



Worldwide Partner Organization
Partner Business Management

Think Partnership

Partner Education Connection (PEC)

07 May 2012

Bi-Weekly Content Update: 21-Apr-2012 through 05-May-2012

We are pleased to share our bi-weekly update for new content deployed and content moved to end-of-life. This update includes registrations for the top five courses accessed from our previous update categorized, by theatre, and a new PEC Tip.

We welcome input on how we may further support your efforts. Send a message to pec-content@cisco.com with any suggestions or feedback.

Key Highlights:

Top five course usage since previous update, categorized by theatre:

[GLOBAL](#), [AMERICAS](#), [APJC](#), [EMEA](#)

Today's [PEC TIP](#)

New Deployments:

138 New Courses	
Architectures	Borderless Networks Collaboration Data Center and Virtualization
Cisco Products	Collaboration Network Management and Automation Optical Networking Routers Video and Content Delivery Wireless
Cisco Network Solutions	Mobility

End-of-Life:

82 Pieces of content moved to [end-of-life](#) status

Top Five Course Registrations:

The following 4 tables represent the top five course usage since the previous update, categorized by Theatre

GLOBAL[Back to Top](#)

Course Title	Registrations
Cisco Sales Essentials v6.0	263
Smart Business Roadmap for Small Business	214
PIW - ASA 5500X – Next Generation Firewall Technical Overview - PDF	187
Cisco Small Business v2	174
Cisco Small Business - Routing v1	169

The Americas (AMERICAS)[Back to Top](#)

Course Title	Registrations
Cisco Sales Essentials v6.0	170
Smart Business Roadmap for Small Business	104
Cisco Sales Essentials v6.0 - Downloadable	85
Interconnecting Cisco Networking Devices Part 1 (ICND1) v1.0 (Revised)	83
Cisco Small Business - Routing v1	79

Asia Pacific/Japan/Greater China (APJC)[Back to Top](#)

Course Title	Registrations
Cisco Small Business - Routing v1	28
Smart Business Roadmap for Small Business	27
Cisco Small Business v2	27
Cisco Small Business - Security v1	23
Cisco Sales Essentials v6.0 - Downloadable	23

Europe, Middle East, and Africa (EMEA)[Back to Top](#)

Course Title	Registrations
PIW - ASA 5500X – Next Generation Firewall Technical Overview - PDF	165
PIW - ASA 5500X – Next Generation Firewall Sales Overview - PDF	82
Smart Business Roadmap for Small Business	72
Cisco Small Business v2	65
Cisco Sales Essentials v6.0	58

[Back to Top](#)**Architectures****Borderless Networks**[Accelerating Core Sales - 1 Accelerating Core Sales - Core Switching.pdf](#)[Accelerating Core Sales - 1 Accelerating Core Sales - Enterprise Megatrends.pdf](#)

Accelerating Core Technology Sales - Core Movilidad.pdf
Accelerating Core Technology Sales - Core Routing.pdf
Accelerating Core Technology Sales - Core Security.pdf
Accelerating Core Technology Sales - Enterprise Megatrends & Switching - WebEx
Accelerating Core Technology Sales - Mobility - WebEx
Accelerating Core Technology Sales - Routing - WebEx
Accelerating Core Technology Sales - Security - WebEx
BN Day - Cisco IronPort Content Security - PDF
BN Day - Cisco IronPort Email Security - PDF
BN Day - Cisco IronPort Web Security Appliance
BN Day - Cisco ScanSafe Cloud Web Security - PDF
BN Day - Cisco SecureX - PDF
BN Day - Cisco Security Sales Update - PDF
BN Day - Cisco Security Sales Update II. - PDF
BN Day - Cisco Security Sales Update III. - PDF
BN Day - Nowe IPS4300 - PDF
BN Day - Nowe firewallo/Nowy moduł ASA CX - PDF
BN Day - Rozwiązania bezpieczeństwa Cisco
BN Day - TrustSec - PDF
BN Tour - BYOD (Intro) - PDF
BN Tour - BYOD: BN Architecture update - Technology roadmap - PDF
BN Tour - BYOD: Market transformation towards mobility - PDF
BN Tour - Channel Programs FY12 - PDF
BN Tour - Executive Introduction - PDF
BN Tour - ISE Business - PDF
BN Tour - ISE Technical - PDF
BN Tour - TOI Wireless CUWN 7.2 Update - PDF
Cisco Prime LMS - Tech Refresh - 1. How to Prestage

Cisco Prime LMS - Tech Refresh - 3. How to Analyze
Cisco Prime LMS - Tech Refresh - 4. How to Monitor
Cisco Prime LMS - Tech Refresh - 5. How to Deploy
Cisco Prime LMS - Tech Refresh - 6. How to Create and Setup Reports
ISE 1.1MR Demo - Android End user Experience
ISE 1.1MR Demo - Config
ISE 1.1MR Demo - MAC OSX(Lion)End User Experience
ISE 1.1MR Demo - Windows End User Experience
ISE 1.1MR Demo - iPad SSID
Nowe ASA5500X? , Nowe IPS dla Partnerów - Webex
PIW - Cisco Mobility Competitive Update - PDF
PIW - Cisco Mobility Competitive Update - WebEx
PIW - Core4 - Mobility - mp4
PIW - Core4 - Routing - mp4
PIW - Core4 - Security - mp4
PIW - Core4 - Switching - mp4
PIW - Top 5 Branch solutions for your customers - PDF
PIW - Top 5 Branch solutions for your customers - Webex
PVT - Optical - 100G showcase LAB - PDF
PVT - Optical - Cisco Packet Transport (CPT) Remote Demo LAB - PDF
PVT - Optical - Day 1 Part 1 - WebEx
PVT - Optical - Day 1 Part 2 - WebEx
PVT - Optical - Day 1 Part 3 - WebEx
PVT - Optical - Network Management - PDF
PVT - Optical - ONS 15454 MSTP R9.4 / R9.6 Update - PDF
PVT - Optical - Packet Optical update - PDF
PVT - Optical - RAMAN Ultra long span and AnyRateXP Lab/Demo session LAB - PDF
PVT - Optical - WSON / GMPLS demo LAB - PDF

PVT - Security - ASA 1000V, Secure Group Tagging in the DC - PDF
PVT - Security - ASA Version 9.0 Update - PDF
PVT - Security - Anyconnect 3.0 LAB - PDF
PVT - Security - Cloud LAB - PDF
PVT - Security - Cloud N1KV LAB - PDF
PVT - Security - Content Security Update: Scansafe & Ironport - PDF
PVT - Security - Day 1 Part 1 - WebEx
PVT - Security - Day 1 Part 2 - WebEx
PVT - Security - Day 2 Part 1 - WebEx
PVT - Security - Day 2 Part 2 - WebEx
PVT - Security - Demo Cloud Remote LAB - PDF
PVT - Security - IPv6 First Hop Security - PDF
PVT - Security - ISE Basic Classification LAB - PDF
PVT - Security - ISE Bootstrap LAB - PDF
PVT - Security - ISE Deployment LAB - PDF
PVT - Security - ISE Guest Service LAB - PDF
PVT - Security - ISE Posture Services LAB - PDF
PVT - Security - ISE Profiling Services LAB - PDF
PVT - Security - ISE Remote Access VPN using iPEP LAB - PDF
PVT - Security - ISE SGA LAB - PDF
PVT - Security - ISE Update & Chalk-n-Talk - PDF
PVT - Security - Intro Cloud LAB - PDF
PVT - Security - MACSEC LAB - PDF
PVT - Security - Next Generation Firewall Update: ASA-CX, ASA55x5 - PDF
PVT - Security - Router Security - FlexVPN - PDF
PVT - Security - Scansafe LAB - PDF
PVT - Security - Threat Defense LAB - PDF
PVT - Security - WSA LAB - PDF

[PVT - Security - Welcome - PDF](#)

[PVT - Security - Wireless LAB - PDF](#)

[Security & BYODソリューションアップデート - PPT](#)

[Security & BYODソリューションアップデート - VOD](#)

Collaboration

[29min-2012- Projet de Collaboration - Les étapes indispensables incluant le licensing - PPT](#)

[29min-2012- Projet de Collaboration - Les étapes indispensables incluant le licensing - WEBEX](#)

[29min-2012-04- Cisco Jabber IM for Everyone - PPT](#)

[CTU: Collaboration Breakaway PLUS - Como ser mas competitivo en Colaboracion - WebEx](#)

[CTU: Collaboration Breakaway PLUS.PDF](#)

Data Center and Virtualization

[CMSPEP - Cloud Services Development Seminar & NIL.PDF](#)

[CMSPEP - Cloud Services, NIL Partner proposal.PDF](#)

[CTU: CTU Negocio - Fabric Computing de tercera generacion \(UCS M3\) - Nuevo lanzamiento.PDF](#)

[CTU: Fabric Computing de tercera generacion UCS M3 - Nuevo lanzamiento - WebEx](#)

[Cisco Data Center Networking Infrastructure Design Specialist - Prescriptive Assessment](#)

[Cisco Data Center Storage Networking Sales Specialist - Prescriptive Assessment](#)

[Cloudverse-11-April-2012.pdf](#)

[PVT - Security - Cloud LAB - PDF](#)

[PVT - Security - Cloud N1KV LAB - PDF](#)

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Cisco Products

Collaboration

[29min-2012-04- Cisco Jabber IM for Everyone - WEBEX](#)

[29min-2012-04-HOW-TO_UC_on_UCS-C_v4-2 - PDF](#)

Network Management and Automation

[CPW: 2012-04-19 - Cisco Partner Webinar - Cisco Prime for Partner - PDF](#)

[CPW: 2012-04-19 - Cisco Partner Webinar - Cisco Prime for Partner - WebEx](#)

Optical Networking

[PVT1.pdf](#)

[PVT2.pdf](#)

[PVT3.pdf](#)

Routers

[CPW: 2012-04-19 - Cisco Partner Webinar - Cisco Prime for Partner - PDF](#)

[CPW: 2012-04-19 - Cisco Partner Webinar - Cisco Prime for Partner - WebEx](#)

[Partner Refresh - Update on Energywise Solutions and Connected Grid - PDF](#)

[Partner Refresh - Update on Energywise Solutions and Connected Grid - mp4](#)

[Partner Refresh - What's New in Cisco Prime Network Management - PDF](#)

[Partner Refresh - What's New in Cisco Prime Network Management - mp4](#)

Video and Content Delivery

[DTT for Americas - mp4](#)

[Selling SP Video – Digital Media Networks Part 1 of 2 - mp4](#)

[Selling SP Video – Digital Media Networks Part 2 of 2 - mp4](#)

[Selling SP Video: Cable Access Network Part 1 of 2 - mp4](#)

[Selling SP Video: Cable Access Network Part 2 of 2 - mp4](#)

[Selling SP Video: Wireline & Cable Headend Part 1 of 3 - mp4](#)

[Selling SP Video: Wireline & Cable Headend Part 2 of 3 - mp4](#)

[Selling SP Video: Wireline & Cable Headend Part 3 of 3 - mp4](#)

Wireless

[CPW: 2012-04-26 - Cisco Partner Webinar - Core4 Mobility - WebEx](#)

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Cisco Network Solutions

Mobility

Learning Category

Sales Tools

[CCW Configuration & Quoting Enhancements – March 2012 Release Training - Part 1](#)

[CCW Configuration & Quoting Enhancements – March 2012 Release Training - Part 2](#)

[CCW Ordering Enhancements – March 2012 Release Training](#)

Sales Training

[Exam - \(642-883\) Deploying Cisco Service Provider Network Routing - SPROUTE](#)

[Exam - \(642-885\) Deploying Cisco Service Provider Advanced Network Routing - SPADVROUTE](#)

[Exam - \(642-887\) Implementing Cisco Next-Generation Core Network Services - SPCORE](#)

[Exam - \(642-889\) Implementing Cisco Next-Generation Edge Network Services - SPEDGE](#)

Total Field

[PIW - How to Co-market with Cisco tools - PDF](#)

[PIW - How to Co-market with Cisco tools - WebEx](#)

[PIW - Quick Pricing Tool \(QPT\) – How to quote UC300, SBCS, Business Edition, SBA in Minutes - Webex](#)

[PIW - Quick Pricing Tool \(QPT\) – How to quote UC300, SBCS, Business Edition, SBA in Minutes - PDF](#)

End-of-Life

This update is also intended to inform you of content that has been changed to End-of-Life status. Removing dated content allows us to ensure the relevance of content posted on the PEC, and makes it easier for our Partners to search from among only current material. You can view the [End-of-Life](#) list now!

Regards,

The PEC Team

[Partner Business Management](#)