



## Earn FREE Wi-Fi Training With TerraWave's Earn & Learn Program



TerraWave Solutions, a Ventev Wireless Infrastructure brand, designs a broad wireless infrastructure portfolio for Wi-Fi and DAS markets. All Ventev Wireless Infrastructure customers are eligible for our TerraPoints Earn & Learn Program. Through the TerraPoints Earn & Learn Program, every dollar spent on a TerraWave Solutions product equals points which can be redeemed toward complimentary, manufacturer-authorized training through our partner, GigaWave Technologies. Our TerraPoints Earn & Learn Program is designed to offer high-caliber, hands-on technical training and certifications on today's leading edge Wi-Fi technologies. Our goal is to heighten the meaning of being a value-added manufacturer.

### Why Provide Training to Our Customers

The wireless networking industry is dynamic and highly competitive. The TerraPoints Earn & Learn Program is an extension of our business philosophy:

- >> Education is key to success both personally and professionally.
- >> Trained and skilled resellers are more knowledgeable and effective.
- >> Top customers deserve substantive training.
- >> Demonstrate commitment to our customers.
- >> Our success is based on the success of our customers.

TerraWave Solutions, a Ventev Wireless Infrastructure brand, takes value-added manufacturing to the next level. When resellers purchase product, they earn points that apply toward manufacturer-authorized training and certification. For our customers, this means quality products and an opportunity to sharpen skills needed to advance in the competitive IT marketplace.

### Wireless Networking Training & TerraPoints Redemption Value

Classes offered through the TerraPoints program are not one-day seminars, but robust training sessions. Each training class includes hands-on labs where attendees will actually set-up and configure wireless networks, bridges and security protocols. Courses are available in two formats; live classrooms and virtual classes via the Internet.

#### WIRELESS NETWORK TRAINING REDEMPTION VALUES

• Implementing Cisco Unified Wireless Networking Essentials v2.0* (IUWNE)	50,000 TerraPoints
• Implementing Advanced Cisco Unified Wireless Security v2.0* (IAUWS)	50,000 TerraPoints
• Conducting Cisco Unified Wireless Site Survey v2.0* (CUWSS)	50,000 TerraPoints
• Implementing Cisco Unified Wireless Mobility Services 2.0* (IUWMS)	50,000 TerraPoints
• Implementing Cisco Unified Wireless Voice Networks v2.0* (IUWVN)	50,000 TerraPoints
• Cisco Unified Wireless Networking v7.2* (CUWN)	30,000 TerraPoints
• Deploying Basic Cisco Wireless LANs (WDBWL)	20,000 TerraPoints
• Deploying Advanced Cisco Wireless LANs (WDAWL)	30,000 TerraPoints
• Managing Cisco Wireless LANs v1.1 (WMNGI)	40,000 TerraPoints
• Managing Cisco Wireless LANs v1.2 (WMNGI4)	20,000 TerraPoints
• Connected Mobile Experiences v1.0 (CMX)	

\*Prerequisites apply



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### TerraPoints Credit Redemption Guidelines/Restrictions\*

- >> TerraPoints may only be earned through the purchase of TerraWave Solutions' branded products only.
- >> Earned points must meet the total points required for each class to redeem.
- >> Points are accumulated and expire on a continuous 180-day basis.
- >> Points are earned once each invoice is paid.
- >> One point is equal to one dollar of TerraWave purchased product.
- >> TerraPoints can only be redeemed for GigaWave Technologies' classes listed on previous page.
- >> Space is limited.
- >> Public training classes can be canceled at anytime.
- >> Customer's accounts receivable must be current with TESSCO Technologies to participate.
- >> Free courses must be attended within 90-days of redeeming TerraPoints.
- >> Each customer is limited to 5 classes per month.
- >> A maximum of 3 seats per class may be redeemed using TerraPoints.
- >> TerraWave may post special promotions where one dollar is equal to two or three TerraPoints.
- >> Resellers may "gift" classes.
- >> TerraWave and GigaWave reserve the right to cancel or modify the TerraPoints program at anytime.

**To redeem TerraPoints, contact a Ventev Wireless Infrastructure Regional Sales Executive or a TESSCO Account Manager.**

\*Other restrictions may apply.

### About GigaWave Technologies

GigaWave Technologies offers innovative wireless networking courses for IT professionals who want to know how to design, install, secure or sell high-performing Wireless Local Area Networks (WLANs) and bridging technologies. As a leading provider of WLAN training, curriculum development and wireless services, GigaWave provides its trademark, high-caliber, hands-on training to organizations across the globe.

As an authorized Cisco Learning Partner, GigaWave develops and delivers much of Cisco's wireless networking courseware. Obtain one of the most admired certifications available today and reap the benefits of a Cisco Wireless Certification.

**For more information on GigaWave and details on classes available through the TerraPoints program, visit [www.giga-wave.com](http://www.giga-wave.com).**

