

Energize Your Indirect Sales Channel – TCA's CTP Program Powers Success

As the indirect sales industry's first non-profit trade association, the Technology Channel Association seeks to promote the growth and success of Agents, Vendors and our respective industries as an inclusive body of industry professionals.

To that end, TCA's new and voluntary Certified Telecommunications Professional (CTP) program will advance Agent business relationships and energize the indirect sales channel by:

- **Providing industry developed and approved technical training and knowledge**
- **Recognizing accepted standards of professional proficiency and experience**
- **Verifying the certified telecom professional understands critical industry fundamentals of the industry and how they apply to the end users and carriers**
- **Furthering the stature and recognition of the industry-at-large**

Professional development training and recognition

TCA's CTP initiative is the only telecommunications industry professional certification that not only verifies product and services application knowledge, but also validates the education, technical expertise and work experience of individuals so designated.

The CTP program represents the first critical step to build an industry standard around technical concepts and business practices that include:

- Voice communications
- Core telecommunications concepts
- Industry history
- Data communications
- Internet applications
- Network security and management
- Telecommunications administration
- Agent business best practices



Premier Vendor Membership & CTP Package Now Available

A special benefit to leading companies at the Premier Member level

Due to interest from the vendor community for expanded company-wide access to the CTP program, Premier Members now have an opportunity to package CTP registrations with their membership investment, as well as passing along discounts to their agents.

Premier members will receive:

- **Credit for 10 CTP certifications to be used by their own employees**
- **Discount vouchers of 30% for additional vendor employees**
- **Discount vouchers of 15% off of the cost of the CTP certification for their agents**

For more information about becoming a Premier Member, or about the CTP program, contact TCA headquarters at 1-609-799-4900 or info@tcasite.org.

Building on technical excellence

Certification candidates must be TCA members. The enrollment fee includes the online certification preparation study materials and a certification test voucher good for one exam. Once certified the CTP will have access to all online materials for three years, until it is time to renew their certification. The online study materials will be updated throughout this period, in order to stay current.

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» **Board of Directors**

TCA Technology Channel Association

