



Certified Forcepoint Pre-Sales Engineer

Partner Training

May 2019

Forcepoint Proprietary

Certified Forcepoint Pre-Sales Engineer

Pre-Sales Engineers are the "jack of all trades" in the Sales world. These highly skilled technical sales professionals are tasked with obtaining the technical win of the sale. They manage relationships with their customers, deliver demonstrations and proof of concept and ultimately are tasked with designing a technical solution that accurately addresses customer needs. To finalize the technical win, the Pre-Sales Engineer must change hats quickly and act as a Sales professional to gain the support of the customer's key decision-makers. Pre-Sales Engineers are often the key point of contact for clients, answering queries, providing technical advice and introducing new products/features that will solve current and future customer problems.

To assist Pre-Sales Engineers with their day-to-day functions, Forcepoint offers six separate Pre-Sales Engineer learning plans by product.

Level 1

Learning Plan Names:

- Certified **Forcepoint Email Security** Pre-Sales Engineer-Level 1
- Certified **Forcepoint Web Security** Pre-Sales Engineer-Level 1
- Certified **Forcepoint NGFW** Pre-Sales Engineer-Level 1
- Certified **Forcepoint DLP** Pre-Sales Engineer-Level 1
- Certified **Forcepoint CASB** Pre-Sales Engineer-Level 1
- Certified **Insider Threat** Pre-Sales Engineer-Level 1

Pre-Sales Engineers may pursue one or multiple certifications.

Certified **Forcepoint Email Security** Pre-Sales Engineer-Level 1

Total Run Time: 1.75 hours

Course Name	Duration
What is Human Centric Cyber Security?	24 min
What is Human Centric Cyber Security: Whiteboard Session	21 min
PRODUCT OVERVIEW: Forcepoint Email Security	28 min
SALES MOTION: Forcepoint Email Security	15 min
PACKAGING: Forcepoint Email Security	19 min
Pitch Cards & Competitive Battlecard Review	Varies

Certified **Forcepoint Web Security** Pre-Sales Engineer-Level 1

Total Run Time: 1.75 hours

Course Name	Duration
What is Human Centric Cyber Security?	24 min
What is Human Centric Cyber Security: Whiteboard Session	21 min
PRODUCT OVERVIEW: Forcepoint Web Security	24 min
SALES MOTION: Forcepoint Web Security	17 min
PACKAGING: Forcepoint Web Security	20 min
Pitch Cards & Competitive Battlecard Review	Varies

Certified Forcepoint NGFW Security Pre-Sales Engineer-Level 1**Total Run Time:** 2.11 hours

Course Name	Duration
What is Human Centric Cyber Security?	24 min
What is Human Centric Cyber Security: Whiteboard Session	21 min
PRODUCT OVERVIEW: Forcepoint NGFW Security	21 min
SALES MOTION: Forcepoint NGFW Security	22 min
PACKAGING: Forcepoint NGFW Security	23 min
PRODUCT OVERVIEW: Forcepoint Data Guard	16 min
Pitch Cards & Competitive Battlecard Review	Varies

Certified Forcepoint CASB Security Pre-Sales Engineer-Level 1**Total Run Time:** 1.85 hours

Course Name	Duration
What is Human Centric Cyber Security?	24 min
Whiteboard Session	21 min
PRODUCT OVERVIEW: Forcepoint CASB	24 min
SALES MOTION: Forcepoint CASB	23 min
PACKAGING: Forcepoint CASB	16 min
Pitch Cards & Competitive Battlecard Review	Varies

Certified Forcepoint DLP Security Pre-Sales Engineer-Level 1**Total Run Time:** 2.65 hours

Course Name	Duration
What is Human Centric Cyber Security?	24 min
What is Human Centric Cyber Security: Whiteboard Session	21 min
PRODUCT OVERVIEW: Forcepoint DLP	38 min
PRODUCT OVERVIEW: Dynamic Data Protection	20 min
SALES MOTION: Forcepoint DLP	34 min
PACKAGING: Forcepoint DLP	22 min
Pitch Cards & Competitive Battlecard Review	Varies

Certified Insider Threat Pre-Sales Engineer-Level 1**Total Run Time:** 2 hours

Course Name	Duration
What is Human Centric Cyber Security?	24 min
Whiteboard Session	21 min
PRODUCT OVERVIEW: UEBA	20 min
PRODUCT OVERVIEW: Forcepoint Insider Threat	21 min
SALES MOTION: Forcepoint UEBA and FIT	21 min
PACKAGING: Forcepoint UEBA	8 min
PACKAGING: Forcepoint Insider Threat	10 min
Pitch Cards & Competitive Battlecard Review	Varies

Level 2 - Workshops

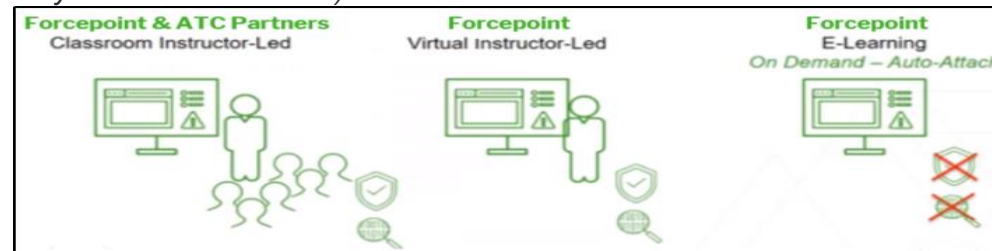
Level 2 Demonstration based courseware coming in the second half of 2019! This lab style training will include training for basic POC management. The workshop format of the training is designed to teach you how to access Forcepoint demos, how to set up demos and understand our software interfaces, and to provide you a set of demos for our product areas.

Pre-Sales Engineers may pursue one or multiple certifications.

LEVEL 3

The Administrator courses are recommended for pre-sales engineers because of the additional exposure to the Forcepoint product interfaces. The Administrator courses are a valuable path for those who seek eventual professional services accreditation through the **Forcepoint ASP** (Accredited Services Partner) program. These courses are offered in multiple delivery modalities:

1. Classroom Instructor-Led
2. Virtual Instructor-Led
3. E-Learning (Does not qualify for ASP certification)



Administrator courses are available at: <https://www.forcepoint.com/partner-training-and-technical-certification>

- Forcepoint Email Security Administrator
- Forcepoint Cloud Email Security Administrator
- Forcepoint Web Security Administrator
- Forcepoint Cloud Web Security Administrator
- Forcepoint NGFW Administrator
- Forcepoint DLP Administrator
- Forcepoint CASB Administrator
- Forcepoint Insider Threat Administrator

Pre-Sales Engineers may pursue one or multiple certifications.

Each online course is followed by a short quiz. To attain a Certified Pre-Sales Engineer certificate(s), successful completion of all courses in a plan and associated quizzes is required. Pre-Sales Engineers may print their certificate of completion for each certification. To enroll in the Certified Forcepoint Pre-Sales Engineer training:

1. Log in to Forcepoint Partner Portal and connect to Forcepoint University. You can self-register for the Certified Forcepoint Pre-Sales Engineer training on the Forcepoint University Landing Page.
- or
2. Contact your Forcepoint Channel Account Manager.

For more information about other Forcepoint training offerings, please visit our [Customer](#) or [Partner](#) training page. Questions about Forcepoint training? Contact Forcepoint Sales Enablement at training@forcepoint.com