Xerox® Managed Print Services Accreditation and Certification

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Capture the Managed Print opportunity by equipping yourself and your team with the sales tools and processes to win, manage and grow Managed Print Services (MPS) accounts.

The Xerox Managed Print Services Accreditation Program is a formalized and comprehensive accreditation program developed uniquely for our partners to create a path to managed print mastery. The accreditation program leverages and develops our partners' unique services, strengths and capabilities plus the guiding principles of Xerox's historical dominance in the MPS market to provide a program rich in benefits, supported by our partner's commitment to MPS in the Xerox US Channels Unit.

The Xerox Managed Print Accreditation program offers three levels for our partners to choose from based on various metrics:

1. Accredited MPS Partner
2. Accredited Master MPS Partner
3. Accredited Master Elite MPS Partner

As a part of the Partner's overall company accreditation, individual partner resources will become "certified". The requirements for Company Accreditation and Individual personnel Certification are listed below.

Accreditation Requirements (company level)

	Accredited MPS Partner	Accredited MASTER MPS Partner	Accredited MASTER ELITE MPS Partner
Sales Training	1 Certified Salesperson	2 Certified Salespeople	5 Certified Salespeople
Consultant Training	Not Required	2 Certified MPS Consultants	5 Certified MPS Consultants
Operations Training	1 Certified MPS Operations personnel	1 Certified MPS Operations personnel	2 Certified Operations personnel
Active Devices Managed	150 Devices	500 Devices	1,000 Devices

Certification Training Requirements (individual)

Type	eLearning (prerequisites to Path to Mastery)	Instructor-Led Training
Sales Training	GLS139 – Introduction to MPS Business Intelligence (30 minutes) GLS144 – MMPS: Market, Xerox Offer and Process (60 minutes) GLS157 – Overview of the Assess, Design, Implement and Manage (ADIM) steps (90 minutes) GLS158 – MPS Tools Overview (90 minutes) GLS260 – An Introduction to Streamlined Sales Process (45 mintues) MPS150 – CompleteView Pro Overview (60 mintues) MPS190 – Winning with Assessments (45 mintues) MPS195 – Solution & Innovation Modeling (15 mintues) CVP201 – Xerox® Complete View Pro Basics	4.5 Day In-person training class MPS275 – Path to Mastery Sales Certification

Type	eLearning (Sales Training prerequisites must be completed first)	Instructor-Led Training
Consultant Training	NXC101 – NX Contractability MAM101 – MPS Maturity Assessment Tool CVP201 – Xerox® Complete View Pro Basics	4.5 Day In-person training class MPS305 – MDS Consultant Certification

Type	eLearning	Instructor-Led Training
Operations Training	GLS144 – Market and MPS Overview GLS157 – MPS ADIM Methodology GLS158 – MPS ADIM Methodology Tools GLS260 – Introduction to StreamLINED (optional) FMP 203 – Fleet Management Portal Overview XPPS216 – Assess to Manage GLS139 – Introduction to Business Intelligence	3.5 Day In-person training class MPS231 – Technical Operations Training

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Accreditation and Certification Benefits

Assess	Accredited MPS Partner	Accredited MASTER MPS Partner	Accredited MASTER ELITE MPS Partner
Quick Assessments	5 free Quick Assessments upon completion of accreditation ($1,250 value)	5 Quick Assessments per certified MPS Sales/Consultant – max 30/yr ($7,500 value)	5 per MPS Sales/Consultant certification – max 45/yr ($11,250 value)
CompleteView Pro License	1 no charge license upon accreditation & completion of 5 Quick Assessments ($500 value)	1 no charge license upon accreditation & completion of 5 Quick Assessments ($500 value)	1 no charge license upon accreditation & completion of 5 Quick Assessments ($500 value)
AssetDB – Discount	N/A	50% discount on 1-Year License upon accreditation and completion of 5 Empirical or Full Assessments ($5,400 annual value)	No charge, 1 Year License w/full accreditation and completion of min. 5 Assessments
Analytics Tools	Device / Service	Device / Service / User	Device / Service / User / Document / Process
Virtual Assessment Support	Yes	Yes	Yes
Business Intelligence Tools/Portal Availability	Yes	Yes	Yes

Design	Accredited MPS Partner	Accredited MASTER MPS Partner	Accredited MASTER ELITE MPS Partner
Special MPS Financing / Competitive Target Programs	Yes	Yes	Yes
Flex Pricing Available (Leasing flex)	No	Opportunity-Specific	Yes – all offer elements

Grow	Accredited MPS Partner	Accredited MASTER MPS Partner	Accredited MASTER ELITE MPS Partner
Digital Mastery (including Demand Gen)	Limited	Yes – with concierge service	Tailored support
State Local / Education Contract Participation	By Exception	Partner Authorization Required	Preferred Choice / Partner Authorization Required
Federal contract participation	By Exception	Partner Authorization Required	Preferred Choice / Partner Authorization Required
Minority and Women Owned Business Enterprise (MWBE)	No	Yes	Yes, Preferred
Enterprise Acceleration Program (EAP)	No	Limited	Preferred
Direct engagement of Xerox MPS Senior Consultants	No	Yes	Yes
Direct engagement of Xerox Solutions Architects	No	Yes – when working with MPS Sr. Consultant (chargeable)	Yes – when working with MPS Consultant (joint deals, co-funded)
Accreditation Badges	Yes	Yes	Yes
Dealer Locator	Yes	Yes	Preferred Status

Visit the Xerox Partner Portal for additional managed print resources:
partnerportal.xerox.com/us

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