


Agenda

- Why is E-Learning important?
- Why is E-Learning important **to you?**
- E-Learning solutions: Customer needs
- Cisco's E-Learning Expertise
- Partnering with Cisco

A circular collage featuring a globe, a computer monitor, a stack of books, a CD-ROM, and a blue and white architectural structure.

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Unprecedented Challenges

- **Escalating Skill Requirements**

80% of the present workforce will need retraining

75% of net new jobs will be professional, technical, and managerial

- **Global Networking Skills Shortage**

1.9 million worker shortage by 2004

1 out of 3 networking jobs will go unfilled worldwide

- **Asia's Prosperity Depends on 'Up-Skilling' its Work-Force**



Source: IDC.

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Why is E-Learning Important?

"An organization's ability to learn and translate that learning into action is the *ultimate competitive advantage*"

– Jack Welch, CEO, General Electric

"E-learning will emerge as the next big application, determining a company's *ability to survive and compete*"

– John Chambers, President & CEO, Cisco

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E-Learning is Critical to E-Business Success



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The E-Learning Solution

E-learning gives your workforce the ability to turn change into an advantage...



...The ability to know more, and learn faster, at less cost

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What is E-Learning?

- Internet-enabling the entire learning process
- E-learning is...
 - E-communication
 - E-information
 - E-training
 - E-learning
- Knowledge Management



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Why is E-Learning important to you?

“Within 2 years, the market for E-learning software and services in Asia-Pacific will exceed US\$2 billion”



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Who is buying E-Learning Solutions in Asia Pacific?

Financial Institutions

- Nikko Securities, HSBC

Manufacturing and IT

- Samsung, Acer Group

Service Providers

- KT, SingTel, Telstra

Training Institutes

- Kim-Young Academy, Hess Language Institute

Universities

- Seoul National University, NUS

Governments

- Singapore MinDef, Guangdong

Media

- Star TV, Times of India

Property & Hotels

- Starwood Hotels, Henderson Land

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Nikko Securities (Financial Services example)

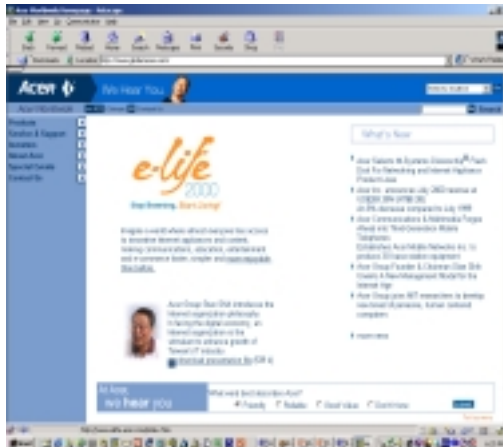


- Virtual Classroom to link 127 branch offices worldwide
- 1,000 sales staff with access to real-time virtual collaboration
- VoIP, live collaboration over low-bandwidth WAN links

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Taiwan's Acer Inc (Manufacturing example)

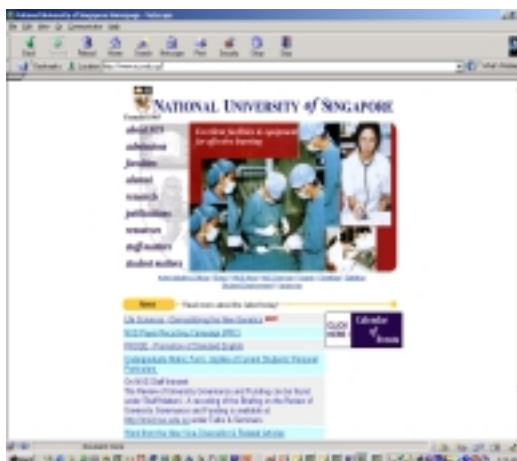


- Global IT manufacturer
- Developing comprehensive learning management system for its 30,000+ employees
- Working with educational and other institutions in Taiwan to deliver E-learning

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National University of Singapore (Education example)



- Virtual learning environment with classes broadcast across campus network
- Computer telephony from anywhere on the campus

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Australia's ComTech (Partner example)



- **Systems integrator with offices around Australia**
- **E-learning portal**
- **IP/TV for live training**
- **Learning plan with tracking**
- **Training roadmaps**

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Opportunities in Korea

- **Business**
 - new hire training
 - product/service training
 - regulatory training
 - certification
 - corporate announcements
- **Government/Education**
 - distance education
 - adult retraining
 - civil service training
 - business support
 - university multimedia

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What E-Learning can mean to You...

Opportunities to sell...

- Networking and hardware products
- Software applications
- Consulting services
- Leased-line and other telecom products
- 'Solutions Integration'

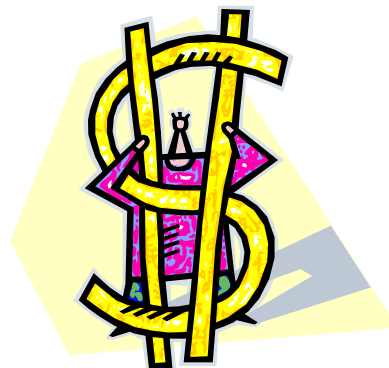


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What E-Learning can mean to You...

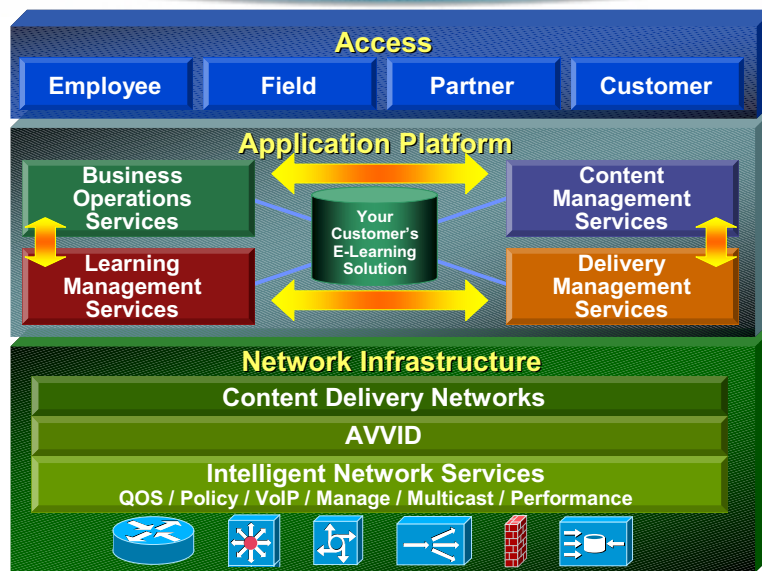
- Compete on Value
- *not price!*
- High-margin, Value-added E-business Solution
- High bandwidth, network-intensive application



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E-Learning Solutions: What the Customer Needs



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Cisco's E-Learning Expertise

World's leading
"E-learning Corporation"

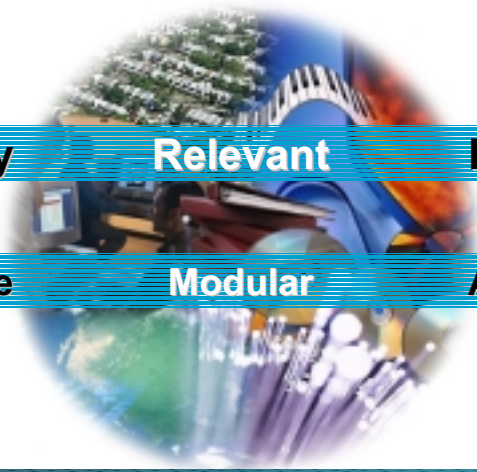
- Employees
- Partners
- Community
- Customers



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Cisco's Learning Challenge

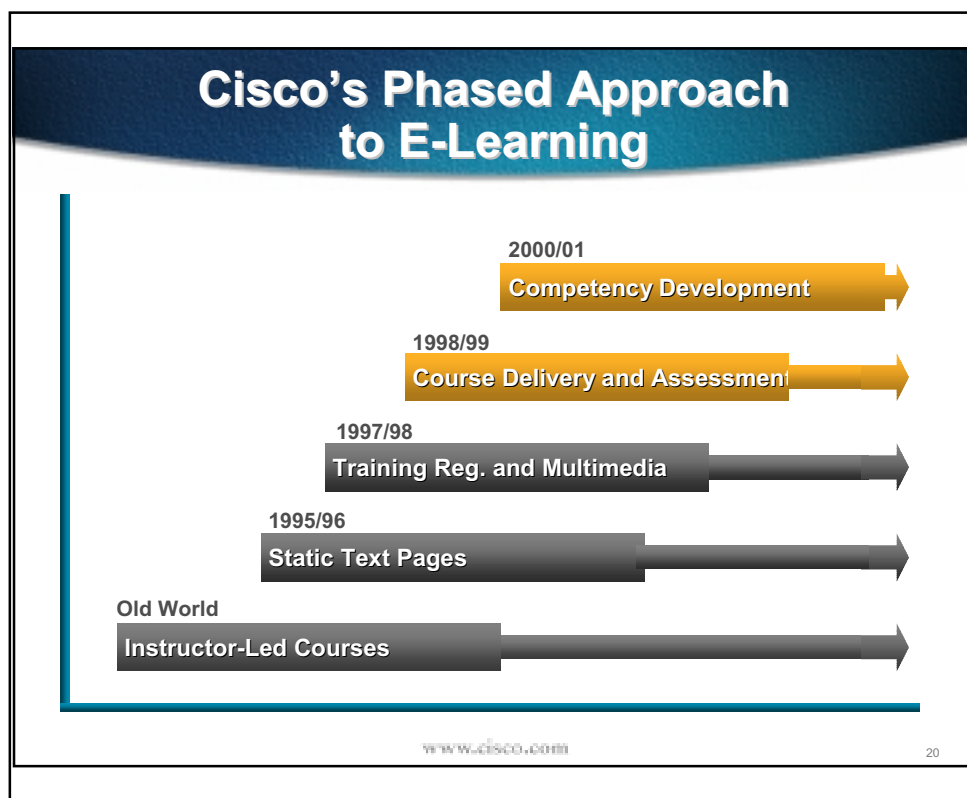


Timely	Relevant	Economical
Accessible	Modular	Accountable

Only E-Learning Could Provide the Desired Results

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Field E-Learning Connection

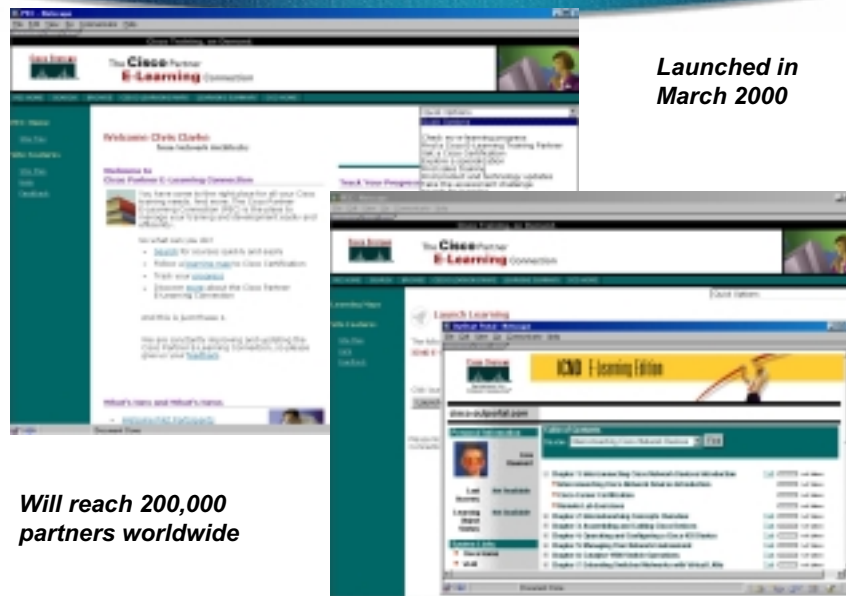
- Centralized management system
- Customized for each market



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Partner E-Learning Connection

*Launched in
March 2000*



*Will reach 200,000
partners worldwide*

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Cisco Networking Academy

The screenshot displays the Cisco Networking Academy website. At the top, there's a navigation bar with links like 'Home', 'About Us', 'Contact Us', and 'Search'. Below this, there are several featured sections. On the left, a 'Cisco Networking Academies' section lists various courses and their durations. In the center, there's a large image of a network diagram labeled 'LAB 9-1: Router Setup'. To the right, there's a section titled 'The Networking Academy Zone' with a list of links. At the bottom right, there's a sidebar with 'Quick Links' and 'Contact Us' information.

LAB 9-1: Router Setup

Overview: This lab is designed to help you understand the basic configuration of a Cisco router. It covers topics such as setting the hostname, configuring interfaces, and enabling routing.

Objectives:

- Configure the router hostname.
- Configure the router interfaces.
- Enable routing on the router.

Prerequisites:

- Basic knowledge of Cisco IOS commands.
- Access to a Cisco router.

Lab Steps:

- Step 1: Configure the router hostname.
- Step 2: Configure the router interfaces.
- Step 3: Enable routing on the router.

Lab Summary:

This lab provides a hands-on experience in configuring a Cisco router. By following the steps, you will gain a deeper understanding of the router's configuration process.

World's fastest-growing IT education program

- 110+ countries
- 6,000+ schools
- 160,000+ students

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Cisco E-Learning Solutions

The screenshot displays the Cisco E-Learning Solutions website. At the top, there's a navigation bar with links like 'Home', 'About Us', 'Contact Us', and 'Search'. Below this, there are several featured sections. On the left, a 'CiscoTV' section lists various training videos. In the center, there's a large image of a network diagram labeled 'The Security Wheel'. To the right, there's a section titled 'Worldwide Training Presents' with a list of links. At the bottom right, there's a sidebar with 'Quick Links' and 'Contact Us' information.

The Security Wheel

Overview: This diagram illustrates the components of a secure network architecture. It shows the relationship between various security protocols and services, such as IPsec, SSL, and VPN, and how they interact to provide a comprehensive security solution.

Objectives:

- Understand the components of a secure network architecture.
- Identify the key security protocols and services.
- Explain how these components interact to provide a secure network.

Prerequisites:

- Basic knowledge of network security concepts.
- Access to a secure network environment.

Lab Steps:

- Step 1: Configure the network for security.
- Step 2: Implement the security protocols and services.
- Step 3: Test the security configuration.

Lab Summary:

This lab provides a hands-on experience in implementing a secure network architecture. By following the steps, you will gain a deeper understanding of the security requirements and how to implement them.

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What Cisco Offers our Customers

Architecture

Product Technology Leadership
Intelligent Network Services
End-to-End Solutions

+

Expertise

Market Leader Experience
Internet Solutions Best Practices
World Class Service/Support

+

Ecosystem

Open Systems
Partnerships

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Partnering Opportunities with Cisco

“Cisco IQ Solution Partner for E-Learning”

- Solution Development
- Sales Tools
- Marketing and PR
- Account Planning



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Results from Earlier Workshops...

- **Com Tech (Australia)** conducting Four-city Customer Roadshow with Cisco – already identified 30-40 prospects
- **PCCW (Hong Kong)** signed up software partners, built complete solution and have co-marketed with Cisco
- **Acer Enrich (Taiwan)** building pilot case study with Cisco, planning “E-Learning for Manufacturing” CXO seminar
- **Frontline (Singapore)** have created full E-learning solution with partners and are pursuing major accounts with Cisco
- **Multipolar (Indonesia)** have identified key opportunities with Cisco and are developing sales and marketing plans
- **Qware (China)** identified local partners, working on huge E-learning education opportunities in Western China

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E-Learning = Business for You Are You Ready?



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