MSCP-BB02 MSCP-BC01, MSCP-BC02 MSCP-SA01, MSCP-SA02, MSCP-SA03	18 Hours	MSCP-B001 MSCP-S001	➢85	12 Months with Certificate	USD500

MSCP Certification – Technical Level (including Basic Level)

MSCP Course	Training Hours	Certification Test	Criteria	Validation	Cost/person
MSCP-BA01, MSCP-BA02 MSCP-BB01, MSCP-BB02 MSCP-BC01, MSCP-BC02 MSCP-TA01, MSCP-TA02, MSCP-TA03, MSCP-TA04	24 Hours	MSCP-B001 MSCP-T001	➢85	6 Months With Certificate	USD600

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MSCP Level Capability

Level	Capability
MSCP Certification General	
Level	**Capability**
MSCP Basic Level	1. Understand how the surveillance industry has developed 2. Understand the basic elements of a surveillance system 3. Understand the basic technical structure of an IP Camera 4. Understand the basic technical structure of VMS 5. Understand basics of new product design and product selection 6. Understand Surveon's market positioning and focus
MSCP Business Level	1. Possess all capabilities defined in the MSCP Basic Level 2. Understand all product lineups of Surveon 3. Familiar with the selling points of Surveon products 4. Capable of selecting appropriate Surveon products 5. Capable of designing basic solutions for Surveon products 6. Familiar with basic VMS & IP Camera operations
MSCP Technical Level	1. Possess all capabilities defined in the MSCP Basic Level 2. Familiar with technical parameters in Surveon IP Cameras 3. Familiar with technical parameters in Surveon VMS/NVR 4. Capable of designing advanced solutions for Surveon products 5. Capable of configuring basic storage RAID systems

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Surveon Partner Program & MSCP

MSCP Certification Requirement for Partners	
Partner Level	**MSCP Requirement**
Surveon Certified Channel Partner	**2 x MSCP Basic Level**
Surveon Certified Gold Partner	**2 x MSCP Business Level** **3 x MSCP Technical Level**
Surveon Certified Platinum Partner	**3 x MSCP Business Level** **6 x MSCP Technical Level**

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Questions & Answers