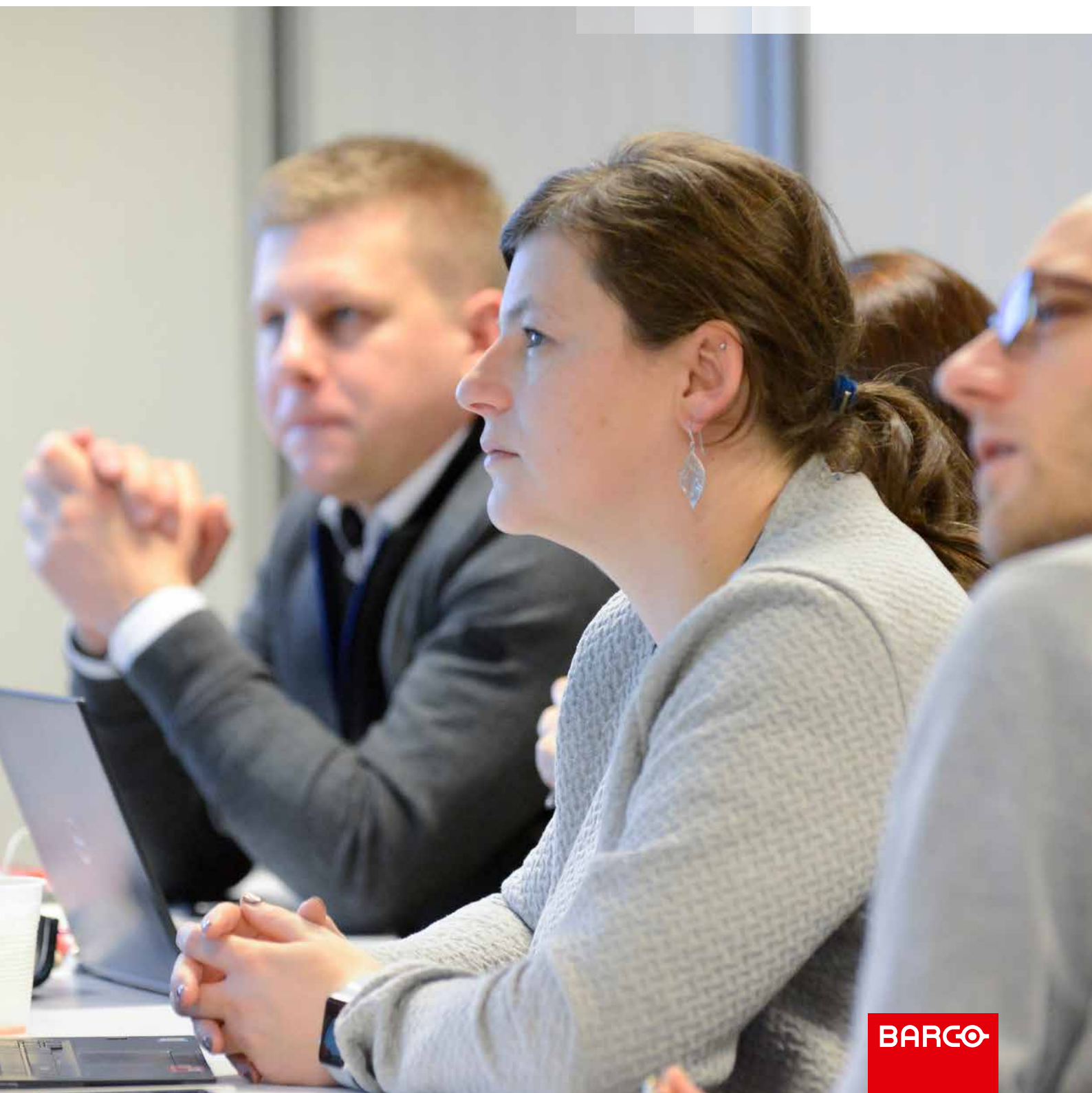


Sign up for the Barco University experience

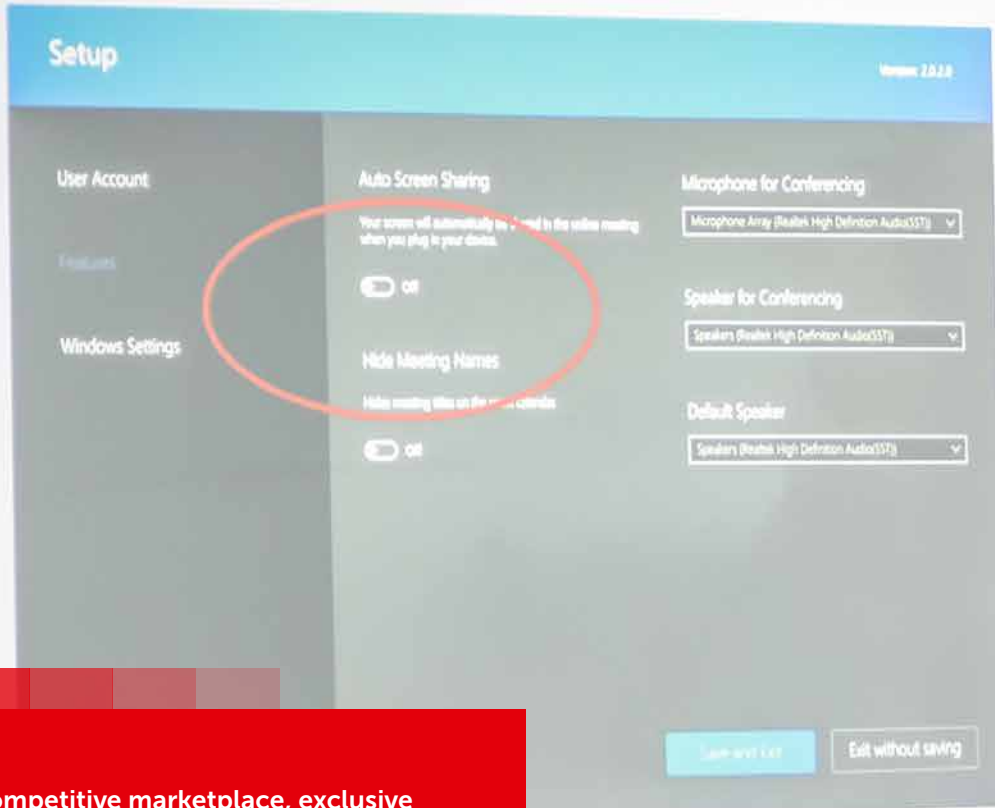
Best in class, first in business



BARCO

with 3rd party Video conf. codec

Validate your expertise



In today's competitive marketplace, exclusive skills and profound knowledge make the difference. That's why Barco University offers a certified training program, providing a full suite of education courses. Whether you are a sales professional or a service specialist, we help you unveil your unique talents and validate your expertise.



Joining this program demonstrates your dedication and certifies your proficiency. It shows your willingness to go that extra mile. It's the perfect way to share your knowledge and learn from the experience of others. And, it means the start of an exciting career path.

And there's more. By participating in this program, you enter our select community of certified professionals and gain access to valuable resources so you can stay ahead of the game. With Barco certified training, you will accomplish more as a professional by growing as an individual.

Differentiate yourself

Who should consider this certification program?

A fundamental part of our internal staff education, Barco certification training has also proven to be of significant value for salespeople, operators, technicians, and service engineers employed by business partners, customers and consultancy agencies.

Who should participate?

- Barco staff
- Barco resellers
- Barco system integrators
- Barco channel partners
- Barco customers
- Consultancy businesses

What's in it for you as an individual?

- Master new technologies
- Develop new skills
- Keep your skills competitive
- Gain a thorough understanding of Barco products
- Refresh your knowledge
- Boost your career
- Be recognized for your expertise

What's in it for you as a business?

- Increase your visibility
- Gain a competitive advantage
- Meet industry benchmarks
- Improve customer support
- Build credibility and confidence
- Save costs through in-house expertise
- Enjoy the reputation of being a Barco certified business partner

Serving a variety of markets

We offer the best certification courses for a variety of markets through a worldwide network of training facilities.

Digital cinema



Events, Pro AV, Retail & Adv.



Healthcare



Control rooms, V&AR



Meeting Rooms & Boardrooms



Higher & Corporate Education



Be recognized

Our comprehensive certification program is built on two learning tracks: sales and technology. Additionally, within these tracks, you can become certified at various levels of expertise. Choose the program that best matches your profile. It's the perfect way to get recognition for your individual skills and abilities.

Sales professionals



- **Certified Sales Professional**
Understand the global product portfolio and the market
- **Certified Sales Expert**
Quote and sell a product or solution

Technical professionals



- **Certified Specialist**
Install, configure and maintain a product or solution
- **Certified Expert**
Troubleshoot and service a product or solution

A worldwide network of training centers





Get certified

A variety of training formats

Barco certification training is designed to meet your budget and preferred learning style. We offer online training courses, live virtual classes and hands-on training in our facilities or yours. All training programs are brought to you by expert instructors with extensive product experience.



Online courses

Web-based training courses & videos

Virtual classrooms

Live online training sessions

Blended learning

A combination of different training formats

On-site learning

Hands-on workshops at your site

Classroom courses

Hands-on workshops in a Barco training center

Multiple certification levels

There are five certification levels within the sales and technology learning tracks. A general description of each certification level is listed below. For more detailed information on certification training classes in your area of expertise, visit www.barco.com/training.

Sales track

Program

- Who is Barco
- Vertical market overview
- Technology overview
- Product portfolio & features
- Differentiators & value proposition
- What to ask customers
- Competitive overview
- Use of configurators
- Barco website & tools
- Professional services

Training format

Classroom, virtual & online courses

**Barco Certified
Sales Professional**

Program

- In-depth Barco product overview
- Turn-key solutions
- Integration of products & solutions in customer environment
- Customer cases
- Solution quotation
- Escalation flow mechanism
- Basic demonstrations

Training format

Classroom, on-site & online courses

**Barco Certified
Sales Expert***

* To apply for the Expert program, a Professional certificate is required.

Technology track

Program

- Skilled Operator technical understanding
- Operator level equipment handling
- Operator permitted
- troubleshooting
- Operator permitted maintenance
- Operator level servicing
- Problem description & reporting
- First-line support flow (phone/mail/service portal)

Training format

Online courses & virtual classroom

**Barco Certified
Operator**

Program

- Broad technical understanding
- Installation & re-installation
- Configuration & re-configuration
- Basic troubleshooting
- Basic maintenance
- Basic servicing
- Collecting log files & basic analysis
- Escalation flow (service portal)

Training format

Classroom, on-site & online courses

**Barco Certified
Specialist**

Program

- In-depth technical understanding
- Installation & re-installation
- Configuration & re-configuration
- Tips & tricks
- Advanced troubleshooting
- Advanced maintenance
- Advanced servicing
- Collecting log files & in-depth analysis
- Escalation flow(interacting with R&D)

Training format

Classroom, on-site & online courses

**Barco Certified
Expert***

* To apply for the Expert program, a Professional certificate is required.





Best in class, first in business

At Barco, we have the reputation of turning out the industry's most highly trained professionals. Our certification training program is the most comprehensive in its class, taught by the most experienced instructors, and provided in the finest hands-on facilities.

Most complete

Each Barco training institution acts as a center of excellence, offering both theoretical and nuts-and-bolts information. This approach helps you raise your support level to the market's highest expectations.

Most equipped

Barco classrooms are state-of-the-art teaching environments, specifically designed for hands-on learning. Class sizes are limited to eight students, which ensures a superb student-teacher ratio. Each class combines lectures with extensive exercises and hands-on practice.

Most valued

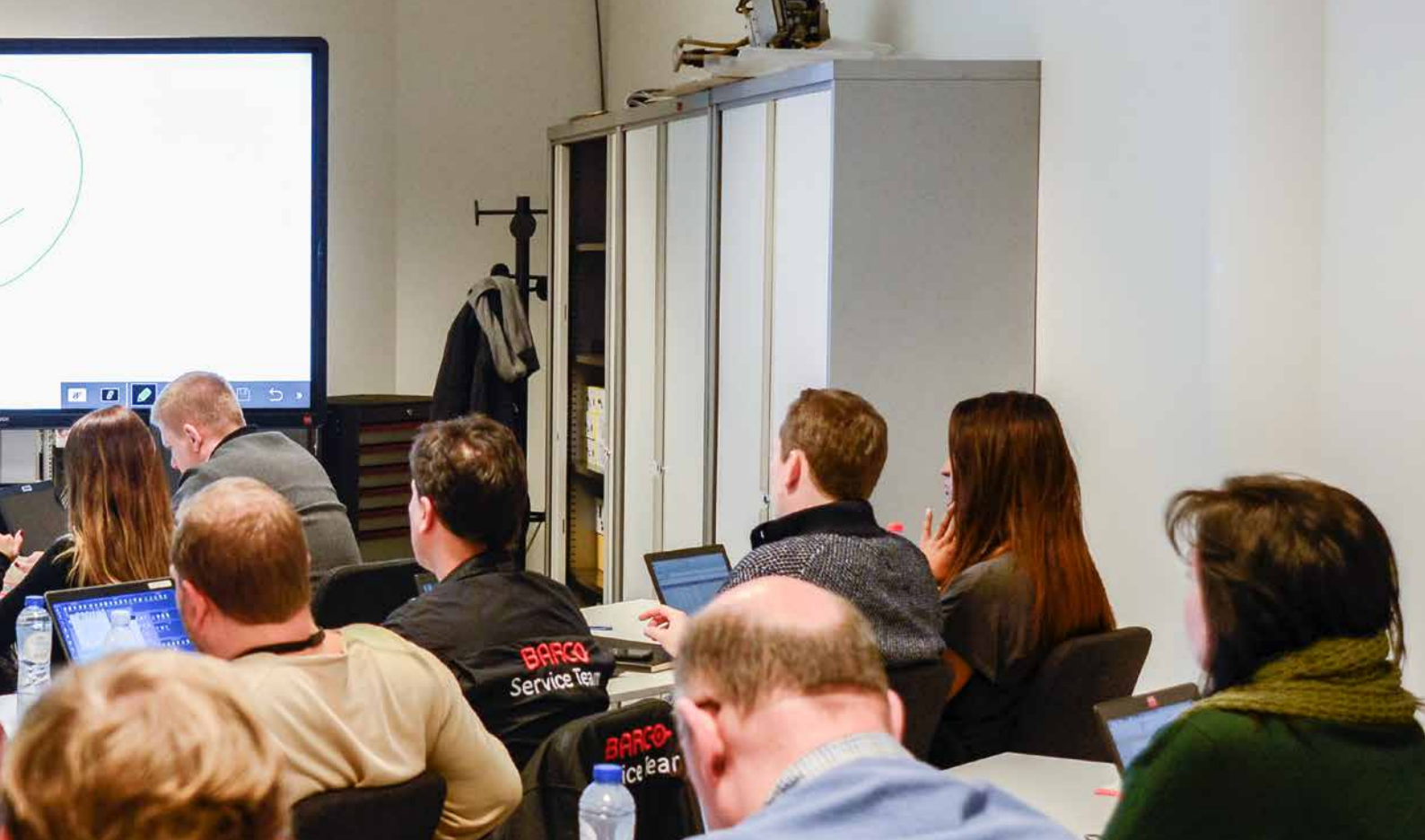
With close to 2000 professionals participating in Barco's certification training program each year, the program is by far the most valued in the industry.

Most experienced

All training sessions are conducted by a team of highly experienced professionals with a background in on-site installation and troubleshooting expertise. Their field experience means they understand your needs and challenges.

Most committed

We are fully committed to providing the most comprehensive curriculum in every aspect of our certification training. As the industry advances, we make sure our courses are completely current with the latest technologies.



Share your experience

Enter the Barco community of certified professionals to connect with your peers, share your experiences and learn from the experts. This worldwide network provides a useful forum for sharing ideas and discussing topics with people who know your business inside out.



Over 40
certified trainers



More than 100
online and instructor-led courses



More than 300
classes per year



Close to 2000
participants per year

Join the program



About Barco University

In today's competitive world, you need to be on top of your game. Barco University's comprehensive training and certification courses can help you deepen your skills and validate your proficiency. Complete with hands-on training sessions and introductions to new technologies, these courses allow you to expand your knowledge in your area of expertise. Barco University courses are taught by experienced professionals, and are open to all partners and customers who wish to broaden their horizons.

Barco certification training presents challenging, real-world scenarios matching your day-to-day activities. Hands-on training and vigorous testing ensure that every question is answered, every function is fully explained, and every technique is comprehensively covered.

At the end of the course, you are tested on your theoretical knowledge and practical skills. A Certificate of Achievement is awarded to participants scoring 80% or higher on the test.

Interested?

Check out our certification training programs at www.barco.com/training or e-mail us at training.barco@barco.com

M00469-R01-0118-TB January 2018

Availability of support services is subject to change without prior notice. The latest information can be found on www.barco.com

Barco nv | www.barco.com/training
Beneluxpark 21 | 8500 Kortrijk | Belgium
T +32 56 36 89 70 | F +32 56 36 83 86

ENABLING BRIGHT OUTCOMES

BARCO