



ECCENTRIX SOLUTIONS ROADMAP

A comprehensive guide to understanding how to maximize your investment in the technology training offered at Eccentrix.



ROADMAP CONTENTS

INTRODUCTION	2
RAPID REFERENCE MATRIX	3
USAGE SCENARIOS	4
DECISION TREE	10
COMBINATION STRATEGIES	13
CONSTRAINTS AND ELIGIBILITY RULES	15
CONCLUSION	19



INTRODUCTION

Eccentrix offers six flexible learning solutions designed to support organizations at every stage of their knowledge acquisition journey.

Whether you're building a culture of continuous learning, executing a 12-month strategic roadmap, developing new talent, managing ad-hoc training needs, or accelerating certification timelines, our solutions combine accessibility with benefits tailored to each offering: 180-day access to labs, one-year access to recordings, included certification exams, and much more.

This roadmap provides a quick reference matrix, real-world scenarios, decision trees, and combination strategies to help you identify the right solution for each client or internal team, maximize training ROI, and align learning initiatives with business objectives.

RAPID REFERENCE MATRIX

Solution	Investment	Reach	Duration	Ideal for
Ultimate Pass	Flexible	Access to 28 confirmed trainings	12 months	Continuous learning, growing teams
Learning Passports	Budgeted	Selected strategic training programs	12 months	Skills roadmaps
Complementary Fundamentals Training	Included	Entry-level course	Variable	New learners, certification pathways
15% discount for the public sector	Reduction	Discount on individual trainings	By course	Public sector, government organizations
Complementary cybersecurity training	Included	Entry-level course	Variable	Organizations with compliance requirements
\$100 credit per day of Microsoft training	Future credit	Credit applied to the next training	180 days	Engaged learners, continuous progress



USAGE SCENARIOS

Scenario 1 : Continuing education budget (Ultimate Pass)

Organizational profile: Medium to large size company with an established annual training budget and a need for continuous skills development.

Challenge: IT teams need constant access to training to keep up with rapidly evolving technologies, but per-course budgets are becoming expensive.

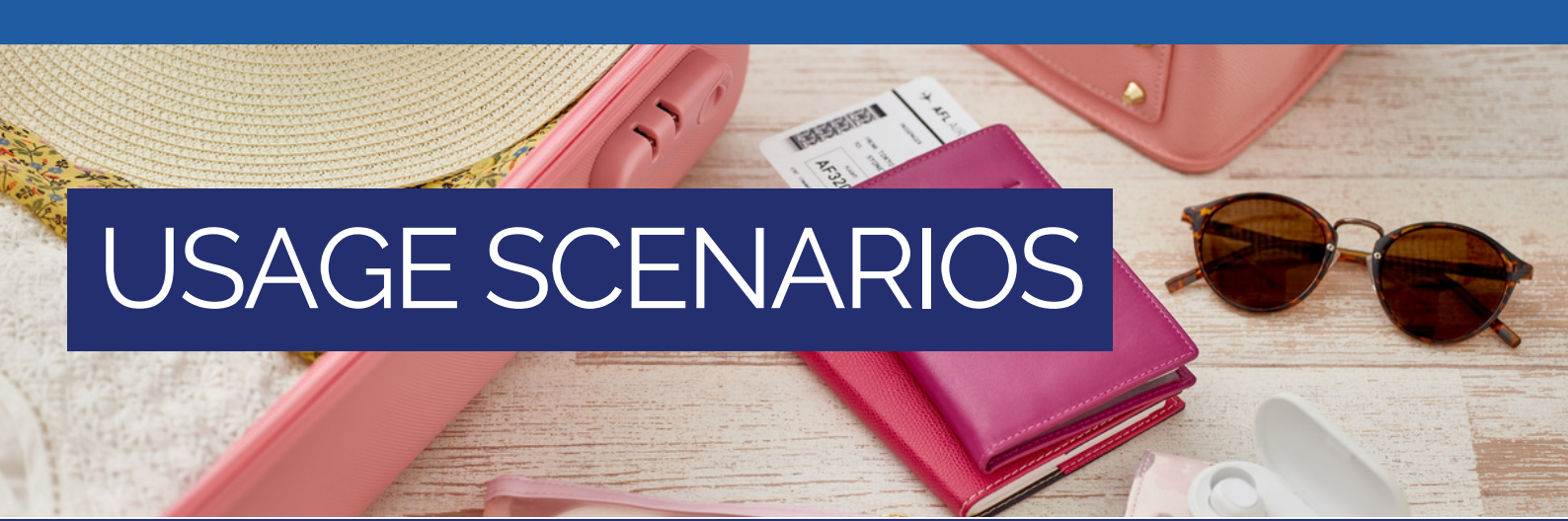
Solution: The Ultimate Pass offers access to 28 confirmed courses on the calendar for 12 months. Organizations pay a fixed fee, and employees can take as many courses as needed at no extra cost.

Key benefits:

- Complete budget predictability
- Encourages learning without cost barriers
- Ideal for growing or technologically transitioned teams
- Unparalleled exclusivity at the training level remains accessible

Use case: An organization migrating to Azure or Microsoft 365 can enroll multiple employees in multiple courses without fear of budget overruns.

Important note: *The Ultimate Pass is currently offered for French trainings.*



USAGE SCENARIOS

Scenario 2: 12-month strategy (Learning Passports)

Organizational profile: Company with a clear strategic plan for skills improvement and wishing to maximize budgetary impact over a defined period.

Challenge: Organizations need structured progression through multiple training courses, but want to avoid ad hoc purchases and ensure alignment with business objectives.

Solution: Learning Passports allow organizations to select a curated set of training programs aligned with their strategic objectives. Each passport includes exclusive benefits and personalized support.

Key benefits:

- Structured progression aligned with objectives
- Exclusive benefits included
- Personalized support throughout the program
- Maximizes training ROI

Use case: An organization wishing to transform its IT infrastructure team into Azure experts can create a passport including AZ-104, SC-500, AZ-700 with a defined schedule and support.



USAGE SCENARIOS

Scenario 3: Essential Certification Pathways (Complementary Fundamentals Training)

Organizational profile: Organizations seeking to develop internal talent or attract new learners without significant initial investment.

Challenge: New employees or those changing careers are hesitant to commit to expensive training without prior experience.

Solution: The complementary Microsoft Fundamentals courses are free entry-level courses for participants preparing for essential certifications to then progress to full paths.

Key Benefits:

- Reduces barriers to entry
- Prepares learners for advanced courses
- Creates a pipeline of certified talent
- Strategically mapped to certification pathways

Use case: An organization offers Microsoft Fundamentals free of charge to new employees, preparing them to continue with MD-102 or AB-650 for certifications on Microsoft 365 and integrating artificial intelligence into tenant administration.



USAGE SCENARIOS

Scenario 4: Public Sector Organizations (15% public sector discount)

Organizational profile: Government organizations, municipalities or public sector entities with limited training budgets.

Challenge: Public sector organizations must maximize their training investments while respecting strict budgetary constraints.

Solution: The 15% discount for the public sector offers a direct reduction on individual trainings, making access to professional training more affordable for government organizations.

Key benefits:

- Immediate 15% discount on all public courses
- No long-term commitment
- Full access to Eccentrix benefits (recordings, labs, support)
- Ideal for one-off or strategic purchases

Use case: A municipality enrolls its IT employees in Azure training courses with a 15% discount, thus optimizing its training budget.



USAGE SCENARIOS

Scenario 5: Organizational compliance and security (complementary cybersecurity training)

Organizational profile: Company with compliance requirements or wishing to strengthen the security posture across the organization.

Challenge: Cybersecurity training should be mandatory for all employees, but specialized security training is expensive.

Solution: Complementary cybersecurity training provides participants and users with essential security knowledge, complemented by organizational awareness programs.

Key Benefits:

- Formation complète de la sensibilisation à la sécurité
- No additional investment, included with several cybersecurity trainings for professionals
- Progressive security expertise

Use case: A financial sector organization uses supplemental cybersecurity training to train all employees in cybersecurity awareness, while its security team follows SC-300 (Identity and Access Administrator) and SC-401 (Information Security Administrator).

USAGE SCENARIOS

Scenario 6: Accumulation of Microsoft Credits (\$100 of credit per day of certified training)

Organizational profile: Engaged learners or organizations seeking to create a continuous learning cycle with financial incentives for Microsoft training.

Challenge: Maintain learning momentum and encourage progression towards advanced Microsoft certifications.

Solution: The \$100 per day Microsoft training credit accumulates credits for each day of Microsoft training completed. These credits are automatically applied to the next course, creating a continuous learning cycle.

Key benefits:

- Rewards continued engagement in Microsoft training
- Reduces costs for progressive learners
- Encourages advancement to advanced Microsoft certifications
- Builds long-term loyalty

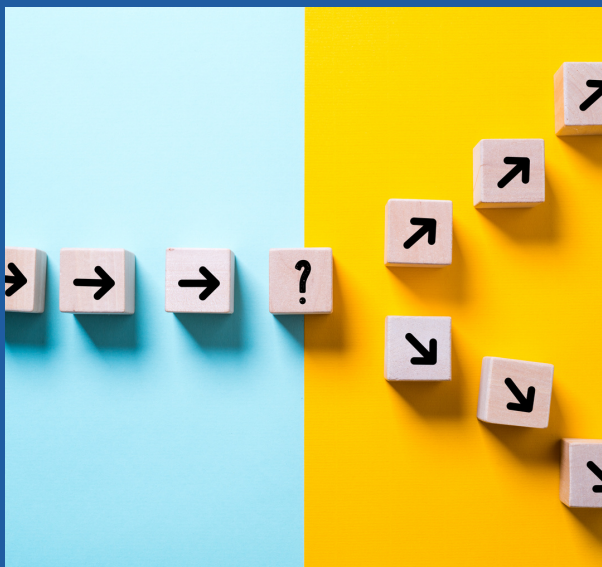
Use case: A learner takes a 5-day Microsoft course (MD-102) and earns a \$500 credit. This credit is applied to their next Microsoft course (SC-500, 4 days = \$400), leaving \$100 for future training.

DECISION TREE

Start here: What is your approach to training?

Branch 1: Continuous Access

- **Need:** Constant access to training throughout the year
- **Solution:** Ultimate Pass
- **Ideal for:** Growing teams, technological transformations, continuous learning



Branch 2: 12-Month Strategic Plan

- **Need:** Structured progression toward defined goals
- **Solution:** Learning passports
- **Ideal for:** Skills roadmaps, strategic alignment, maximum ROI

DECISION TREE



Branch 3: Entry-level or certified

- **Need:** Prepare learners for advanced certifications
- **Solution:** Complementary Microsoft Fundamentals training + advanced courses
- **Ideal for:** New learners, career changes, talent pipelines

Branch 4: Public Sector or Limited Budgets

- **Need:** Affordable training with significant discounts
- **Solution:** 15% public sector discount
- **Ideal for:** Government organizations, municipalities, public entities



DECISION TREE

Branch 5: Security and Compliance

- **Need:** Cybersecurity and organizational compliance training
- **Solution:** Complementary cybersecurity training
- **Ideal for:** Organizations with compliance requirements, financial sector, healthcare

Branch 6: Microsoft Continuous Progress

- **Need:** Accumulating credits for progressive Microsoft training
- **Solution:** \$100 of credit per day of Microsoft training
- **Ideal for:** Engaged learners, continuous learning, Microsoft certifications



COMBINATION STRATEGIES

Strategy 1: Foundation + Specialization (Additional Fundamentals Training + Learning Passports)

Approach: Start with complementary Fundamentals courses to create a solid foundation, then progress to a Learning Passport for strategic specialization.

Benefits:

- Prepares learners for success in advanced courses
- Creates natural progression
- Maximizes ROI by reducing dropout rates

Example: Microsoft Security Fundamentals (free) → Learning passport including SC-200, SC-300, SC-401 for Azure and Microsoft 365 security expertise

Key benefits of the Microsoft Learning Passport:

- Triples the number of Fundamentals training sessions once completed.
- It allows for the redistribution of free sessions to beginners to start another learning cycle.

COMBINATION STRATEGIES

Strategy 2: Unlimited Access + Specialized Training (Ultimate Pass + Complementary Cybersecurity Training)

Approach: Use Ultimate Pass for ongoing access, then supplement with additional cybersecurity training for a broad audience.

Benefits:

- Complete flexibility with defined training paths
- Economies of scale for large organizations
- Allows for progressive specialization

Example: Ultimate Pass for continuous access + additional cybersecurity training for all professional profiles

Key benefits of the complementary cybersecurity training:

- Participation in an eligible expert course grants access to 20 registrations for the complementary training.
- This cumulative benefit means that five registrations for eligible training courses provide access to 100 additional training sessions.
- It can also be combined with the Learning Passport for an additional 30 additional training sessions.

CONSTRAINTS AND ELIGIBILITY RULES

Ultimate Pass

- **Duration:** 12 months from activation
- **Coverage:** 28 Confirmed courses on the calendar
- **Exclusions:** Private courses, specialized bundles
- **Included benefits:** All benefits and exclusives offered at the single-course level are available
- **Transfer:** Transferable between employees



Learning Passports

- **Duration:** 12 months from the date of signing
- **Training:** Strategically selected and mapped
- **Exclusive Benefits:** Personalized support, tailored benefits
- **Flexibility:** The need can be reassessed along the way based on business requirements
- **Minimum:** Typically 3 to 4 training courses to qualify for the benefit



CONSTRAINTS AND ELIGIBILITY RULES

Complementary Microsoft Fundamentals training

- **Eligibility:** New learners or learners without prior certification
- **Duration:** Varies depending on the course
- **Requirement:** Generally linked to enrollment in an advanced course
- **Cost:** Free with the purchase of Microsoft Intermediate and Expert level certifications

15% discount for the public sector

- **Application:** For individual training courses only
- **Duration:** Per course
- **Eligibility:** Government organizations, municipalities, public entities
- **Combinable:** Not valid with other discounts
- **Transferable:** Not applicable



CONSTRAINTS AND ELIGIBILITY RULES

Complementary cybersecurity training

- **Duration:** Two-hour training session
- **Use:** Aligned with current security standards without certification for a wider audience
- **Benefits:** Accessible with several professional security training courses at no extra cost
- **Availability:** Set schedule, generally twice a year



\$100 credit per day of Microsoft training

- **Accumulation:** \$100 per day of completed Microsoft training
- **Duration:** 180 days from your first training session
- **Application:** Automatically applied to your next Microsoft course
- **Balance:** Expires after 180 days if unused
- **Minimum:** Typically three days of certified Microsoft training to activate



START EXPLORING OUR SOLUTIONS
AND WORKING ON YOUR CAREER
PATH TODAY.

ULTIMATE PASS

LEARNING PASSPORTS

MICROSOFT FUNDAMENTALS TRAININGS

CYBERSECURITY TRAINING

PUBLIC SECTOR REBATES

\$100 OF CREDIT PER MICROSOFT TRAINING DAY



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