



The Sun Academic Initiative (SAI) is a collaborative relationship between Sun, Pearson VUE and academic institutions. Courses delivered through this program will introduce students to Sun Microsystems technologies, prepare them for industry-leading certification, and equip them with marketable IT job skills.

As part of this program, selected colleges and universities become Authorized Sun Education Centers (ASEC), enabling those institutions to deliver training on Sun technologies to their students. In addition, students can obtain free access to selected online courses and discounts on certification exams through the Sun Learning Center.

SAI provides the groundwork to expand students' knowledge base and master the skills that will propel them into exciting and fulfilling careers. The SAI courses prepare students for certification in Sun technologies, such as the Java programming language and Solaris Operating System. And, with certification comes acknowledgment of specific technology skill sets. Professional certification helps graduating students stand above the crowd when marketing themselves to potential employers.

Through its partnership with Pearson VUE, the SAI Program now offers discounts of at least 60% off the retail price of certain Sun certification exams. The cost of certification has been a significant barrier in the academic market, so we are pleased to launch this partnership and provide substantial benefits to students.

Pearson VUE has created an aggressive marketing campaign to reach participating SAI institutions and encourage support of certification testing. As part of the marketing campaign, Pearson VUE distributes discount exam coupons along with program posters and other materials that promote the SAI program and the benefits of certification. Using these discount coupons, students are able to take Sun certification exams in one of over 3,400 test centers world wide.

Pearson VUE offers the largest academic testing channel in the world. Its strong presence in the academic market will be of tremendous value in our academic program development and the growth of the SAI program.

Pearson VUE is the electronic testing business of Pearson Education, the global leader in integrated educational publishing including imprints such as Pearson Prentice Hall,

Pearson Addison Wesley and Sun Microsystems Press. Pearson VUE is the authorized test delivery provider for major IT sponsors, including Microsoft, Cisco Systems® and CompTIA, delivering exams through our network of more than 3,400 test centers in over 145 countries. Pearson is classified as a “strategic partner” by Sun. Pearson, the publisher of Sun Microsystems Press and Java Series, is a large customer of Sun products, and is helping Sun penetrate the academic market by bundling schools solutions on Sun equipment. Pearson sells to over 40,000 schools in the United States alone, touches every U.S. college student, and 1/3 of all college students around the world.

Pearson VUE has partnered with the Sun Academic Initiative (SAI) to offer discount certification testing for students affiliated with qualifying SAI institutions.