



# Bentley Training Partner Program

Work with Bentley to Grow Your Training Revenues

The Bentley Training Partner program enables highly qualified partners to work with Bentley to develop a certified training offering. Partners receive support and expertise on Bentley's solutions, then they combine it with their own experience and resources to deliver learning opportunities for their local business and academic markets.

Professionals and students can benefit from sharpening their technology skills, and optimizing their use of Bentley's software, by taking advantage of Bentley's resources. This program enables third-party organizations to collaborate with Bentley and become part of the delivery framework.

Bentley training partners provide continuous learning opportunities for professionals, supporting career growth and the ability to adapt to the ever-changing needs of an organization and of the industry in which they work.

Bentley training partners also help prepare students with the technology skills needed for today's infrastructure, so they are better equipped for careers as infrastructure professionals.

## Program Benefits

- ◆ Authorization as a Bentley training partner in a designated territory to differentiate from competitors
- ◆ Training and support, specific to individual training partners, to familiarize the instructors with key Bentley solutions
- ◆ Licenses for a portfolio of Bentley software to train students and professionals
- ◆ Access to Bentley learning content
- ◆ Ability to certify the students, validated by Bentley, at the end of the course work
- ◆ Access to marketing materials
- ◆ Support for events and activities to increase market presence
- ◆ Training partner course promotion opportunities

## Your Opportunity

- ◆ **Partner with Bentley**, a global leader dedicated to providing engineers, architects, geospatial professionals, constructors, and owner-operators with comprehensive software solutions for advancing infrastructure.
- ◆ **Increase your market presence** by leveraging webinars, events, and other programs. They increase students' desire for even more learning opportunities, as they seek to polish their technology skills, increasing your business.
- ◆ **Leverage Bentley's outreach** through its established relationships in schools and universities.
- ◆ **Expand your business** through product training offerings for specific markets and by engaging Bentley users.

## Eligibility

**Bentley training partners must be:**

- ◆ Experienced in technology training and have expertise on Bentley's software solutions
- ◆ Attuned to local needs and trends, and experienced in delivering tailored offerings
- ◆ Equipped and adept at offering training in a physical classroom or in a virtual (live or on-demand) environment
- ◆ Owners or operators of training facilities, including training rooms, equipment for distance learning, and technical trainers



## About Bentley

Bentley Systems (Nasdaq: BSY) is the *infrastructure engineering software* company. We provide innovative software to advance the world's infrastructure – sustaining both the global economy and environment. Our industry-leading software solutions are used by professionals, and organizations of every size, for the design, construction, and operations of roads and bridges, rail and transit, water and wastewater, public works and utilities, buildings and campuses, mining, and industrial facilities. Our offerings, powered by the *iTwin*® Platform for infrastructure digital twins, include *MicroStation*® and *Bentley Open* applications for modeling and simulation, *Seequent's* software for geoprofessionals, and *Bentley Infrastructure Cloud* encompassing *ProjectWise*® for project delivery, *SYNCHRO*™ for construction management, and *AssetWise*® for asset operations. Bentley Systems' 5,000 colleagues generate annual revenues of more than \$1 billion in 194 countries.

For more information about Bentley, visit us at [www.bentley.com](http://www.bentley.com)

**For additional information about the Bentley Training Partner program, visit [www.bentley.com/training-partners/listing/](http://www.bentley.com/training-partners/listing/)**

