



Cisco Networking Academy: Kansas Profile

Cisco® Networking Academy® is playing a critical role in the U.S. economic recovery by preparing students for the sustainable jobs that government, education and industry all agree will fuel America's ability to innovate and compete, not just today but in the future. As the focus turns to infrastructure, Networking Academy provides students with critical IT and networking skills to design, build, and maintain the infrastructure highway that both the public and private sector now depend on for sustainability.

The new Obama administration clearly recognizes the importance that technology plays in preparing students to compete in a 21st century global economy. In a speech on January 8, 2009, at Virginia's George Mason University, President Obama highlighted the current science and technology skills gap in the United States and the urgent need to address it:

“To give our children the chance to live out their dreams in a world that's never been more competitive, we will equip tens of thousands of schools, community colleges, and public universities with 21st century classrooms, labs, and libraries. We'll provide new computers, new technology, and new training for teachers, so that students in Chicago and Boston can compete with kids in Beijing for the high-tech, high-wage jobs of the future.”

Cisco Networking Academy is a proven model for delivering 21st century learning because it delivers:

- rigorous and interactive curricula licensed at no cost to nonprofit educational institutions
- an e-learning platform that supports different learning styles
- web-based content available to students 24/7
- online assessments
- student performance tracking
- hands-on labs
- instructor training and support

Networking Academy is a unique public-private partnership between educational institutions, national, state and local government, and community-based organizations, currently educating more than 128,000 students in over 2,200 U.S. educational institutions.

As an education solution, Networking Academy encourages seamless educational pathways between secondary and post-secondary institutions by using curricula aligned to national and state education standards for math, language arts, and technology and industry certifications. These courses also help students prepare to pursue degrees related to science, technology, engineering, and math (STEM). Networking Academy courses provide instructors with tools to help students make the connection between their educational experience and their careers. In the United States, academies are located in high schools, technical schools, colleges, universities, and community-based organizations.

Cisco Networking Academy provides:

- IT and networking skills mapped to high-skill, high-demand, high-wage 21st century jobs across virtually every industry
- sustainable partnerships at all levels of education, including community colleges at the forefront of workforce development and retraining

- strong alignment with high school career and technical education programs that build technical skills and create pathways for high school graduates going either directly into the workforce or on to post-secondary education
- the skilled pipeline of talent required to design, build and maintain the infrastructure needed for economic recovery

Included in each state profile are Networking Academy statistics, IT workforce projections, and student/graduate stories. These state-by-state profiles will provide you with important information about the value Cisco brings to government, education and business through delivery of IT/networking skills and knowledge. Cisco Networking Academy educates the architects of today's networked economy.

Profiles are updated annually with core content, and we will continue to add student/graduate profiles. For your convenience, the library of profiles for each state, plus the District of Columbia and the United States as a whole, are accessible at <http://www.cisco.com/go/netacadresourcecenter>.

We welcome your suggestions for future profiles. Please send any questions and feedback to our U.S. Marketing Team via Nancy Bischoff at nbischof@cisco.com.

Learn More

Table 1 lists data about academies in Kansas. Table 2 lists information about Networking Academy curricula in Kansas, and Table 3 shows information by student education level.

For additional information about Cisco Networking Academy, visit <http://www.cisco.com/go/netacad>

Table 1. Cisco Networking Academy in Kansas

Networking Academy students	2210
Female Networking Academy students	14% female
Distinct cumulative academy students (having successfully completed a course)	9095
Academies	36
Academy instructors	64
Total estimated cumulative contribution value to Kansas academies*	\$5,097,523

Sources: AME/MRE FULL Package_10 31 08 Quarterly Metrics Date: Nov 13, 2008

Cumulative students are distinct; therefore, each student is only counted once.

*This estimate includes donations and discounts made to educational institutions implementing Cisco Networking Academy within Kansas.

*Sources: AME/MRE report #3616student and instructor enrollment by year 2008.11.24_JBZ_v8.xls

Table 2. Networking Academy Curricula in Kansas

Curriculum	All	ITE	CCNA 1, 2	CCNA 3, 4	Advanced Technologies and Other*
Number of academies by curriculum	36	56%	72%	44%	11%

The above curricula represent the core Networking Academy curricula.

*Includes CCNP, Security, Wireless, Java, UNIX and Panduit Network Infrastructure Essentials (PNIE)

Academies often teach multiple curricula and may be counted more than once in this table.

Source: AME/MRE rpt #3651 as of 10.31.08 v2 Date: Dec 8, 2008

Table 3. Kansas Academies and Students by Education Level

Education Level	Total Number	Secondary Schools	Community Colleges	Universities	Other
Kansas Students*	2210	32%	50%	18%	0%
Kansas Academies*	36	54%	35%	11%	0%

Sources: AME/MRE FULL Package_10 31 08 Quarterly Metrics Date: Nov 13, 2008

*For academies that self identify as more than one education level, the academies and students in this table are distributed proportionately across the education levels.

Academies represented in "Other" category include the following: community-based organizations, middle schools, the military, nontraditional educational settings, and post-graduate institutions.



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Active Cisco Networking Academies in Kansas U.S. Congressional District Database

Data for this report was gathered using the U.S. Congressional District Database. This tool was developed to communicate with congressional representatives about Cisco Networking Academy implementation in their home districts. The database maps actively teaching academies by congressional district or by all districts within a state, providing academy name, city, state, and congressional district. The listing by state is updated annually.

Table 4 lists information about academies in Kansas congressional districts.

Table 4. Networking Academies in Kansas Congressional Districts

Number of Kansas Congressional Districts	Number of Kansas Congressional Districts <u>with</u> Networking Academies	Number of Kansas Congressional Districts <u>without</u> Networking Academies	% Kansas Congressional District Penetration
4	4	0	100%

Academies listed here have taught a class with at least three students, or adopted a new curriculum, within the last twelve months

Source: MRE/Academy Connection, U.S. Congressional District Database Date: October 31, 2008

Active Kansas Cisco Networking Academies by Congressional District

Table 1. Indicates Cisco Networking Academy Training Center

Academies listed here have taught a class with at least three students, or adopted a new curriculum, within the last twelve months

Source: MRE/Academy Connection, U.S. Congressional District Database Date: October 31, 2008

Congressional District 1

- Cloud County Community College (Concordia)
- Colby High School (Colby)
- Concordia Senior High School (Concordia)
- Dodge City Community College (Dodge City)
- *Fort Hays State University (Hays)
- Garden City Community College (Garden City)
- Hutchinson Community College (Hutchinson)
- Hutchinson Vocational Technical Center/USD 308 (Hutchinson)
- Kansas Wesleyan University (Salina)
- Northwest Kansas Technical College (Goodland)
- Southwest Kansas Technical School (Liberal)
- *Southwest Plains Regional Service Center (Sublette)
- Syracuse High School (Syracuse)

Congressional District 2

- Allen County Community College (Iola)
- Auburn-Washburn USD 437 (Topeka)

- CTEC (Ottawa)
- Kaw Area Technical School (Topeka)
- Manhattan Area Technical College (Manhattan)
- Midway USD 433 (Denton)
- Neosho County Community College (Chanute)
- USD 453 Leavenworth (Leavenworth)
- Valley Falls High School (Valley Falls)
- West Franklin USD 287 / Pomona High School (Pomona)

Congressional District 3

- Bonner Springs High School (Bonner Springs)
- Johnson County Community College (Overland Park)
- Kansas City Kansas Area Technical School (Kansas City)
- Kansas City Kansas Community College (Kansas City)
- St. Thomas Aquinas (Overland Park)

Congressional District 4

- *Butler Community College (El Dorado)
- East High School (Wichita)
- Haysville Unified School District 261 (Wichita)
- North High School (Wichita)
- Sedan High School (Sedan)
- South High School (Wichita)
- Wichita High School Heights (Wichita)
- Wichita High School Northwest USD 259 (Wichita)



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Cisco Networking Academy: Workforce Development in Kansas

Cisco® Networking Academy® is ready to help U.S. workers learn critical IT and networking skills through academies located in high schools, community colleges, four-year colleges, and nontraditional settings. Developing in-demand technical skills in a timely, focused program enables students to quickly find and retain sustainable, high-paying jobs. Academy courses map to industry certifications and prepare students for technical jobs in a new, improved technical infrastructure across the nation. Even students who complete introductory courses will be prepared to work for companies that depend on a technical infrastructure for business sustainability.

“Obama’s pro-tech agenda could increase the number of technology jobs in the United States by 10 percent, adding about 300,000 high-paying IT positions.” –Katherine McGuire, VP of government relations, Business Software Alliance ¹

“Even with this economic downturn, the jobs outlook in IT for 2009 is better than that of many other industries, since IT is no longer at the peripheral of industries but at the core of their competitive edge, and IT will play a critical role in the infrastructure build out.” –David Foote, CEO of Foote Partners LLC, which analyzes IT wages and hiring data ¹

As the U.S. remains focused on economic recovery throughout 2009, there is a growing emphasis on upgrading the educational infrastructure to deliver the required knowledge and skills to build the needed technical workforce to support and maintain technology infrastructure assets and requirements. Just as the interstate highway investment created millions of construction jobs, which were then followed by maintenance and automotive jobs in the long term, so technology investments will initially create jobs necessary to design and deploy technology infrastructure, and these jobs will be followed by an array of new business opportunities.

“Investments in America’s digital infrastructure will spur significant job creation in the immediate term. An investment of \$40 billion in IT network infrastructure in 2009 will create more than 949,000 U.S. jobs, more than half of which will be in small businesses.” –Technology CEO Council press release ²

Cisco Networking Academy addresses the need for 21st century teaching and learning models that prepare students to move into the pipeline of talent needed to fill these high-skill, high-wage, high-demand careers.

“We will enable students of all ages to learn in 21st century classrooms, labs, and libraries, to help our students compete with any worker in the world.” –American Recovery and Reinvestment Plan press release ³

In a recent report, the Information Technology and Innovation Foundation “finds that investments in America’s digital infrastructure will spur significant job creation in the short run. Specifically, ITIF estimates that an additional investment of \$30 billion in America’s IT network infrastructure in 2009 will create approximately 949,000 U.S. jobs.” ⁴

¹ Computerworld, 1/5/09, *Stimulus could create thousands of IT jobs*, <http://www.computerworld.com/action/article.do?command=viewArticleBasic&articleId=331783>

² Technology CEO Council, Wash. D.C. 1/29/09, http://www.techceocouncil.org/index.php?option=com_content&task=blogsection&id=8&Itemid=159

³ American Recovery and Reinvestment Plan press release, 1/16/09, <http://appropriations.house.gov/pdf/PressSummary01-15-09.pdf>

⁴ ITIF, 1/7/09, *The Digital Road to Recovery: A Stimulus Plan to Create Jobs, Boost Productivity and Revitalize America*, <http://www.itif.org/index.php?id=212>

IT Occupational Data

Table 5 lists information about IT-related occupations in the United States, and Table 6 lists this information for Kansas.

Table 5. Selected IT-Related Occupations in the United States

Occupation	Employment		Employment Change		Average Annual Openings	Occupational Employment as of May 2007*
	2006	2016	Numeric	Percent		
Computer Support Specialists	552,000	624,000	71,000	21.9	24,000	525,570
Computer Systems Analysts	504,000	650,000	146,000	29	28,000	446,440
Network and Computer Systems Administrators	309,000	393,000	83,000	27	15,000	309,660
Network Systems and Data Communications Analysts	262,000	402,000	140,000	53.4	19,000	216,050
Computer and Information Systems Managers	264,000	307,000	43,000	16.4	9,000	264,990

U.S. Department of Labor, Bureau of Labor Statistics, <http://www.projectionscentral.com>, based on data availability as of October 31, 2008

*U.S. Department of Labor, Bureau of Labor Statistics, May 2007 State Occupational Employment and Wage Estimates (US), <http://stat.bls.gov/oes/current/oesrcrst.htm>

Table 6. Selected IT-Related Occupations in Kansas

Occupation	Employment		Employment Change		Average Annual Openings	Occupational Employment as of May 2007 [^]
	2004	2014	Numeric	Percent		
Computer Support Specialists	4500	5340	840	19	140	4840
Computer Systems Analysts	4040	4920	880	22	134	4100
Network and Computer Systems Administrators	3850	5050	1200	31	162	4070
Network Systems and Data Communications Analysts	1910	2770	860	45	108	1660
Computer and Information Systems Managers	1920	2340	420	22	77	1900

Source: Kansas Department of Labor, 2004-2014 Occupational Outlook, <http://www.dol.ks.gov/LMIS/ALMIS/iomatrix/oo2014/occupation/table3.xls> (2006-2016 data was not available)

[^] U.S. Department of Labor, Bureau of Labor Statistics, May 2007 State Occupational Employment and Wage Estimates (by state), <http://stat.bls.gov/oes/current/oesrcrst.htm>



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Kansas Student and Graduate Profile

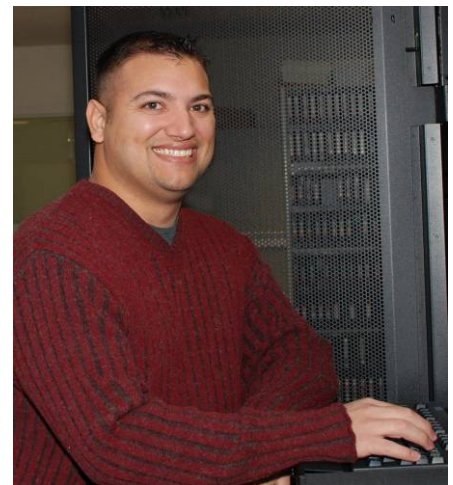
It was during Casey King's second deployment to Qatar as an Army Reserve computer technician that he first learned of Cisco® Networking Academy®. As a network administrator and medical supply shipping supervisor, Casey worked with other network administrators, most of whom held Cisco Certified Network Associate (CCNA®) certifications. Casey was so impressed with their level of knowledge that when a fellow soldier told him about the Networking Academy, Casey researched the program online to see if it was something he might pursue when he got home. Ever mindful of employment opportunities when he returned stateside, Casey knew he would go to college. Once he discovered that Fort Hays State University (FHSU) near his home town had an academy, he knew it was a "perfect fit" and decided that enrolling in the FHSU academy would be his first mission upon returning home.

Within 24 hours of receiving his discharge papers at Fort Riley, Kansas, Casey drove the two and one half hours to FHSU, enrolled in the academy, and started classes the following day. Mission accomplished. Casey firmly believes that "enrolling in the Networking Academy was and still is one of the smartest choices I made."

Casey insists that the Networking Academy was one of the best programs he's ever taken and that "the tutorials, expertise of the instructor, and true lab testing environment prepared me and others to walk out the door and feel confident establishing ourselves with a new company."

At first, Casey found the course challenging because of the amount of information covered and the time required learning all the material. He also had a fiancée with two daughters, his military obligations, and was president of the Advanced Technology Student Organization (ATSO) within the Information Networking and Telecommunications Department at FHSU. But Casey turned the challenge into an exciting opportunity and with his focus, determination, and positive attitude, he was able to hone his time management skills and manage the stress.

Casey took full advantage of the virtual and physical labs, which he says were instrumental in getting everyone through the course. He was completely engaged in the hands-on experience of practicing on real routers, switches, and firewalls and enjoyed the camaraderie of working with his classmates. The class offered fun learning opportunities to building everyone's knowledge base, like having one team set up a network and another team tries to break the network. Casey insists that the Networking Academy was one of the best programs he's ever taken and that "the tutorials, expertise of the instructor, and true lab testing environment prepared me and others to walk out the door and feel confident establishing ourselves with a new company."



Casey attributes his success to several individuals, including Mark Bannister, Chair of the Department of Information Networking and Telecommunications at FHSU, who conveyed the advantages the Networking Academy would give Casey in the corporate world. Casey's academy instructor Kevin Schaffer was "brilliant, and able to take his knowledge and bring it down to the students' level so they could understand it." And last but not least, Casey acknowledges the fellow soldier in Qatar who first told Casey about the Networking Academy. Coincidentally, they live only a few miles from each other in Kansas and have remained friends.

But the largest contributor to Casey's success was "knowing my wife and children will benefit from my labors ... knowing that what I do will enhance their life in the future." His CCNA® certification, coupled with his bachelor of science degree, has

advanced Casey’s civilian and military career. Casey is now an officer in the Army Reserves and a commander of a unit. He is also a network engineer with The Coleman Company, Inc., where he is responsible for administrating servers, and overseeing the open systems backup environment and disk management (SAN), SQL, Oracle, and SAP. “The Networking Academy gave me the breadth and depth of knowledge I needed in order to get my foot in the door of a great company and dive into unfamiliar territory with the confidence that I will succeed” says Casey.

Casey’s advice to someone considering the Networking Academy is “If there is the slightest interest in the Network Academy, it would be in your best interest and your future to put the time, effort, and dedication into the next two to four years. ... If you are even considering information technology or networking, this is the program you need to be a part of ... it’s an absolute must.”

Casey is also pursuing a master’s of business administration degree and starting a business with his wife. He enjoys coaching his daughter’s soccer team, tae kwon do, back packing, camping, reading, playing Xbox, and computer games. Casey’s advice to someone considering the Networking Academy is “If there is the slightest interest in the Network Academy, it would be in your best interest and your future to put the time, effort, and dedication into the next two to four years. The fruit of your labors will present themselves based upon your efforts. Tools are available to enhance your learning experience ... use them – faculty, staff, virtual servers, physical test labs, study guides, classmates, and the Networking Academy site. If you are even considering information technology or networking, this is the program you need to be a part of ... it’s an absolute must.”

More information on the academy at Fort Hays State University may be found at:

http://www.fhsu.edu/int/cisco_acad/index.shtml. For information on The Coleman Company, visit:

<http://www.coleman.com/coleman/home.asp>.



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