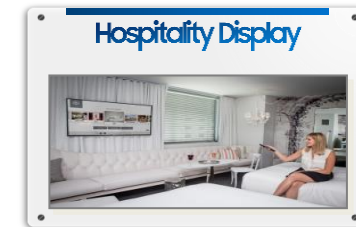


Samsung B2B Display Certification Framework

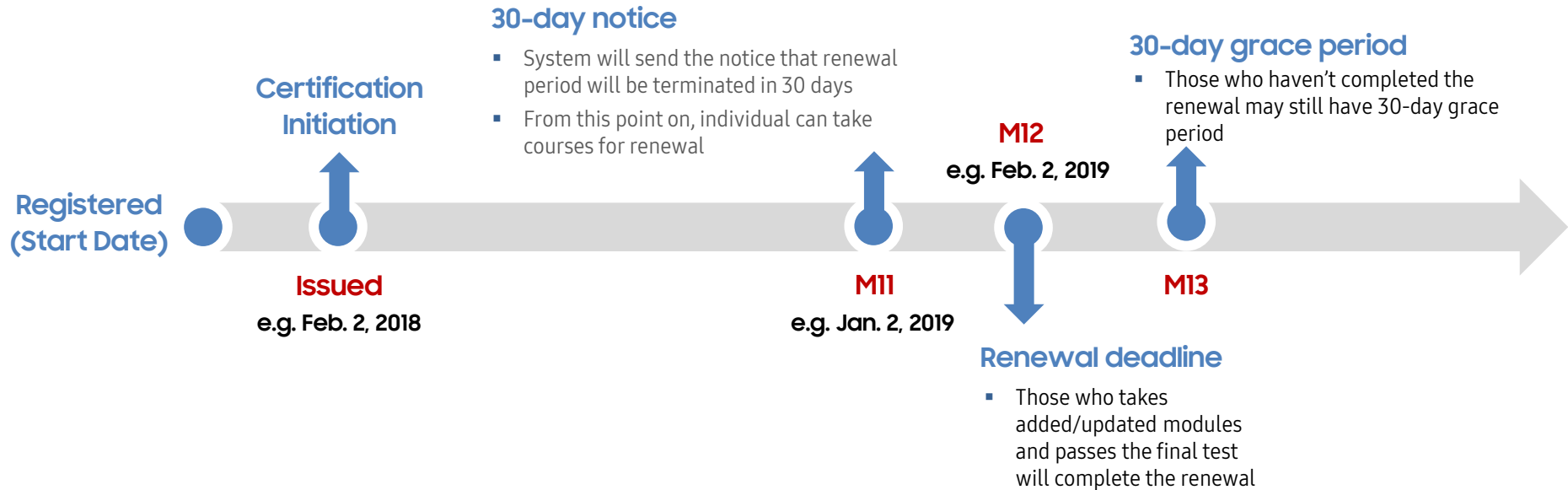
Certification can be obtained upon successful completion of online/offline training courses and passage of the associated exam(s). Certifications have specific validation periods, and at the end of the validation periods must be renewed



4 certifications are available within each product category

	Sales Track (Professional)	Technical Track		
		Specialist	Expert	Master
Focus area	<ul style="list-style-type: none"> Certification demonstrates expertise & knowledge needed to sell products. 	<ul style="list-style-type: none"> Entry-level certification that validates fundamental technical knowledge 	<ul style="list-style-type: none"> Advanced-level credential for technical professionals Must earn Specialist level before Expert 	<ul style="list-style-type: none"> Highest level credential offered for technical professionals Must earn Expert level before Master
Delivery Type	<ul style="list-style-type: none"> Online training 	<ul style="list-style-type: none"> Online training 	<ul style="list-style-type: none"> ILT (classroom) ※ Instructor-led training 	<ul style="list-style-type: none"> Online training ILT (classroom)
Validation Period	<ul style="list-style-type: none"> 1 year 	<ul style="list-style-type: none"> 1 year 	<ul style="list-style-type: none"> 2 years 	<ul style="list-style-type: none"> 2 years
Cost	<ul style="list-style-type: none"> Free 	<ul style="list-style-type: none"> Free 	<ul style="list-style-type: none"> Charged 	<ul style="list-style-type: none"> Charged

Renewal Process for Sales Certification



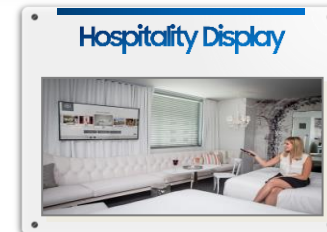
Certification is valid for one year and will be renewed as long as each certified individual meets the requirements

- One can get certifications by meeting core requirements. Requirements consist of taking mandatory training modules and passing the final test again
- After one year, certification may be renewed by taking newly added or/and updated course and passing the final test again
- Certified individual will receive notifications about the oncoming expiration. And those who do not meet the requirements will still get a 30-day grace period. Once the applicant meets all the requirements during that period, their certification can be renewed
- If one loses certification after grace period, he/she may re-apply for certification

Technical certification Credential Renewals Chart

Technical certification consists of 3 grades and is operated according to the following renewal and upgrade policies.

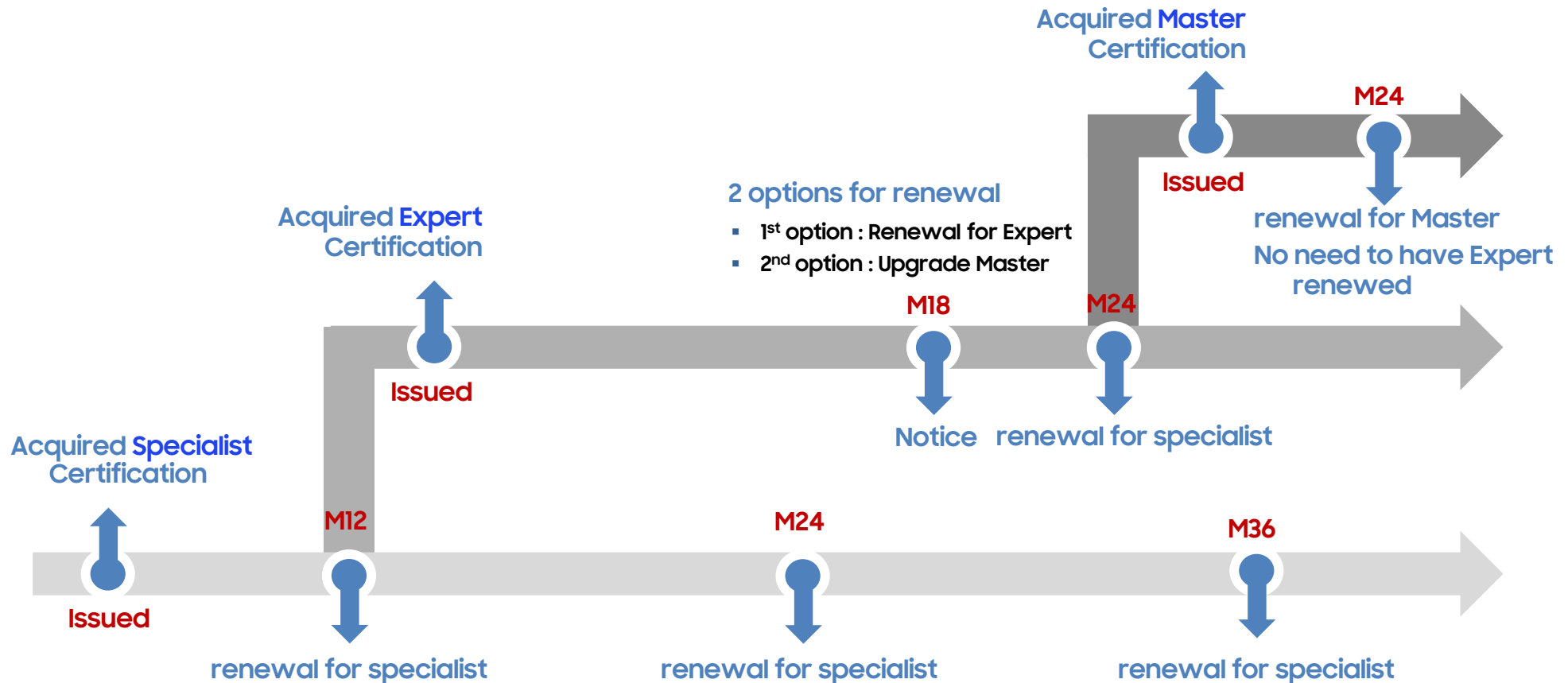
Certified Level(s)	Renewal or upgrade	Validation	Grace period	Renewal Fee
Specialist	Initially valid for a year Requires renewal annually until the end of the grace period	1 year	+ 1 month	Free
Expert	Initially valid for two years Requires renewal bi-annually until the end of the grace period or achieving Master grade. (It has to be considered to have an Expert if a learner passes a Master grade.)	2 years	+ 2 month	Charged under renewal discounts
Master	Initially valid for two years Requires renewal bi-annually until the end of the grace period.	2 years	+ 2 month	Charged under renewal discounts



Renewal Process for Technical Certification

Upgrade to Expert/Master grade

- To reflect partner tier requirements on Display channel program, partner users should achieve Expert grade on technical track.
- Those who earned Expert/Master grade should renew their Specialist every year.
- Those who earned Master grade will be considered to have Expert when they properly renew them.



Note: Renewal for the Technical Specialist(Online) level will follow the same process for Sales certification