Nordic & Baltic Conference 2015

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WW company
We do Cisco Training in the Private Sector

- Routing & Switching
- SDN (Automation)
- IoT
- Security
- Wireless
- Data Center
- Collaboration
- Storage
- Prime
We like Cisco Networking Academy since the start

- You start them up
- We continue
Room for improvement

- Certification
- Certification
- Certification
- Why?
Minimum CCNA or No work after NA

- The Cisco Partners will only hire certified people
- Minimum CCNA
You need to convince them

- 15 000 students in the Nordic Area = 100-200 certifications.
- You need to tell the youngsters 1000 times:
  - Use the CCNA Voucher within 3 months
- It is worth....
Hiring Company costs

- A 5 day course have the total cost of about €11 000. Time, overtime, travel, hotel.

- You normally need 2 courses, ICND 1&2 = €22 000, to train a rookie, right?

- This is what a CCNA is worth for the hiring Partner

- Partners need the certification for the Audit.

- And…
What’s in it for the student

Salary €
- CCNA 2500 - 3500/month
- CCNP 3500 - 5000/month
- CCIE 5000 – 10000/month
Fast Lane will contribute

- The students can refresh their Cisco knowledge by attending the CCNAX course within 1 year after finishing their studies.
- Show us a guilty Course Completion and get 50% discount.
- The code is FL-NA-CCNAX
- We can set it up together at your facilities.
- We can talk to the Cisco Partner org. to use MDF for Certification
Use the Fast Lane Community Site

• Free pre and post tests:
  www.fastlane-community.com
Cisco Certifications

**CCENT**
- CCNA R&S
- CCDA
- CCNA Concentrations
- CCNA DATA CENTER
- CCNA SERVICE PROVIDER

**CCNP R & S**
- CCDP
- CCNP SERVICE PROVIDER
- CCNP VOICE
- CCNP SECURITY
- CCNP Wireless
- CCNP DATA CENTER

**CCNP SERVICE PROVIDER**
- ICND1
- ICND1, ICND2
- ICND1, ICND2, DESGN
- ICND1 and IINS or IIUC or IUWNE
- DCICN, DCICT
- SPNGN1, SPNGN2

**CCIE ROUTING & SWITCHING, VOICE, SECURITY**
- STORAGE, WIRELESS
- SERVICE PROVIDER
- DATA CENTER

- ROUTE, SWITCH, TSHOOT
- ROUTE, SWITCH, ARCH
- SP-ROUTE, S-PADVROUTE, SP-CORE, SP-EDGE
- CVOICE, CIPT1, CIPT2, TVOICE, CAPPS
- SISAS, SENSS, SIMOS, SITCS
- CUWSS, IUWMS, IAUWS, IUWVN
- DCUCi, DCFI, DCUCT, DCUFT, DCUCD, DCUFD

- Cisco Internetwork Expert, CCIE
- About 20 courses
- About 30 000 pages
- About 4500 hours
- About Euro 150 – 200 000
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