Facts and figures – Atea Sweden

1900 employees
1000 consultants
30 offices
SEK 8,8 billion in revenues
Facts and figures – Atea Group

- 6500 employees
- 3700 consultants
- 84 offices
- 7 countries

NOK 22 billion in revenues

Listed on the Oslo Stock Exchange
ATEA-Cisco Partner Relations

- Cisco’s longest Partner relation within the Nordic countries (1988)
- Cisco’s first Goldpartner in the Nordic Countries (1994)
- Maintaining Goldpartner status every year – so far
- Produced more than 30 CCIE’s in Sweden
- Cisco’s best selling partner from 1988 until 2014
- Cisco is ATEA premium choice regarding comm-equipment
- A complete portfolio of Cisco services
- Very close relations to Cisco EMEA, Nordic & Sweden
- Member of Cisco Tac-Advisory Board since start
- Partner Business Consulting project with Cisco
- Will continue maintaining/increasing all god relations with Cisco
- Cisco TTA in all AT areas
- Member PLAB
- Member POAB
Cisco Specializations, Certifications & ATP

Current Specializations & ATP
• Cisco Gold Partner
• Cisco TAC Certified
• Advanced Enterprise Network Architecture Specialisation
• Advanced Security Architecture Specialisation
• Advanced Collaboration Architecture Specialisation
• Advanced Datacenter Architecture Specialisation
• ATP - Cisco TelePresence Video Master
• ATP ISE
• ATP Invicta

Current certifications in Sweden
✓ 14 CCIE
  ✓ 2xCCIE Security
  ✓ 1xCCIE Wireless
✓ 53 CCNA
✓ 26 CCNP
✓ 14 CCDA
✓ 90 individual Cisco certifications

Current CCIE Certification in the rest of Scandinavian
✓ 20 CCIE in Norway
✓ 15 CCIE in Denmark
✓ 2 CCIE in Finland
Development

Atea MAP
Mål • Ansvar • Prestation

ATEA CAMPUS

TP2B

Traineer till Atea — vill du vara en i laget?

ATEA
Atea Sverige, Employee survey 2012 - 2014

![Bar chart showing employee survey results for Atea Sverige from 2012 to 2014. The chart compares different areas such as work climate, goals and vision, organisation, customer focus, and leadership. The results are represented with blue, red, and green bars for each year, showing trends and improvements over the years.](image-url)
We are passionate about what we do
We take personal responsibility
We put the team first

We aim high!
Atea´s requirements on Networking Professionals
Ateas requirements on Networking Professionals

✔ Experienced and Certified
✔ Ability to explain complex solutions in a simple way
✔ Experience of working in projects
✔ Lead technical workshops
✔ The ability to promote yourself and your skill!
✔ New trends and new approaches also changing requirements

Young network personnel acquire the best experience by working broader initially and then specialize.
New Expectations – Wider And Deeper Skills

Know Something About Everything

Know Everything About Something
New Skill Model for Networking Professionals

Know **Something** About **Everything**

- Need For Similar Models for ALL IT Technologists
- Need For Tight Interactions Between IT Functions
Next Generation DataCenter

New trends and new approaches changing requirements

The network is the basis for everything else....

Data Center

Software Defined Anything

Converged / HyperConverged

Role Based Access/Security

Automation

Hybrid / Cloud Delivery
Automate all services, Layer 1-7...

Software Defined Network

- Load Balancers
- Firewalls
- Routers
- Switches
Network, What is the Challenge?
Get away from “box” thinking…

SDN Architecture

Application Layer

Control Layer

Infrastructure Layer
Any Questions?
TP2B - The Place To Be