

ADTRAN Sales Professional for IP Business Gateways (ASP/IPBG) (Online Training)

ADTRAN Sales Professional for Internetworking (ASP/IN) certification is designed specifically for networking professional working primarily in non-technical capacities such as sales, marketing, and management. This certification will assist you how to qualify a sales opportunity for ADTRAN's IP Business Gateway products and solutions (NetVanta 6000 Series and Total Access 900 Series). The training will also teach the applications that are appropriate for these solutions, as well as the key features and benefits that differentiate them from the competition. The learner must pass the ASP/IPBG exam to obtain the certification. You must enroll in the ASP/IPBG exam separately.

To enroll, go to www.adtranuniversity.com.

Course Content

- Corporate Overview
- Voice Products Introduction
- Total Access 900 series
- NetVanta 6000 Series
- Tools and Resources

Prerequisites

None

Course Length

Approximately two hours (training length may vary per user)

Who Should Attend

- Sales Professionals
- Marketing Professionals
- Pre-Sales Support
- Value Added Resellers
- Distributors