



APC Adds Vendor-Neutral Certification For Data Center

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American Power Conversion is expanding its certification levels by enabling channel partners to earn a new "vendor-neutral" credential for developing a specialization in power, cooling, racks, cabling and other data center infrastructure.

APC's Data Center University offerings for solution providers will now include the Associate Certification Designation, which provides a generalized stamp of approval for technology and solutions in the data center, regardless of vendor, the West Kingston, R.I.-based company said.

Certification will be given to anyone who passes a test with about 75 questions, according to APC. The test will be administered by Thomson Prometric. APC will recommend that anyone who wants to pass the test take and finish its Data Center University Certification e-learning curriculum, which consists of several online courses.

APC has been taking great pains to keep solution provider partners engaged and planning for long-term data center specialization. Last year, the company agreed to be purchased by France-based Schneider Electric for \$6.1 billion. That deal still has to close, but APC executives have said the company will be continuing the APC brand, as well as its investments in the channel, once the merger is finalized.

The new certification comes as some of APC's rivals -- including Emerson Network Power unit Liebert -- have begun making noise about stepping up their channel involvement and offerings.

APC launched Data Center University last year as a way to connect its channel partners to resources that could be used for further training and certification.