



**Bentley
Institute**



Bentley Institute Product Training Partner Program

Work with Bentley to Grow Your Training Revenues

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

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

Bentley Institute Product 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 Institute Product Training Partners also help prepare students with the technology skills needed by industry, so they are better equipped for careers as the world's future infrastructure professionals.

Program Benefits

- Authorization as a Bentley Institute Product Training Partner in your designated territory to differentiate yourself from competitors
- Training and support, specific to Product Training Partners, to familiarize your 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 your students, validated by Bentley Institute, at the end of your courses
- Access to marketing materials
- Support for events and activities to increase market presence
- Product 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 Bentley Institute's academic programs, webinars, events, and more. Our programs increase students' desire for even more learning opportunities, as they seek to polish their technology skills, increasing your business
- **Leverage Bentley's academic 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 Institute Product Training Partners must be:

- Experienced in technology training and must 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 virtual (live online, or on-demand) environment
- Owners or operators of training facilities, including training rooms, equipment for distance learning, technical trainers, etc.



About Bentley Institute

The Bentley Institute advances the infrastructure professions by empowering practitioners, students, and academic institutions through continuous learning, scholarships, internships, and applied research partnerships. Learning is provided online, in the classroom, or in-application, and includes publications, webinars, workflow videos, live and on-demand courses, conferences, events, and more. The Bentley Institute advances project delivery and asset performance best practices through Advancement Academies, partnering with leading industry organizations, project delivery firms, and owner operators.

About Bentley Systems, Incorporated

Bentley is a global leader dedicated to providing engineers, architects, geospatial professionals, constructors, and owner-operators with comprehensive software solutions for advancing the design, construction, and operations of infrastructure. Founded in 1984, Bentley has more than 3,000 colleagues in over 50 countries, more than \$600 million in annual revenues, and since 2011 has invested more than \$1 billion in research, development, and acquisitions.

For more information about Bentley, visit us at www.bentley.com.

For additional information about the Bentley Institute Product Training Partner Program, visit www.bentley.com/contact

