Google Cloud

Authorized Training Partner Requirements & Benefits

Application Requirements for a Training Partner Service Authorization

How to Become a Google Cloud Training Partner

Training Partners are companies authorized to deliver instructor led training according to Google Cloud curriculum standards. Active Authorization under the Services Engagement model is needed and partners are expected to meet requirements as outlined in the Partner Network program guide along with any additional requirements for a Training Partner Authorization once onboarded. Companies may join by invitation only.

REQUIREMENTS			
	Member Level	Partner Level	Premier Level
Annual Business Plan	Description of the use of instructor-led training materials & GTM strategy	Description of the use of instructor-led training materials & GTM strategy	Joint Plan Approved by Google; Plan Achieved by partner
TRAINERS *EMEA, APAC & LATAM regions based on partner manager's discretion			
Minimum # Authorized Trainers	2 GCATs	Min. 2 GCATs, but must cover all 4 core tracks	Min. 4 GCATs, covering all 4 core tracks
Customer Satisfaction Survey minimum average score (trainer)*	4.3 or better	4.3 or better	4.5 or better

Customer Satisfaction Survey Minimum response rate	70%	70%	80%
Right to audit Authorized Trainer(s) by Google	Required	Required	Required
LICENSING & LEARNERS			
Minimum number of Google Cloud Learning Track Core Curriculums offered	A minimum of 2 different courses within the same track are required	All Google Cloud Learning Tracks must be offered	All Google Cloud Learning Tracks must be offered
Minimum number of Learners	200 per annum	400 per annum total (to include subcontracting learners)	3,000 per annum total (to include subcontracting learners)
OPERATIONAL REQUIREMENTS			
Approved Training Center	N/A	Access to at least 1 Approved Training Center required	Access to at least 2 Approved Training Centers/facilities required
Adhere to All Subcontracting Policies	N/A	Required	Required
Business and Operations Reviews	As needed	Annually	Quarterly

BENEFITS			
MARKETING & SALES BENEFITS (in addition to benefits listed in the Program Guide) *additional benefits may be added throughout the course of the program that partners will be eligible for			
Free Google Cloud Skills Boost instance & licenses for ATP's employees and trainers	Eligible	Eligible	Priority Eligibility & Onboarding
Trainer badge for all Authorized Trainers	Yes	Yes	Yes
Customer lead sharing	No	Eligible	Priority Eligibility
Participation in the Partner Led Learning Journey Program	No	Eligible - must be nominated by Customer Training or Order Fulfillment Operations	Priority Eligibility
GOOGLE CLOUD TRAINING CONTENT			
Invitation to participate in new Google Cloud content training for Authorized Trainers	Yes	Yes	Yes
Invitation to participate in training beta courses (e.g. Google Cloud Training Content beta courses, new Certifications)	Eligible	Eligible	Priority Eligibility

Access to training curriculum and certification roadmap and any other relevant product roadmaps	Yes	Yes	Yes
SUPPORT FROM GOOGLE (in addition to benefits listed in the Program Guide)			
Access to Google Cloud online training support (Skillsboost, etc.)	Yes	Yes	Yes
Access to Training Partner Hub	Yes	Yes	Yes
Access to our GCAT Hub	Yes	Yes	Yes
FINANCIAL INCENTIVES (in addition to benefits listed in the Program Guide)			
Fees waived for No Cost vILT FLEX Program & Special Requests	Eligible	Eligible	Eligible
Course Fees	Applicable Fees	Applicable Fees	Applicable Fees
*In 2026, the KPI for CSATs will be calculated by adding the three instructor specific scores with the overall score and determining the average of the four scores.			