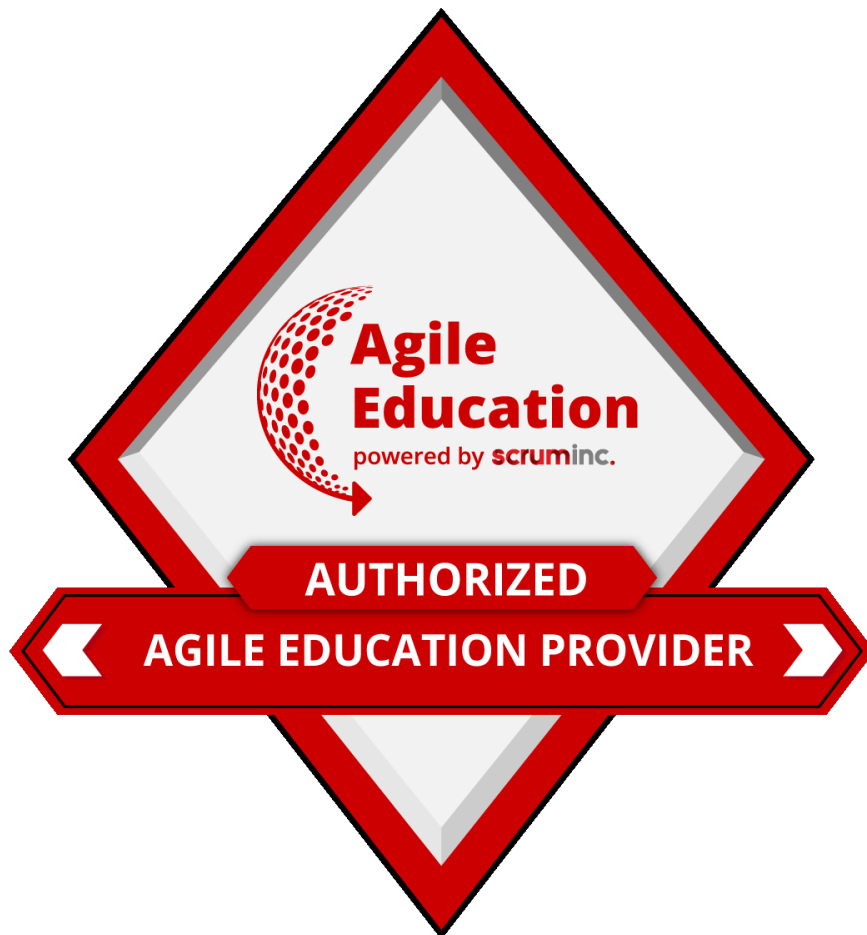


# Authorized Agile Education Provider Program



## 1 Overview of the Authorized Agile Education Provider Program

The Authorized Agile Education Provider (AAEP) Program exists to connect agile practitioners with professional training organizations who are committed to delivering the highest quality educational experiences that keep learners at the cutting edge of business agility and delivering better results.

Authorized Agile Education Providers play an important role in representing the Agile Education powered by Scrum Inc. brand in the marketplace, and as such, are expected to embody the Scrum Values and treat their customers, employees, and the Scrum community with dignity and respect.

The details of the Authorized Agile Education Provider (AAEP) program are outlined below.

## 2 Why become an Authorized Agile Education Provider?

Becoming an Authorized Agile Education Provider offers unique business opportunities. Our AAEPs:

- receive industry recognition and validation of their Agile Education training courses.
- can publicize their organizations as authorized providers of the Agile Education Program powered by Scrum Inc. Credentialing courses.
- ensure the content of their Agile Education trainings is fully aligned with the latest industry requirements and insights.
- receive approval to use the official AAEP logo, are listed in a public directory of Agile Education Provider with a direct link to the provider's website, and are able to list their courses through ScrumLab and the Agile Education Program website.
- customers and community will receive continued learning resources and access to a growing kit of webtools and resources built by the Agile Education Program powered by Scrum Inc. to enable agile teams and practitioners to be more effective.
- will have the opportunity to become a reseller of on-demand educational content developed by the Agile Education Program powered by Scrum Inc.

### 2.1 Agile Education Program Website Visibility

- All AAEPs will be provided a publicly viewable company profile page on the Agile Education Program website. The AAEP profile page will include a more detailed description of the company, a direct link to the AAEPs website and phone number (both of which will be publicly visible), and a list of their Agile Education Program course offerings.
- The Agile Education Program website features a Authorized Agile Education Provider Directory which is searchable by Geography, Star Rating, Language of Instruction and course type.
  - Each entry in the AAEP Directory will feature a "Learn More" button that links to the provider's profile page.
  - Search results will be presented in order of star rating, with the highest rated AAEPs at the top. Among organizations with the same star rating, longevity in the program as well as a variety of factors including randomization will be used.

### 3 Terms & Conditions of the Authorized Agile Education Provider Program

- To ensure a growing community of quality and value, our AAEPs agree to fair and equal treatment for trainers and students. This includes a reasonable profit share of the course, or a reasonable rate of pay if the trainer is contracted to train the course, and reasonable payment terms.
- Provider agrees to market AEP courses using our brand guidelines and logos.
- Provider must hold at least two AEP courses per year.
- Provider agrees not to cancel classes within two weeks of the class date, and if students have registered for a course that gets canceled, they provide a functional alternative within one month.
- Provider agrees to utilize a visible star rating for all students taught through the a AAEP course and a private star rating by all trainers for each class that they teach through the AAEP.
- While there are no price controls set by Scrum Inc., we ask that the competitive prices set by our AAEP providers also reflect the value of the courses offered through the Agile Education Program, our trainers, and the Scrum@Scale and Scrum Inc. brands.

### 4 Become an Authorized Agile Education Provider

Authorized Agile Education Providers must meet or exceed standards for quality and effectiveness. Your organization's acceptance into the program will be based an evaluation of the information you supply in your application and how well it meets the program's criteria. This process usually takes 20-40 business days.

Applications will be evaluated on a first come, first serve basis. To be considered for the Authorized Agile Education Provider Program, submit your application on our website with the following content:

- A list of all the courses offered by the provider
- The number of total courses offered/completed per year
- Average number of students per class
- Average number of courses per year that get canceled
- A statement of how you, as an education provider, measure the success of a course
- A statement of how you plan to promote AEP classes
- An explanation of your market strength and how you differentiate your offerings within your market
- A summary of your capacity for marketing specific courses
- Testimonials from trainers you have worked with
- Testimonials from students who've taken classes through your organization
- A list of all AEP trainers you've worked with in the past, if any
- Details of your trainer fee / profit share structure
- For each Scrum Value, an example of how your organization has embodied/embodyes that value.

- A one-time application fee of \$200.00 USD.

Authorized Agile Education Providers must successfully demonstrate an understanding of the Agile Education Program Code of Conduct.

As ambassadors of the Scrum framework, the Scrum@Scale Framework, and the Agile movement itself, Authorized Agile Education Providers must endeavor to embody the Scrum Values in all of their interactions with other trainers, students, and the Agile community at large. Authorized Agile Education Providers are expected to welcome students of all backgrounds and identities and may not refuse access to their courses or training by paying customers without reasonable cause. Authorized Agile Education Providers are expected to make a good faith effort to facilitate environments in which individuals do not feel threatened or unsafe. Failure to uphold the Authorized Agile Education Code of Conduct may result in the loss of your Authorized Education Provider status at our sole discretion.

## 5 Pricing and Availability

- The annual cost is \$5,000.00 USD and provides the AAEP with benefits listed above for 12-months.
- Scrum Trainers by Scrum Inc. who are approved to participate in the AAEP program will receive a 50% discount on the annual fee.
- Scrum Inc. reserves the right to deny any Education Provider application or revoke an existing Authorized Agile Education Provider's status at its sole discretion.

As with all things in Scrum, The Authorized Agile Education Provider program is apt to evolve over a series of iterations. If any party wishes to discontinue participation as the program evolves, there are no penalties. Either party can end their participation in the Authorized Agile Education Provider Program at any time.