

1.1 What is the Partner Course Calendar Initiative?

The Partner calendar is a unique and leading ITpreneurs partner service, enabling partners to deliver ITIL and COBIT courses requiring high investments in resources and many times yield low learner enrolment; hence difficult to run. ITpreneurs provides a full solution, offering quality-hosted courses across the globe, guaranteed to run, and the entire operations for the courses managed by ITpreneurs.

1.2 Has the ITpreneurs model evolved into a more direct business model?

No – ITpreneurs only offers public courses via partners to the market. This is a partner only program and is designed to strengthen our partner’s position in the market and allowing partners to offer a significant portfolio of courses to their customers

1.3 What courses are included in the Partner Course Calendar Program

The Partner Course Calendar includes all ITIL Intermediate courses and the COBIT Foundation Course. Additional courses can be added later in discussions with our partners.

1.4 Are all courses classroom courses?

No, most of the courses that are scheduled are classroom courses, but you also have the option to resell Virtual Classroom courses and thus offer courses that do not require learners or the instructor to travel.

1.5 Where will these courses take place?

Courses will take place in vendor neutral locations in a number of selected locations in your region or country. ITpreneurs has taken into consideration the following criteria: market demand, accessibility, number of competitor courses offered, and number of partners in the region. We are open to suggestions for other locations besides the locations chosen already

1.6 Who will be the instructors for courses?

ITpreneurs ensures that courses are delivered by instructors who are experts in their domain and with unprecedented track records for course deliveries. All instructors who deliver Partner Course Calendar Courses are ITpreneurs' certified instructors

1.7 What is the risk of courses being cancelled

ITpreneurs understands the importance and value of a course not being cancelled at the last minute and the potential long-term impact it can have on your business in the event a course does cancel. As a result specific courses are marked as 'Guaranteed to Run' which implies that these courses will take place no matter what.

1.8 How does the (commercial) model work?

ITpreneurs schedules courses and manages the full course organization. Partners sell seats into courses and receive an attractive margin on the recommended retail price. The margin is agreed upfront when discussing the addendum to the contract. After receiving payment for the learners the seats in the course are confirmed and partner sends required attendance information to the learner.

1.9 What does Guarantee to Run mean?

Courses with a Guaranteed to Run promise, ITpreneurs will ensure the course will always run. We take all the risk, and guarantee the revenue to you and the course run to participants. The Guaranteed to Run promise reduces the risk that you are incurring for course organization or your revenue to zero.

1.10 What does Exam Pass Guarantee mean?

Courses with an Exam Pass Guarantee are courses where ITpreneurs guarantees students passing the Certification Exam. In case the candidate does fail the exam, we will pay for up to two additional exam retakes, and a free re-sit into the same course.