



Global Knowledge™



2009

Cisco training

Europe's largest Cisco
Learning Solutions Partner (CLSP)

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Welcome to Global Knowledge

Train with Global Knowledge and join the ranks of IT professionals who have made us the world's largest and most trusted Cisco Learning Solutions Partner. Our instructors add their vast real-world networking industry knowledge to the Authorised Cisco curriculum to create a superior learning experience that includes custom, hands-on labs that put you on the fast track to competency and certification. That's why every year more IT professionals learn Cisco technologies with Global Knowledge than any other training provider in the world.

We offer a broad and comprehensive portfolio of Cisco courses and certifications.

IP Communications
Routing and Switching
Security
Wireless/Mobility
Data Center

- CCENT
- CCNA
- CCDA
- CCDP
- CCNP

- CCSP
- CCVP
- CCIP
- CCIE
- Cisco Qualified Specialist

Global Knowledge Worldwide



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- Korea
- Kuwait
- Libya
- Malaysia
- Mexico
- Morocco
- Netherlands
- Norway
- Portugal
- Qatar
- Saudi Arabia
- Senegal
- Singapore
- Spain
- Sweden
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- Tunisia
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- United Kingdom
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Free resources with Knowledge Centre

The Global Knowledge resource centre is your destination for free and helpful information including white papers, case studies, subscribe to the free web seminars and sign up for our monthly enewsletter, visit us at <http://www.globalknowledge.net/resources>

Free business reference papers

Many to download on Cisco topics, including:

- VoIP: How to Plan for the Bandwidth and Calculate the Cost Savings
 - The Life and Death of a Rogue AP: Using Cisco's WCS to Manage Potential Rogue APs
- visit us at <http://www.globalknowledge.net/resources>

Capability and Learning Services

Our single focus is on the excellence in the delivery of training programmes for our customers. As well as classroom training, we provide extensive portfolio of services including:

- Managed Services
- Training Consultancy
- Training Needs Analysis
- Hosted Learning Management System (LMS)
- E-Learning customer development
- Reporting Analysis
- Blended Learning Solutions Design
- Training Programme Roll-out
- Mentoring
- Onsite services
- Bespoke training content

For more information please call your local office or email info@globalknowledge.net



Why Train with Global Knowledge?

Rich Learning Experience

Modern equipment, hands-on labs and peer collaboration all contribute to a rich and rewarding learning experience.

The Best Instructors

Our instructors are practicing technology professionals with specialised training backgrounds who bring their real-world experience to the classroom.

Vendor Neutrality

Unlike other training companies we provide a vendor neutral approach to information technology, a key component in preparing students for successful implementations.

Accredited Training

The quality of Global Knowledge training has been endorsed by leading worldwide technology vendors who have authorised us to deliver their training including Microsoft, Cisco, Nortel, IBM, Novell, Citrix, Macromedia, RSA, Prince, ITIL and more.

Complete Curriculum

We offer the most complete networking curriculum available in the industry. Train on vendor-neutral or vendor-specific networking technologies including Microsoft, Cisco and Nortel.

The Best Course Content

Global Knowledge not only provides you with expert technical content, we also incorporate advanced learning techniques to ensure comprehension. Along with a wide range of IT courses, we also focus on what you need to reach your personal and career goals.

Complete Certification Preparation

With our unmatched blend of certification tracks, delivery methods and value-added resources, you can count on us to help you reach your certification goals.



Custom Hands-On Labs

Our vendor-neutral and authorised courseware includes custom labs and exercises to maximise your hands-on training. Our courses utilise more hardware, provide more challenging scenarios and offer greater detail than other security courses in the industry.

Robust Delivery Options

Only Global Knowledge offers the complete, integrated blend of delivery options that match your specific training needs. We deliver premium content and expert instruction in the classroom, at your company, over the Web and even on CD. Delivery options include any combination of classroom training, on-site learning, virtual classroom e-learning and self-paced e-learning.

Flexible Courses That Fit Your Needs

Building our courses with individual learning objects allows us to easily customise a solution that meets the needs of your organisation. From editing standard course curriculum to creating custom course content that complements the best practices of your organisation's project management methodology, we have the experience and expertise to deliver exactly what you need.

Delivery Methods

Global Knowledge provide a combination of instructor-led and self-paced learning, offered via a blend of delivery options that match your specific training needs. We deliver premium content and expert instruction in the classroom, at your company site, via the web and CD.

Classroom Learning

Our expert instructors, hands-on labs and superior content provide excellent, results-oriented training in the classroom. A complete schedule is available on our website.

Self-Paced e-Learning

Our self-paced e-learning features the same superior content as our instructor-led training, with delivery available via CD-ROM or the web - when, where and how you need it. Try it now!

e-Labs

Global Knowledge exclusive e-Labs and lab practices offer access to live Cisco hardware over the Internet. When combined with our self-paced e-Learning, you will get the highest quality content and the hands-on experience you need to solve your IT challenges.

Virtual Classroom e-Learning

Our virtual classroom e-learning delivery option combines the best of classroom learning with the best of online learning by featuring live, instructor-led training via the Internet. Live labs use real equipment in real time without the need to travel. Try it now!

On-Site Learning

Train a small group or initiate a corporate-wide project with our private, On-Site delivery option. Choose from our core courses or we will tailor one to meet your needs.

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www.globalknowledge.net/news

Cisco Channel Programme Specialisation Requirements & Recommended Training

Certification level directly reflects Partner's technology skills breadth across key technologies and Certification is no longer based on a point's model. The key points of the programme are:

- **Cisco Partners** are required to meet specific Specialisation requirements based on their certification level (i.e. Gold, Silver, Premier)
- **Specialisation** requires a number of individuals to satisfy Job Role requirements (Account Manager (AM), Field Engineer (FE), Sales Engineer (SE))
- **Job Roles** require individuals to pass one or more Certifications and/or Cisco Qualified Specialists (CQS) Exam(s)
- **Certifications and CQS's** are made up of one or more courses that prepare an individual for one or more exams

Specialisation Levels

To support the certifications there are three specialisation levels:

Express Specialisation:

Two Express Specialisations are available to partners:

- Express Foundation Specialisation provides integrated training in routing and switching, wireless LAN, and security technologies. This training is required for all Premier and Silver Certified Partners.
- Express Unified Communications Specialisation qualifies partners in the area of converged data, voice, and video networking.

Advanced Specialisation:

Partners can achieve Advanced Specialisation in four technology areas:

- Unified Communications
- Security
- Wireless LAN
- Routing and Switching

The number of specialisations required is determined by the Partners' required level of certification.

Master Specialisation:

Partners with a highly qualified practice in a given technology can achieve Master Specialisation, regardless of certification level. This enables Partners to deliver more complex and specialised business solutions and provides greater opportunities for differentiation.

Master Specialisation is currently only available in two technology areas:

- Unified Communications
- Security

Cisco Channel Programme Certification Prerequisites

Title	Account Manager	Systems Engineer	Field Engineer	Total Individuals
SMB Select	CSE (1)	*CCDA(1)	*CCNA(1)	2
*Engineer (EN) role combines Systems Engineer (SE) and Field Engineer (FE) Cisco Career Certifications are not required				

Premier Partner

Specialisation Requirements:

Express Foundation

Prerequisites - Individual Minimum Requirements:

Minimum number of certified individuals required = 3 :

Title	Account Manager	Systems Engineer	Field Engineer	Total Individuals
SMB Select	CSE (1)	CCDA(1)	CCNA(1)	3
*Engineer (EN) role combines Systems Engineer (SE) and Field Engineer (FE) Cisco Career Certifications are not required				

Silver Partner

Option 1

Specialisation requirements:

- Express Foundation
- Any two Advanced Specialisations

Option 2

Specialisation requirements:

- Express Foundation
- Express Unified Communications
- One Advanced Specialisation (except Advanced Unified Communications)

Prerequisites - Individual Minimum Requirements:

Minimum number of certified individuals required = 5
CCIE requirements for certification = 2

Program Requirements	Account Manager	Field Engineer	System Engineer	Total Individuals
Express Foundation	CSE (1)	CCDA(1)	CCNA(1)	3
Express Unified Communications	CSE (1)	CCDA(1) or CCNA(1)		2
Advanced Routing and Switching	CSE (1)	CCDA(1)	CCNP(1)	3
Advanced Unified Communications	CSE (1)	CCDA(1)	CCVP(1)	3
Advanced Security	CSE (1)	CCDA(1)	CCSP(1)	3
Advanced Wireless LAN	CSE (1)	CCDA(1)	CCSP(1)	3

Gold Partner

Specialisation requirements:

- Advanced Unified Communications
- Advanced Routing and Switching
- Advanced Security
- Advanced Wireless LAN

Prerequisites - Individual Minimum Requirements:

Minimum number of certified individuals required = 12
CCIE requirements for certification = 4

Program Requirements	Account Manager	Field Engineer	System Engineer	Total Individuals
Advanced Routing and Switching	CSE (1)	CCDA(1)	CCNP(1)	3
Advanced Unified Communications	CSE (1)	CCDA(1)	CCVP(1)	3
Advanced Security	CSE (1)	CCDA(1)	CCSP(1)	3
Advanced Wireless LAN	CSE (1)	CCDA(1)	CCNA(1)	3

Notes:

Each role must be satisfied by a unique individual
Individuals satisfying roles in Express Foundation can also be utilised to fill one role in one other specialisation

Master Specialisatie

De Cisco Master Specialisatie is een elite groep van partners die de meeste diepgaande kennis en vaardigheden van specifieke technologieën hebben en aantoonbaar succesvol zijn in de verkoop, het uitrollen en het verlenen van de meer vooruitstrevende Cisco oplossingen.

Partners met een hoog gekwalificeerde bedrijfsvoering in een specifieke technologie kunnen de Master Specialisatie verdienen, onafhankelijk van hun level van certificering. Daarnaast geeft de Master Specialisatie een hoger onderscheidingsniveau voor partners en helpt het de expertise te benadrukken en deze naar de markt te reflecteren.

Op dit moment biedt Cisco twee Master Specialisaties aan, de Master Unified Communications Specialisatie en de Master Security Specialisatie. Om een Master Specialisatie te behalen dienen partners in het bezit zijn van een Advanced Specialisatie op het gebied van een specifieke Cisco technologie. Daarnaast zijn er aan het behalen van de Master status strikte voorwaarden verbonden. Partners dienen namelijk hun vaardigheden en klant successen aan te kunnen tonen in de volgende 3 gebieden:

- Verkoop vaardigheden: investeringen in commercieel personeel, kennis van producten en oplossingen, specifiek door Cisco voorgeschreven aangetoonde vaardigheden en klantreferenties die aantonen dat men beschikt over diezelfde Cisco voorgeschreven Solutions en Services
- Technische vaardigheden: additionele technische medewerkers, inclusief additionele CCIE gecertificeerde medewerkers
- Services capaciteiten en methodologieën: kennis en vaardigheid voor het afnemen van een services assessment gedurende de fases van de Cisco Lifecycle Services aanpak, te weten de fases Prepare, Plan, Design, Implement, Operate, and Optimize; de kennis en vaardigheid van de ISO voorgeschreven vaardigheden voor Cisco specifieke services

Om de integriteit en de waarde van de Master Specialization te waarborgen, voert Cisco elk jaar een onsite audit uit om de technologische vaardigheden en Service mogelijkheden van de partner te valideren.

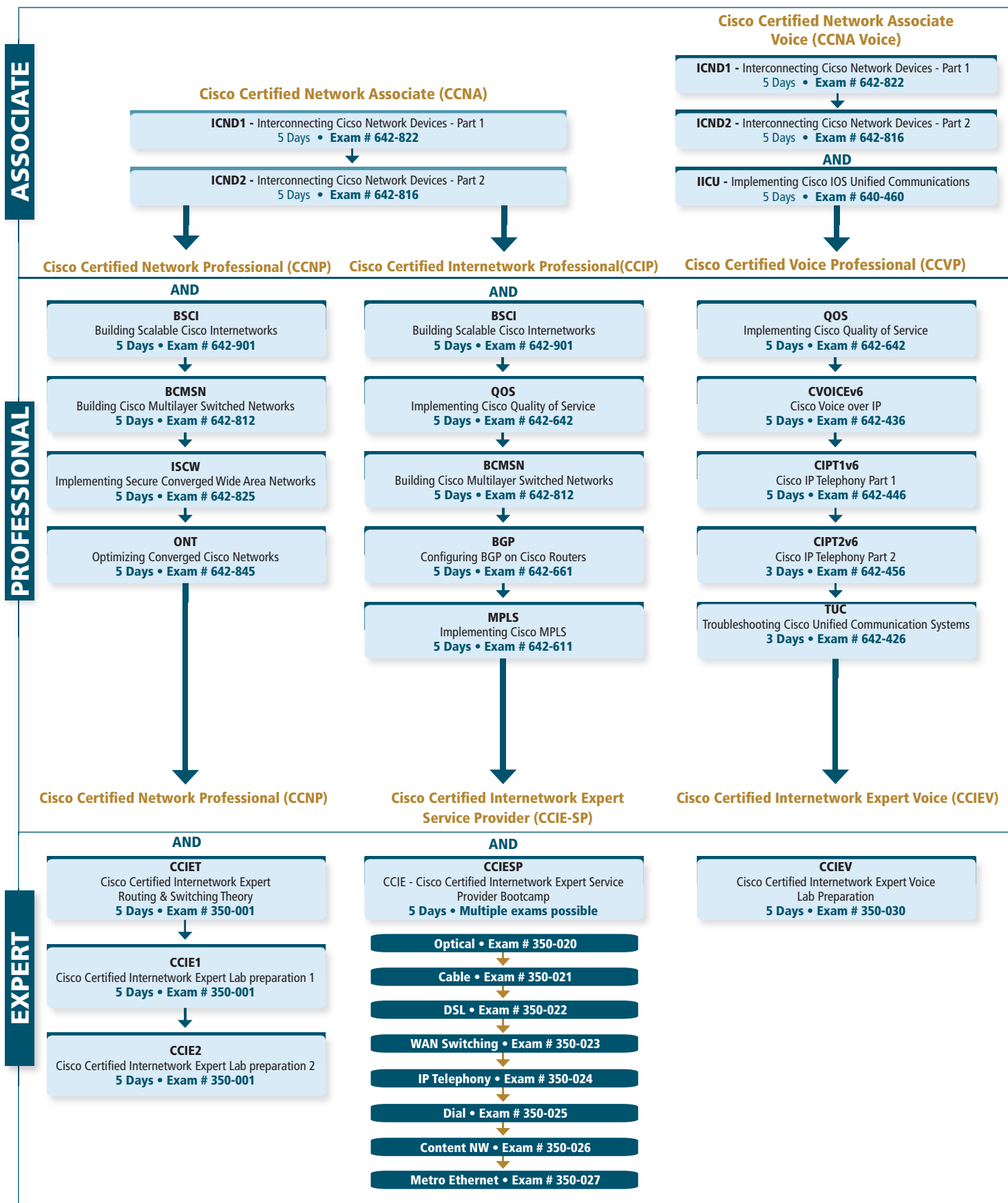
Role Sharing

- Eén gekwalificeerd persoon mag de rol van Account Manager vervullen tot een totaal van 4 specialisaties
- Eén gekwalificeerd persoon mag de rol van System Engineer vervullen tot een totaal van 2 specialisaties
- Eén gekwalificeerd persoon mag de rol van Field Engineer vervullen tot een totaal van 2 specialisaties

Individuele personen mogen onderling niet variëren tussen de rol van Account Manager, System Engineer en de Field Engineer.



Cisco Certificeringstraject - Cisco Associate, Professional en Expert Certificering



Cisco Certified Network Associate Security (CCNA Security)

ICND1 - Interconnecting Cisco Network Devices - Part 1
5 Days • Exam # 642-822

ICND2 - Interconnecting Cisco Network Devices - Part 2
5 Days • Exam # 642-816

AND

IINS - Implementing Cisco IOS Network Security
5 Days • Exam # 640-453

Cisco Certified Security Professional (CCSP)

SNRS
Securing Networks with Cisco Routers & Switches
5 Days • Exam # 642-503

SNAF
Securing Networks with ASA Fundamentals
5 Days • Exam # 642-524

IPS
Implementing Cisco Intrusion Prevention System
5 Days • Exam # 642-533

Plus one of the Following:

SNAA
Securing Networks with ASA Advance
5 Days • Exam # 642-515

MARS
Implementing Cisco Security Monitoring:
Analysis & Response System
2 Days • Exam # 642-544

CANAC
Implementing NAC Appliance (Cisco Clean Access)
3 Days • Exam # 642-591

Cisco Certified Internetwork Expert Security (CCIESEC)

CCIESEC
CCIE Security - Lab
5 Days • Exam # 350-018

Cisco Certified Design Associate (CCDA)

ICND1 - Interconnecting Cisco Network Devices - Part 1
5 Days • Exam # 642-822

ICND2 - Interconnecting Cisco Network Devices - Part 2
5 Days • Exam # 642-816

AND

DESGN - Designing for Cisco Internetwork Solutions
5 Days • Exam # 640-863

Cisco Certified Design Professional (CCDP)

BSCI
Building Scalable Cisco Internetworks
5 Days • Exam # 642-901

BCMSN
Building Cisco Multilayer Switched Networks
5 Days • Exam # 642-812

ARCH
Designing Cisco Network Service Architectures
5 Days • Exam # 642-873

Cisco Certified Network Associate Wireless (CCNA Wireless)

ICND1 - Interconnecting Cisco Network Devices - Part 1
5 Days • Exam # 642-822

ICND2 - Interconnecting Cisco Network Devices - Part 2
5 Days • Exam # 642-816

AND

IUWNE - Implementing Unified Wireless Networking Essentials
5 Days • Exam # 640-721



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