DZS FiberLAN Value Added Reseller (VAR) Certification Levels

This document is to confirm the three certification levels for FiberLAN Value Added Resellers.

1. FiberLAN Sales Training
The first level requires FiberLAN sales training. The FiberLAN reseller may not install, configure or maintain the FiberLAN equipment. FiberLAN resellers it is mandatory to outsource the installation and initial configuration, as well as the regular maintenance of the equipment to a FiberLAN Elite Partner. Network monitoring, fault analysis, and other services must also be outsourced to a FiberLAN Elite Partner.

2. FiberLAN Reseller
The second level requires from the VAR that two network specialists successfully complete the 'FiberLAN Operations and Maintenance' course. This is an online training course with a test at the end of each section and the duration will last up to four hours. Following the online training a one hour online follow-up session with a DZS engineer will be arranged to review the course and answer any other questions.
Services like network monitoring, fault analysis and such must be outsourced to a FiberLAN Elite Partner.

3. FiberLAN Elite Partner
The third partner level requires the VAR to successfully complete the full certification training and to utilise the lab/demo equipment purchased. This training should be provided at the VAR's premises with a DZS engineer, lasting two days. Full use of the demo equipment is incorporated within the training.
A minimum of two engineers who completed the FiberLAN Reseller Training must be in attendance with up to four other colleagues.

Certification Cost:

*   FiberLAN Sales Training is free of charge.

*   FiberLAN Reseller is £449.00 per network specialist/engineer (a minimum of two engineers).

*   FiberLAN Elite Partner is £5,899.00 for the GPON lab equipment and training/on-site support and £11,499.00 for the XGSPON lab equipment and training/on-site support.