



# Unify


## Sales Specialist OpenScape Business

Certification has been presented to

### Yannick Blanc

In recognition of the successful completion of all  
certification requirements of Unify Academy.

28.12.2015  
Valid for 2 years  
Cert. No: 123747



Stuart Alan Marshall  
Global Director  
Unify Academy



# Sales Specialist OpenScape Business

## Yannick Blanc

has passed a theoretical examination covering the following topics

- Overview of Unify and company history
- Overview of current SMB industry trends and marketing messages
- Review of Unify SMB and LAB portfolio to include OpenScape Business and OpenScape Enterprise
- Knowledge of OpenScape Business portfolio
- Overview of competitive positioning of our OpenScape Business solution
- Review of available sales resources

The Sales Specialist OpenScape Business has been awarded.



Stuart Alan Marshall  
Global Director  
Unify Academy

Cert. No: 123747