

(866) 360-4564



Global Standard for
KM Certification & Training



Become a KMI
Authorized Training Center (ATC)

www.kminstitute.org

WHY BECOME A KMI AUTHORIZED TRAINING CENTER (ATC)?

KMI created the ATC program to establish a global network of qualified education providers seeking entry into the fast-growing KM market, and for KMI to add new and diverse instructor talent to our team.

WHY KNOWLEDGE MANAGEMENT?

Knowledge Management is here to stay, because it's proven to fill a critical void in the business management space. Newly expanded roles are being defined to support the need for knowledge capture and transfer, performance improvement, and innovation, from public to private sectors, and small to large organizations.

KMI: THE GLOBAL AUTHORITY

Since 2001, KM Institute has led the way in Knowledge Management Certification and competency-based learning worldwide. Thousands of Knowledge Managers have trusted the KMI name to boost their career and show their employer and colleagues they have what it takes to succeed in KM.

Now your firm can join our global team and leverage the growing need for KM Certification today.

ATC ROLES AND RESPONSIBILITIES

Not all training companies are alike, and we are flexible with finding the right fit for your firm's unique platform.

- Reseller
- Reseller and Instructor

Reseller

Interested in selling KMI training, in your locale, or to your established clients, wherever they are located.

Successful candidates would be an established marketing firm catering to large companies and government agencies with **high-level business-related products and services** such as: Training, IT, and other high-level business products and services, but probably not focused on low-end commodity products.

Reseller and Instructor

Interested in selling and/or teaching KMI certification courses in your locale, or to your established clients, wherever they are located.

Successful candidates would be an established firm catering to large companies and government agencies with **high-level business-related courses** such as: Leadership, Project Management, Change Management, Organizational Development, etc., but probably not focused on low-end commodity courses.

BENEFITS OF BEING AN ATC

By joining the KMI team, your firm will enjoy all the content and support needed for success in your market. And, you will gain an edge over your competition by showing a strong alliance with the globally recognized leader in KM training.

KMI Services (to ATC Partners) include:

- KMI Certification Content / IP
- Pre and post-class access to industry-leading LMS
- Sales / Marketing – aggressive promotion of your company and products
- Dedicated KMI rep for ongoing customer support
- Knowledge Hub (new) - continuous learning portal for students

PARTNER CRITERIA. WHAT DOES KMI CONSIDER?

- Partner Size
- Service Offering
- Age of Company
- Primary Locale
- Subscriber base

MAIN PRODUCT: THE CERTIFIED KNOWLEDGE MANAGER (CKM)

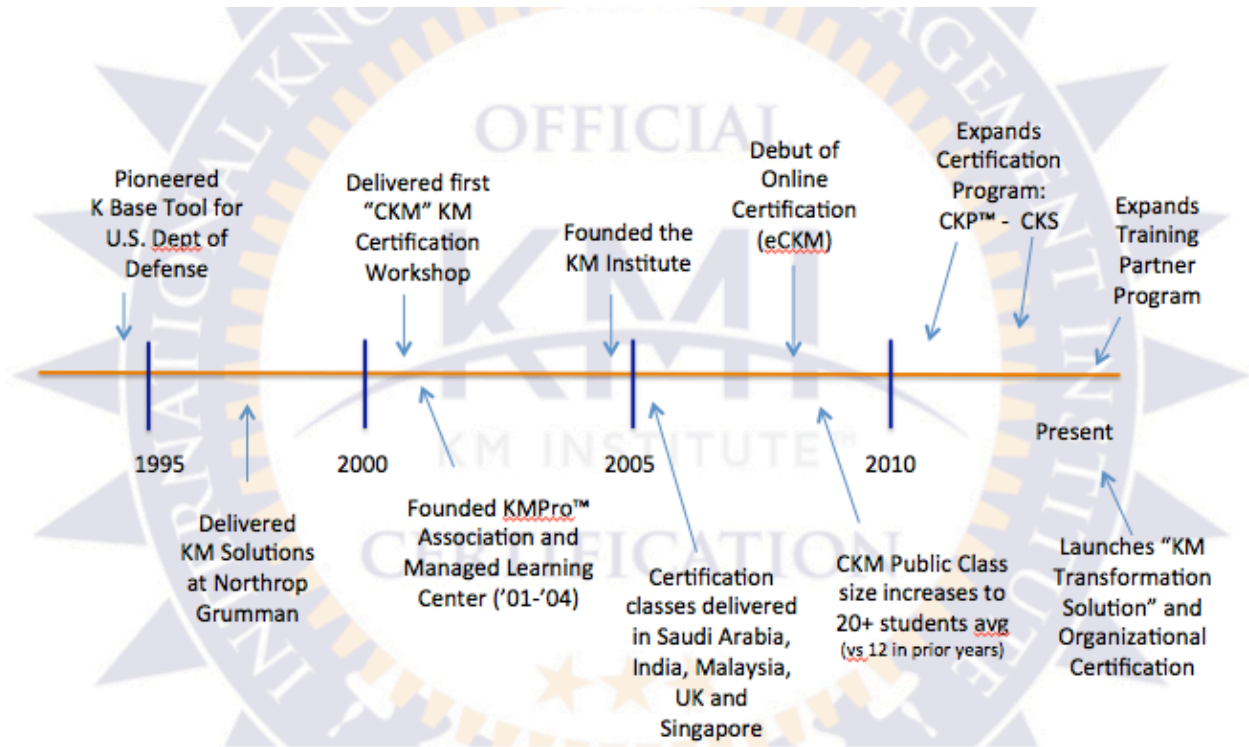
Of the many Certification programs now available at KMI, the CKM remains the best-known, globally recognized Certification for KM practitioners. The CKM shows employers and customers that you know how to start and successfully manage proven KM initiatives. The need for such validation has grown tremendously around the globe, from public to private sectors, and small to large companies.

KMI is expanding its reach to deliver more CKM classes in different markets, through open enrollment classes, delivered regularly in your region. And that's just the beginning – but we need your help.



Recent Washington DC-area public class. CKM Classes like this one are held every month in the Washington DC area, and less frequently in other locations, such as: London, Lagos, Dubai, Bangalore, and Malaysia.

HISTORY OF KMI

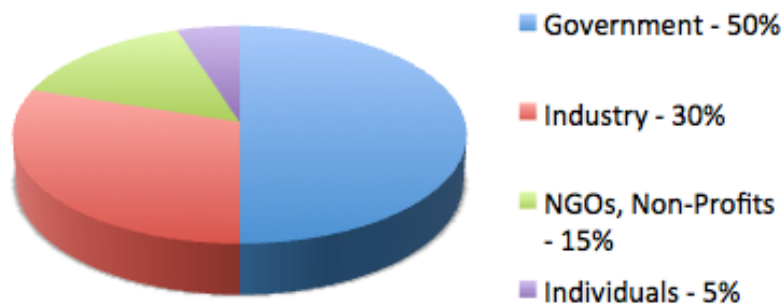


KMI AUDIENCE (WHO EARNS CERTIFICATION?)

- Content Managers
- Knowledge Managers
- Intranet Managers
- Knowledge Analysts
- IS / IT Professionals
- Communications Managers
- Information and Knowledge Architects
- Project / Process Managers
- Competitive Intelligence Professionals
- HR and Training Professionals

DEMOGRAPHIC (BY SECTOR)

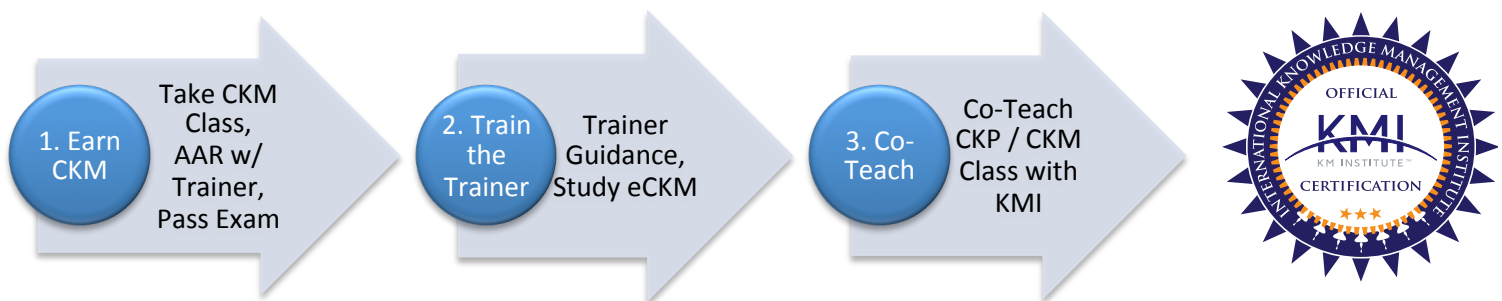
Based on typical public class in Washington DC. Demographics will vary depending on region.



GETTING STARTED AND THE 'TRAIN THE TRAINER' PROCESS

Instructor Candidates (IC) will find the KMI Train the Trainer (TtT) process both achievable and rewarding – and it's not complicated!

First, the IC takes the CKM program – as a student – and learns how the class is delivered by an Authorized Trainer. *ICs receive a special discount on their training.* The IC meets with the instructor after class each night for a review of the lessons of the day and how they were delivered; what worked well and how the IC might approach the same content.



During this interim time, the IC joins our international online community of KMI instructors at the KMI LMS, for discussion and review of content, lessons learned, and suggestions on how to improve. The IC studies the eCKM (Online CKM) and prepares for first Co-Teach class with an Authorized Trainer.

Once the IC has successfully co-taught a CKM class with an Authorized Trainer, the IC has achieved **Authorized Trainer** status, and may begin teaching independently (but always with KMI Faculty guidance).

Total TtT process can take up to 6 months, but as short as 2-3 months, depending on the length of time between the first CKM class (as student) and the Co-Teach CKM class (final step).

JOIN KMI TODAY!

To register and see if your firm qualifies, please fill out brief questionnaire at the KMI website (www.kminstitute.org - click on "Partnering"), and a KMI rep will promptly respond after a review of your answers.

QUESTIONS? CONTACT US

For all partnering questions, please contact KMI's VP of Business Development, Eric Weidner, at: eric.weidner@kminstitute.org, or call (US) 703-327-7096.