

# Proliance Solution Engineer Certification

*Education Services*

## **Description:**

This certification program is designed for experienced members of the Meridian sales team. Solution Engineer certification demonstrates your proficiency in Proliance design, demo and sales techniques as well as aptitude with Proliance configuration tools.

## **Pre-Requisites:**

This certification program requires comprehensive knowledge of Proliance User Interface and Administration tools as well as sales techniques. Completion of Proliance Intensive and Admin courses is required and experience on a Proliance project is strongly recommended.

## **Topics:**

The certification program consists of three components:

1. **Multiple Choice Questions:** You will be required to complete 4 multiple choice test of approximately 70 questions total. Each test must be completed with 80% score or higher. Allow 3 hours for completing the multiple choice exam, but you can stop and resume the tests at anytime or retake, if needed. The following topics will be covered in this portion of the program:
  - o Documents Sub-Types Configuration
  - o Custom Print Layouts
  - o Nomenclature Changes
  - o Demo 2 Win!
  - o Key Messaging
  - o Construction Management Basics
2. **Hands-On:** You will be presented with case studies through which you will demonstrate your working knowledge of Proliance configuration tools. You will also be challenged with a comprehensive solution case study where you will need to configure Proliance based on sample business requirements. Allow 15 hours for completing the case studies. The following topics will be covered in this portion of the program:
  - o Documents Sub-Types Configuration
  - o Custom Print Layouts
  - o Nomenclature Changes
  - o Comprehensive Solution Design
3. **Live Demonstration:** you will need to effectively demonstrate Proliance to your manager based on a sample business requirements scenario.
4. **RFP Response:** you will need to become proficient in composing a Request For Proposal response. This task requires a verification and approval from your manager.

## **Objectives:**

Upon completion of this program participants will demonstrate the level of knowledge necessary to effectively fulfill the Solution Engineer role at Meridian Systems. Participants will receive a plaque verifying that he/she is a Proliance Solution Engineer Certified and will also be registered in the Meridian Systems database for future reference and verification.

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**Access:**

Contact Meridian Sales Department

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