

Training Pathway	Sales Teams	Sales Champions	SE Teams – Recommend you complete the Sales pathways	Demo's- Make it personal. Get them hooked
By the end of this module you will be able to?	<ul style="list-style-type: none"> Understand Jamf's leadership in Apple Enterprise Management Explain to a customer or prospect the value each product can bring. Key words and phrases Determine if Jamf has a solution for a customer in a given scenario Understand User vs Device pricing and the benefits Understand and talk at a high level to Jamf's Security solution 	<ul style="list-style-type: none"> Understanding TCO / ROI to help you support the prospects business case How to secure Mac's through Jamf Protect Increase your opportunity value with Jamf Professional services 	<ul style="list-style-type: none"> Become familiar with Apple macOS, iOS, tvOS and the Jamf Pro MDM management Be Familiar with Apple mac security trends and compliance requirements Prepare when delivering a demo and how to use the resource, decks and videos 	<ul style="list-style-type: none"> You will be able to run a Demo Extend your knowledge on Jamf Connect Enhance the enduser experience with Single login with Jamf Setup and Reset
Step 1	JAMF PRODUCT PORTFOLIO (45 mins) Partner Path- Partner Sales tile on sales and product training. Choose Jamf Product Pathway- Jamf's Product Portfolio. Complete modules.	TCO / ROI CONVERSATIONS (4 mins) Apple Device Management ROI (2 mins) ROI Blog and calculator Jamf Connect ROI (2 mins)	JAMF 100 CERTIFICATION (3 hrs) You may or not know the basics of how Apple operates. This course provides an introduction into Apple framework and how Jamf provides extended value. Time depending on prior knowledg. See below Technical Pathway	HOW TO DELIVER A DEMO (20 mins) Partner Path- Partner Technical Professional tile, then click on How to deliver a Jamf Demo tile. Please reach out to the Jamf Channel team. We are here to support you !
Step 2	MEET THE BUSINESS PLAN (35 mins) Understand the differences, cost and benefits of device based and user based licences. Partner Path- Partner Sales tile on sales and product training, scroll down.	ENDPOINT PROTECTION OF MAC'S (40 mins) Learn about Jamf's market leadership of endpoint solutions for Mac through Jamf Protect- detect, remediate and report, to ensure compliance. Partner Path- Partner Sales tile on sales and product training, scroll down to Jamf Product Pathway: Jamf Protect.	ENDPOINT SECURITY AND COMPLIANCE Please have a look at these two webinars that explores Jamf Protect more deeply and security trends to help you have 'value add' conversations with your customers while positioning the Mac platform. An e-book guide also helps you to build your understanding of ID and Security. Phishing Trends Report 2021 Zero-Day Phishing protections in the Cloud (20 mins) Compliance, Threat detection and malware prevention (20 min) Complete Enterprise Compliance with Microsoft and Apple (25 min)	DISCOVER JAMF CONNECT Partner Path- Partner Technical Professional tile, scroll to Jamf Connect 101- Discover Jamf Connect tile.
Step 3	JAMF'S ZERO TRUST CLOUD SECURITY SOLUTIONS (25 mins) High level overview of jamf security solutions to help you understand and talk about jamf security solutions. Partner Path- Partner Sales tile on sales and product training, scroll down to Jamf Zero Trust CCloud Security Solutions. This module covers – Jamf Treat Defence, Data Policy and Private Access	JAMF ONBOARDING SERVICES (15 mins) Understand how to increase your opportunity value by selling Jamf Professional and Premium services and esure the best customer onboarding experience. NOTE: Jamf Now is a standalone, easy, self service solution that doesn't require onboarding services. Jamf Services	JAMF SECURITY CLOUD (2 hrs) Partner Path- Partner Technical Professional tile, scroll to Jamf Security Cloud tile and choose Discover – Jamf Threat Defence and Jamf Pricate Access courses. The How to Demo Jamf Security Cloud provides demo videos on these products. Reach out to Jamf and we can provide you with the latest slide decks and help you through it.	WORKFLOW FOR SINGLE LOGIN (7 min) Demo this workflow for frontline workers like healthcare, retail, field services, etc. Single Login with Jamf Setup and Reset

Technical Pathway	Jamf Certifications and Online resources
Step 1	Jamf 100 Course and exam mandatory for Partner Technical staff.
Step 2	Training Catalogue Provides intermediate self paced on-line training dependent on your business requirements e.g. Help Desk, Apple Jamf MDM, Scripting. Please log into your Jamf Account ID to access. More information is provided below. Recommended search criteria – Product = macOS, Role = Engineer and Help Desk
Step 3	Jamf 200 Course Spin up a Not For Resale (NFR) Jamf Pro Instance Jamf 200 is a pre-requisite for a NFR instance Please contact your Channel Manger to organise this on anz.channel@jamf.com
Step 4	Jamf 300 to Jamf 400
Step 5	Specific technical courses on Products through Partner Pathways. See below for details.
Private Course Available (9 seats min.)	Private courses can be delivered to your technical team on the above with specific attention to certain topics relevant to you. Contact your Channel Manager on anz.channel@jamf.com