Learning Partner Program Evolution

Andres Sintes, Global Director, WWLPC
Why are we Evolving?

Highly Capable Learning Partners are critical to Cisco

Core Career Certification training has become a fundamental baseline for Cisco Technology

Customers want training on Advanced Technology solutions within an architectural framework

Partners and customers need to develop relevant architecture practices and skills
Learning Partner Program Evolution

1. Simplify
2. Reward Investment
3. Drive Consistency
4. Improve Operations
FY’12: New Levels Recognize Learning Partner Capabilities

- Benchmark Strength
- Capability

- Associate Partner
- Specialized Partner

- Data Center: Visualization
- Collaboration
- Borderless Networks
- Expert
- Professional
- Associate