

# Part Number Initiative

## - Platinum Training Partners & Novell Distributor / National Reseller Partners

- In an effort to drive Novell Training awareness in North America, Novell has worked directly with our Distributor and National Reseller Partners to include training part numbers for each of our Platinum Training Partners.
- Effective immediately, select Platinum Training Partner have a unique training part number on the lists of Novell Distributors and National Reseller Partners. This is **not a Novell part number**, this is a part number that would be unique for every Platinum Training Partner that chooses to participate.
  - Customer purchases one day of training (\$500/day) from Distributor for training at a select Platinum Training Partner.
  - Distributor sends an order to the identified Platinum Training Partner with the sales details including the customer and necessary contact information.
  - Platinum Training Partner will receive 90% of the rate, sold by the Distributor or National Reseller (\$450/day).
  - The Distributor or National Reseller will receive 10% of the rate (\$50/day).
  - The Platinum Training Partner will call the customer and co-ordinate the training.

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### Distributors / National Resellers:

- HP
- CDW
- Ingram Micro US
- Ingram Micro Canada
- Avnet
- Insight
- Spectrum
- CompuCom
- Alternative Technology
- TechData US
- TechData Canada
- Dell/ASAP
- SoftChoice
- SHI
- Synnex

### Platinum Training Partners:

- Nexient Learning – ON, SK, AB, NS, QC, MB
- Spark National Technical Training – ON
- Alpahtec, NC
- C-Trec, TX
- Certfirst, IL
- InTech Solutions, NY
- INTGI, MD
- IS Inc., CA
- KIS, CA
- Netlan, NY
- New Horizons Michigan, MI
- New Horizons PA, PA
- New Horizons SLC, UT
- Riverhead, PA
- Switchdesk, TN
- Touchstone Technology, OR