websense®

Certified TRITON APX

Pre-Sales Engineer

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TRITON® APX
ADVANCED PROTECTION

Certified TRITON APX 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, Websense offers the Certified TRITON APX Pre-Sales Engineer training. This training consists of 31 computer-based training (video) modules. These modules provide an overview of Websense TRITON APX APT, business problems and the Websense solution, competitors, objection handling, how to engage with Websense; provide an introduction to key security technologies; understanding of Web, Email, and Data Security; how to build a quote and proposal for selling Websense solutions; detailed information on common network technology utilization by Websense products, key technology differentiators, primary solution configurations, deployment snapshots, technical objection handling, delivering a risk assessment using Websense TRITON RiskVision™.

Course Title: Pre-Sales Engineer
Audience: Technical Sales professionals
Duration: 9.5 hours (run-time)

Modules within the Certified TRITON APX Pre-Sales Engineer training include:

Module Name	Duration	Delivery Format
Who Is Websense?	10 min	CBT
What is TRITON APX?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Business Problems & The Websense Solution	20 min	CBT
The Websense POV	10 min	CBT
Solution Selling Overview	20 min	CBT
Handling Objections	15 min	CBT
Competitive Overview	10 min	CBT
Partner Tools & Resources	5 min	CBT
Key Security Technologies	30 min	CBT
Understanding Web Security	20 min	CBT
Understanding Data Security	30 min	CBT
Understanding Email Security	25 min	CBT
Building a Quote & Proposal	15 min	CBT
Enterprise Security – Hardware/Software	25 min	CBT
Enterprise Security – Networking	45 min	CBT
Enterprise Security – Services	25 min	CBT
Enterprise Security – Protocols	25 min	CBT
AP-WEB Key Technology Differentiators	15 min	CBT
AP-WEB Key Configurations	20 min	CBT

AP-WEB Deployment Before & After	20 min	CBT
AP-WEB Technical Objection Handling	15 min	CBT
AP-DATA Key Technology Differentiators	15 min	CBT
AP-DATA Key Configurations	15 min	CBT
AP-DATA Deployment Before & After	20 min	CBT
AP-DATA Technical Objection Handling	15 min	CBT
AP-EMAIL Key Technology Differentiators	10 min	CBT
AP-EMAIL Key Configurations	15 min	CBT
AP-EMAIL Deployment Before & After	15 min	CBT
AP-EMAIL Technical Objection Handling	10 min	CBT
Delivering a Risk Assessment Using RiskVision	20 min	CBT

Each module is followed by a short multiple choice exam.

In order to attain the Certified TRITON APX Pre-Sales Engineer certificate, successful completion of all modules and associated exams is required.

To enroll in the Certified TRITON APX Pre-Sales Engineer training:

1. Contact your Websense Channel Account Manager / Sales Representative
   or
2. Contact SalesTraining@Websense.com

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