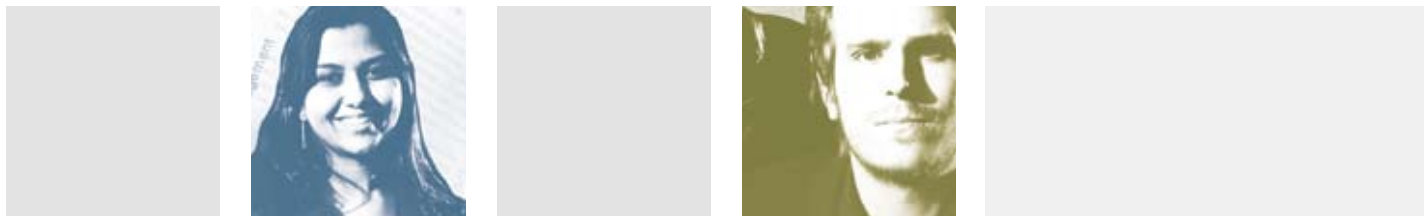




Learning@Cisco

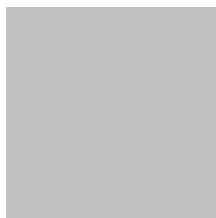


- **Cisco Learning Credits**
Get more from your network investment.



Benefit from integrating training from the start

By integrating the relevant training with your network solution, you gain the most from your investment faster—increased productivity, reduced cost of network ownership and accelerated adoption of advanced technologies for a competitive edge.



What are Cisco Learning Credits?

The Cisco Learning Credits Program is a way to simplify training procurement, enabling customers to:

- identify training requirements
- develop a training plan
- purchase training in the form of credits

These credits provide access to high quality, authorized training delivered by participating Cisco Authorized Learning Partners worldwide. Since Cisco Learning Credits are an offering on the Cisco price lists and from Cisco Solution Distributors, they may be purchased with a hardware, software or services, order or as a stand-alone item. Each Cisco Learning Credit pays for \$100 USD worth of Cisco training and may be redeemed with a participating Cisco Authorized Learning Partner for up to one full year from the date of activation. All Cisco courses (ILT, e-learning, and custom courses offered through Cisco Learning Partners and Cisco Learning Solutions Partners) are eligible for redemption.

What are the customer benefits?

Offering the unrivaled ability to purchase, redeem and manage Cisco authorized training, Cisco Learning Credits empower you to better optimize your Cisco network investment and benefit from a well-trained IT staff. Specific benefits include:

Administrative Efficiencies

- Eliminates the need to allocate funds for training on an ad hoc basis by encouraging the purchase of training concurrent with initial purchase.
- Reduces the time, effort, and expense of generating multiple purchase orders for training.
- Simplifies the administrative link between the customer, and the Cisco Learning Partner.
- Requires only one purchase order for the complete purchase.

Learning Credits Management Tool - Cisco Systems, Inc.

Learning Credits Management Tool

Customer CLC Account Statement

Company: Copper Mountain Collis
 Date Range: 01Jan2002 - 31Dec2009
 Report Date: 20/07/2004

SO Number	SO Number	Purchased	Redeemed	Available	Expired	Expiration Date
15JAN2004	145200024	100	0(0)	0	0	31JAN2005
02APR2004	047247072	100	0	100	0	31APR2005
Total		200	0(0)	100	0	

Usage Date	SO Number	Credits Used	Expiration Date	Cisco Learning Partner	Registrar	Course	Class Start Date	Attendees	Initiated By
27JUN2004	145200024	0(0)	27JUN2005	CLP Technical Training Experts Inc	Andrew Strand	SECUR	20Sep2004	3	Free-White
27JUN2004	145200024	0(0)	27JUN2005	CLP Technical Training Experts Inc	Andrew Strand	CMNS2	21Sep2004	5	Free-White
28JUN2004	145200024	0(0)	27JUN2005	CLP Technical Training Experts Inc	Andrew Strand	CLMFA	13Oct2004	5	Free-White
28JUN2004	145200024	0(0)	27JUN2005	CLP Technical Training Experts Inc	Andrew Strand	SECUR	20Oct2004	5	Free-White
Total		0(0)							

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Leverage the Complete Network Solution

- Integrates hardware, software, services, and training.
- Strengthens the linkage of training as an integral and indispensable piece of the networking solution purchase.
- Encourages discussion about training needs at the point of technology purchase instead of as an afterthought.

Access to Training Experts

- Cisco Learning Partners are the only authorized channel for delivering curriculum developed by Cisco. They have access to Cisco labs, simulations and the latest products.
- Cisco Learning Partners must meet stringent guidelines for authorization and their instructors must pass rigorous exams to become Cisco certified instructors.
- Participating Cisco Learning Partners offer a training needs assessment to help their customers identify training needs and develop training plans.

Determine how many Cisco Learning Credits to purchase – training map

The Cisco Learning Credits Training Map correlates available training with Cisco products and technology/solution areas. The Training Map includes an estimator, to assist in determining how many Cisco Learning Credits to purchase, and links to complete course descriptions and course registration information.

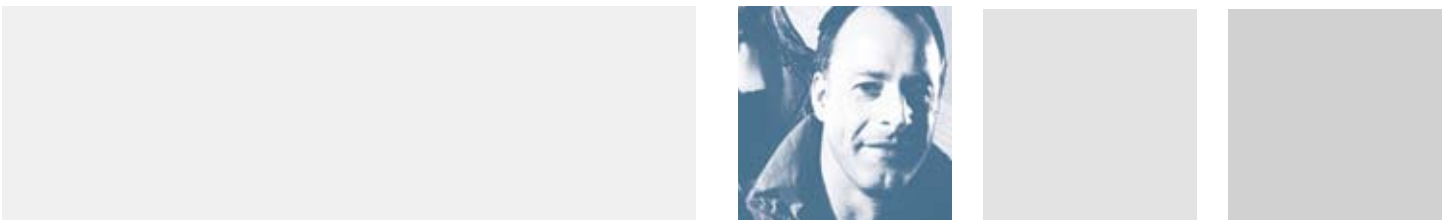
Redeem your credits

Cisco Learning Credits are valid one year from the date of activation and are redeemable with participating authorized Cisco Learning Partners for Cisco training including classroom-based courses, e-learning, and labs.

Manage your credits – Cisco Learning Credits Management Tool (LCMT)

Cisco Learning Credits are managed through a robust online tool that tracks transactions, validates redemptions, and sends monthly statements. The Cisco Learning Credits Management Tool enables customers to view their credit balance, review account transactions, monitor the courses taken by individuals and departments and generate reports.

Your Cisco network investment is only half the story. Optimizing it is the other half. Now, purchasing the training you need to get the most out of your Cisco network and gain greater productivity for your organization is easier than ever.



The value of authorized training—Cisco Learning Partners

Cisco Learning Partners and their Sponsored Organizations are the only authorized channel delivery source for Cisco training. Offering the highest quality training taught by Certified Cisco Systems Instructors, Cisco Learning Partners are uniquely positioned to provide the most up-to-date training customized to meet your needs.

Specifically, only Cisco Authorized Learning Partners offer:

- Content authorized by Cisco and created by Cisco product teams
- Certified Cisco instructors
- The latest Cisco Learning content
- Strict quality guarantee managed by a Cisco online evaluation system
- Virtual practice labs using the latest Cisco equipment
- Simulations created by Cisco to help prepare for Cisco exams
- Comprehensive learning needs and skills-gap analysis
- Customized courses that use Cisco intellectual property

How to purchase Cisco Learning Credits

Part Number	Credits	Value
TRN-CLC-000	10	\$1,000 USD
TRN-CLC-001	100	\$10,000 USD
TRN-CLC-002	500	\$50,000 USD
TRN-CLC-003	1500	\$150,000 USD

Cisco Learning Credits are listed on the Cisco global price list and may be purchased with your hardware, software or services or as a stand-alone item for an integrated network solution.

Additional Information and Resources

Cisco Learning Credits Program
www.cisco.com/go/learningcredits

Program details, brochures guidelines and Sales Support materials
www.cisco.com/go/learningcredits/channels

IT Certifications and Career Paths
www.cisco.com/go/certifications

Questions? Please contact clc-us@cisco.com



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