



Sales & Solutions Architect Training



As an OPEN Partner, you are encouraged to immediately begin entering deal registrations for qualified sales opportunities via our partner portal: partners.gitlab.com

As an OPEN Partner, your organization is required to complete the required OPEN sales and solutions architect (SA) training on a timely basis. Partners not completing the required training are subject to losing their authorized OPEN status.

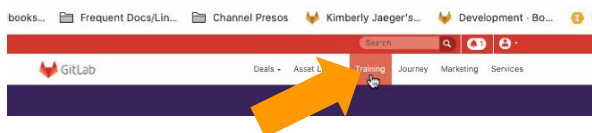
The training is online, on-demand and free. Sales training takes about 3.5 hours to complete, and SA training takes about 5 hours to complete. **OPEN Partners are required to complete 2 Sales Training and 1 SA (tech sales) Training.** Below you will find information to share with those on your team selected to complete training.

New person to GitLab Partner Portal? Gain access in <2 minutes.

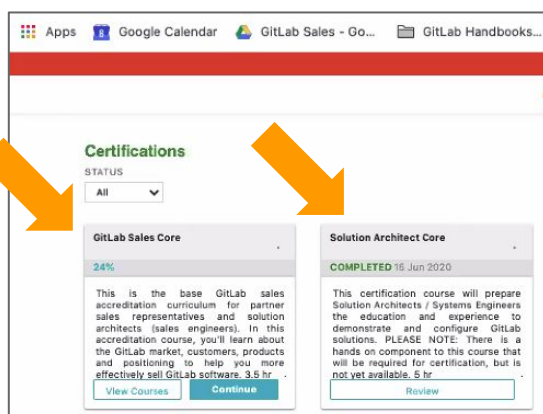
1. Go to: https://partners.gitlab.com/English/register_email.aspx
2. Enter your company's email to request portal access. In some case you may need to use your full email address.
3. We'll ask you a couple questions for some information about you to complete the registration and you're done!

Navigating to GitLab Training

1. Look for Training tab top of portal - click on tab



2. Click on Sales or Solutions Architect Training to get started. Note the Sales training takes about 3.5 hours to complete, and SA training takes about 5 hours to complete. You may stop and start between modules (take course over days in small increments).



Need help with portal or training? Send us a mail at partnersupport@gitlab.com