



# Unify

## Certified Communication Associate

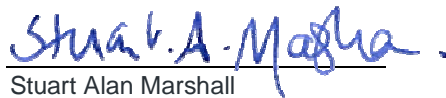
### Sales Small Medium Business

Certification has been presented to

## Yannick Blanc

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

25.03.2014  
Valid for 2 years  
Cert. No: 113910



Stuart Alan Marshall  
Global Director  
Unify Academy

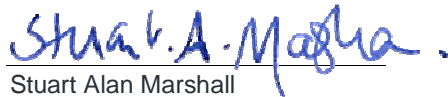
## Sales Small Medium Business

### 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 UCCA Sales Small Medium Business has been awarded.



Stuart Alan Marshall  
Global Director  
Unify Academy

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