

Become a PMI Registered Education Provider (R.E.P.)

Gain More Business by Aligning Yourself
with the World's Leading Association for
Project Management Practitioners

WHAT ARE PMI R.E.P.S ?

Project Management Institute's Registered Education Providers (R.E.P.s) are organizations approved by PMI to offer project management training.

The R.E.P. designation validates that an organization meets or exceeds PMI's rigorous quality standards and can deliver world-class, effective project management training and education.

As PMI-approved training providers, R.E.P.s may use the official PMI R.E.P. logo in marketing and course materials to promote themselves.

Over 1,450 organizations in more than 70 countries are PMI R.E.P.s, including:

- commercial training and educational firms
- universities, colleges, and community colleges
- internal training departments of corporations
- government agencies
- management consultant firms

In the last few years PMI R.E.P.s have trained an estimated 2.5 million students around the globe.

THE R.E.P. OPPORTUNITY

■ Access the world's largest project management professional community

PMI is the largest global project management member association with more than a half million practitioners in over 185 countries. PMI develops and publishes world-class project, program, and portfolio standards embraced by many organizations and offers five professional credentials, including the preeminent Project Management Professional (PMP)®.

■ Take advantage of worldwide credibility and immediate recognition

PMI's recent survey of training providers shows that over 80% of organizations seeking suppliers of project management training strongly prefer working with an R.E.P. Furthermore, individuals seeking project management training view the R.E.P. affiliation with PMI as a stamp of quality and excellence.

■ Grow your business with PMI

Draw from the pool of PMI customers who prefer to work with PMI-affiliated training organizations.

Access the nearly 400,000 active PMI credential holders (see the PMP credential growth graph) as potential students

Unlike certifications from other associations, which only require an initial examination, PMI requires credential holders to acquire educational training and earn Professional Development Units (PDUs) every three years. R.E.P.s are the key providers of this training. PDUs earned from R.E.P.s are pre-approved by PMI.

Tap into hundreds of thousands of new applicants for PMI credentials and PMI certifications annually as potential students

New credential applicants must obtain contact hours of project management education in order to be eligible to apply for a PMI credential or certification. Obtaining these contact hours from PMI R.E.P.s is the easy and logical choice.

■ Access new business development tools provided by PMI

Take advantage of the R.E.P. Directory on PMI.org

The R.E.P. directory receives tens of thousands of visits monthly from prospective students, companies, and government agencies looking for project management training and education. Some PMI R.E.P.s report the Directory generates high volumes of student business.

Win new corporate clients by bidding on requests for training proposals submitted to PMI

Each month, organizations, which range from large corporations and governmental agencies to small national companies, submit training proposals to PMI. PMI posts these training requests in the online space open only to R.E.P.s. Current R.E.P. program members may respond to these proposals and develop new relationships with organizations to which they would have otherwise had no access.

Develop business with academic institutions starting and strengthening their project management programs

Promote your organization's partnership availability to colleges and universities on PMITeach.org, a PMI website for academic institutions. License your curriculum, provide subject matter experts or adjunct faculty.

Leverage marketing support provided by PMI's Marketing Portal

PMI maintains an exclusive marketing portal to supply R.E.P.s with professionally designed marketing and public relations materials that can be downloaded and customized. These materials help you convey the meaning of the R.E.P. designation and the importance of project management training to corporate clients, government agencies and practitioners.

■ Become a part of the R.E.P. online community

Network, exchange information, browse jobs, learn about best practices and upcoming events, collect competitive information, access PMI experts and receive valuable R.E.P. business updates via a dynamic LinkedIn R.E.P. community.

■ Access exclusive PMI resources

Preview new releases of PMI global standards

Every time PMI updates its standards, e.g. A Guide to the Project Management Body of Knowledge (PMBOK® Guide), PMI makes the information on these updates available to R.E.P.s before it is available to the general public.

Receive a license to use figures and excerpts from *PMBOK Guide*® — Fourth Edition for commercial training purposes

PMBOK® Guide is the most widely accepted standard in project management and essential reference for every project manager's library. With close to three million copies of this book and official translations into 10 languages in circulation, it is the leading international standard for the profession.

Take advantage of other exclusive informational updates from PMI

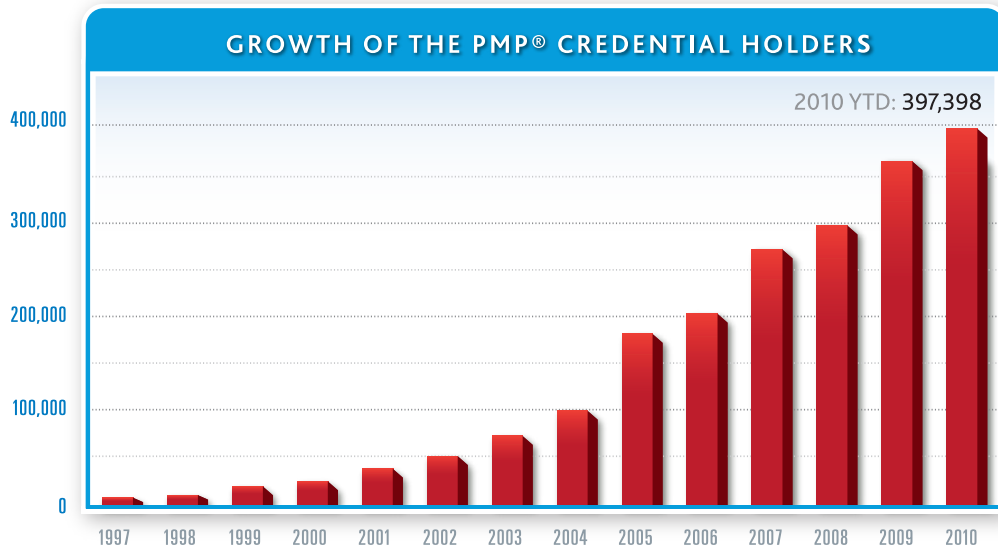
PMI provides R.E.P.s with alerts regarding new products, changes to credential exam specifications, project management research funding opportunities, professional development events, via the *R.E.P. Update* (R.E.P. program monthly electronic newsletter) and announcements in the official R.E.P. program LinkedIn group, exclusive to PMI R.E.P.s.

Get discounts of up to 45% on most PMI publications purchased through the PMI Marketplace

These publications include such bestsellers as the *PMBOK® Guide*, *The Standard for Program Management* — Second Edition and *Practice Standard for Work Breakdown Structures* — Second Edition.

■ Enjoy increased student satisfaction

Make your students happy with your exclusive advantage. PMI R.E.P.s are the only training organizations to offer pre-approved PDUs for PMI credential holders and pre-approved contact hours for those seeking PMI credentials or certification.



WHAT ARE THE COSTS OF BECOMING AN R.E.P. PROGRAM MEMBER?

Depending on the level of enrollment option chosen, annual registration fees range between USD \$1,000 and USD \$2,200 per year*.

ABOUT PROJECT MANAGEMENT INSTITUTE (PMI)



PMI is the world's largest project management member association, representing more than half a million practitioners in over 185 countries. As a global thought leader and knowledge resource, PMI advances the profession through its global standards and credentials, collaborative chapters and virtual communities, and academic research. When organizations invest in project management, supported by PMI, executives have confidence their important initiatives will deliver the expected results, greater business value, and a competitive advantage. Learn more at www.pmi.org.

ABOUT THE PMI R.E.P. PROGRAM



The R.E.P. program was created in 1999. Its primary purpose was to establish a global network of quality education providers for hundreds of thousands of PMI Project Management Professional (PMP)® credential holders to maintain their credentials with required PDUs. Because the PMP and several other PMI credentials, require continuing professional education, credential holders must earn PDUs every three years to keep their credentials current and relevant. PMI R.E.P.s are the preferred education providers for new and existing PMI credential holders.

* Prices are subject to change without notice. Excludes application processing fee up to USD \$350, and other program fees that may apply.

WHAT CRITERIA WILL PMI USE TO EVALUATE YOUR ORGANIZATION?

R.E.P. program member candidates must demonstrate:

- >> Your company has been a legal business entity for at least one year
- >> You have offered project management training for at least one year
- >> Quality course design, delivery, and content
- >> Course content is consistent with current PMI global standards
- >> Ability to properly award PDUs for course completion
- >> Appropriate attributions to PMI Intellectual Property (IP) and adherence to the PMI advertising policy

“As a global company, Cadence benefits from PMI as an information channel through which we can reach many potential customers, and as the research organization which provides key learnings, discoveries and proofs, which we can relate to practical application in our seminars and consulting.”

JOHN PATTON, PMP
President and CEO
Cadence Management Corporation

HOW CAN YOU BECOME AN R.E.P.?

Download the R.E.P. Application and Agreement from pmi.org/REP. Submit your completed application, payment in US Dollars, and selected project management course materials in your local language, for a quality review. Average turnaround time for approval acknowledgment is approximately 35 calendar days, assuming all supporting documentation is provided at time of application receipt.

WHAT DOES IT TAKE TO REMAIN AN ACTIVE R.E.P.?

R.E.P.s must pay annual program fees and abide by the program policies, including the PMI advertising policy and PMI Intellectual Property guidelines as outlined in Section 1 of the R.E.P. Application and Agreement.

R.E.P. program membership status is re-evaluated at the completion of every three-year term as a program member. Random audits may be performed at any time to ensure program quality, integrity, and compliance.



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