Fast Lane
Cisco Learning Solutions Partner

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Agenda

Company Overview
Technical Expertise & Capabilities
Fast Lane Services
Company Overview

Founded in 1996 – offices in 22 countries
Authorized vendor curricula
  - Cisco Systems, Network Appliance, IBM, VMware, Ubuntu, etc.
Fastest growing Cisco Learning Solutions Partner (CLSP)
Only Worldwide NetApp Authorized Learning Partner
Only Worldwide CLSP
  - Authorized in all 8 geographic regions
    - US & Canada, LATAM, Europe, Central Europe, Russia/CIS, AP, ME/A, Japan
Public schedule in over 60 countries (including Partners)
Public schedule in the region (Serbia, Bulgaria, Greece)
Local resources in all regions
Fast Lane Track Record

1996
- Qualification as Cisco Learning Solutions Partner (CLSP)

2003
- European market entry in Germany, Austria and Switzerland
- Setup of 20 Channel Partnerships in the whole EMEA Region
- Expansion to Scandinavia & Benelux

2004
- New training partnerships with Brocade, NetApp, LPI, CompTIA
- Remote Lab Elective with more than 100 Labs

2005
- Market entry in ASIAPAC (Australia, New Zealand, China)
- Expansion to the US and Canada

2006
- Exclusive WW NetApp Training Partner, Opening of Tripleplay Lab in Berlin
- Expansion into Emerging Markets CEE, RCIS, LATAM

2007
- Foundation in Dubai Internet City, UAE
- New training partnerships with Brocade, NetApp, LPI, CompTIA
- Remote Lab Elective with more than 100 Labs
- Setup of 20 Channel Partnerships in the whole EMEA Region
- Expansion to Scandinavia & Benelux
- European market entry in Germany, Austria and Switzerland
- Qualification as Cisco Learning Solutions Partner (CLSP)
Technical Expertise

Large pool of subject matter experts
- Extensive expertise and real world experience
- Engaged in training and consultancy projects

Support the whole range of advanced technology courses
- Training delivery, remote labs & content development

State of the art remote lab facility
- One of the largest lab facilities worldwide, located in Berlin
- Core curricula, advanced technology, customized courses

Certified instructors for Cisco AS courses
- Most challenging courses and technologies
- AMPLS, CMBC, CRS1, BBAG, BEDCA, etc.
Value Proposition

Unique range of services

Comprehensive partner enablement program

- Close working relationship with Cisco
- Making available the latest technology training to partners and customers

Development of educational programs

- Based on understanding the business objectives
- Helping partners & customers to achieve their goals
Cisco Engagement

Fully authorized CLSP
- Remote LAB Partner
- Development Partner
- 2-Tier Distribution Partner
- Advanced Services Partner
- Consulting & Customer Advocacy Partner
Cisco Engagement

In-depth relationships across all areas of Cisco
- Resulting in unrivaled knowledge and expertise

Regularly engaged with
- Channel Sales Team
- Advanced Technology Business Units
- Sales Force Development
- Partner Development & Education
- Learning & Certifications

Member of the following programs
- Trusted Business Professional (TBP)
- Trusted Technical Advisor (TTA)
Geographic Coverage

US & Canada
Europe
Middle East
Russia/CIS
Japan
Asia / Pacific
Americas
Africa
Technical Expertise & Capabilities
Technology Strategy

Routing & Switching as the foundation technology
  - Commoditized
  - Low margin
  - Highly competitive

40% of our business is from CCNA training
90% of our investment is around advanced technology
Advanced Technologies

Wireless
WAN Switching
Network Security
Unified Communications
Optical Training
Communications & Services
Unified Computing System
Advanced Technologies

Early adopter of new technologies
- Engaging early in the product life cycle
- Keeping our partners & customers at the forefront of technology

First to market with the latest technology training
- Unified Computing System (UCS)
- TelePresence
- Digital Media
- IP Video Surveillance
- Voice over WLAN
- Wireless Mesh
- Unified Contact Center Enterprise (UCCE)
- Rich Media
- Location Based Services
- Unified Call Manager
Advanced Technologies

Authorized Technology Provider (ATP) Programs

- Selected by Cisco to deliver various ATP training programs
  - TelePresence
  - Digital Media
  - IP Video Surveillance
  - IPICS
  - Customer Voice Portal
  - Unified Contact Center Enterprise
  - Rich Media Communications
  - Outdoor Wireless Mesh
Services Overview

Public Training Programs
On-Site Training at Customer Location
Content Development & Customization
Remote Lab Services
Individual Workshops & Coaching
Boot Camps for focused Education
Multi-Vendor Offerings & Experience
Consultancy & Engineering Services
Project & Program Management
## Certified Cisco Training

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Remote Lab Services

Used for education, demonstration and evaluation
State of the art data center facility in Berlin
Numerous advanced technology labs
  - Storage & Data Center
  - Optical Technologies
  - High End Switching (Catalyst 6500)
  - Network Security
  - Unified Communications
  - Rich Media
  - Wireless

24/7 service for Fast Lane, Partners and Customers
Fast Lane Exclusively Developed Curriculum

Fast Lane has developed a number of special courses

- **Data Center Curriculum**
  - Data Center Network Infrastructure Design (DCNID)
  - Implementing Cisco Data Center Network Infrastructure 2 (DCNI-2)
  - Implementing Data Center Networks Using the Cisco Nexus 1000V Switch (IDCN1V)
  - Implementing Data Center Networks Using the Cisco Nexus 5000 Switch and 2000 Fabric Extender (IDCN5K)

- **Service Provider Voice Curriculum**
  - Cisco PGW2200 Basic (PGWB)
  - Cisco PGW2200 Advanced Troubleshooting (PGWAT)

- **Optical Curriculum**
  - Cisco ONS 15454 MSTP Turn Up, Test, Provisioning, Operation, and Troubleshooting Training (OMSTP)
  - Optical Technology Fundamentals Training (OTF)
Cisco CCIE 360 Learning Program

Program Benefits:

- Cisco authorized learning content aligned to CCIE certification expectations
- Choice of components to fit different learning styles and budgets
- Flexible, 24/7 remote access
- Knowledge reinforced by frequent learning assessments
- Learning suggestions tailored to assessment performance
- Delivered and supported only by authorized Cisco Learning Partners and qualified Certified Cisco Systems Instructors
- Online Learning Management System manages and tracks
Cisco CCIE 360 Packages:

- Blended Learning – Basic Service (CCIE360-BLBS)
- Cisco Internetwork Expert Routing & Switching 1 (CIERS1)
- Cisco Internetwork Expert Routing & Switching 2 (CIERS2)
- Blended Learning – Full Service (CCIE360-BLFS)
- Blended Learning – Intermediate Service (CCIE360-BLIS)
- CIERS Package – Essentials (CCIE360-CIERSE)
- CIERS Package – Preferred (CCIE360-CIERSP)
- Self Study Essentials Package (CCIE360-SSE)
- Guided Workbook Package (CCIE360-GW)
- Self Study Preferred Package (}
Cisco DC Technology Introduction Timeline

- Nexus 7000 (DCE)
- Nexus 5000 (Unified Fabric)
- Nexus 1000v (VN Link)
- Nexus 2000 (Fabric Extender)
- Unified Computing System

Timeline:
- Q1 2008
- Q2 2008
- Q3 2008
- Q4 2008
- Q1 2009
- Q2 2009
Data Center / Storage Portfolio

Fast Lane is providing complete range of Data Center and Storage trainings

- Implementing Cisco Storage Networking Solutions (ICSNS)
- Implementing Cisco Advanced Storage Networking Solutions (IASNS)
- Designing Cisco Storage Networking Solutions (DCSNS)
- Implementing Cisco Data Center Network Infrastructure 1 (DCNI-1)
- Implementing Cisco Data Center Network Infrastructure 2 (DCNI-2)
- Data Center Network Infrastructure Design (DCNID)
- Designing Data Center Application Services (DCASD)
- Implementing Data Center Application Services (DCASI)
- Implementing Data Center Networks Using the Cisco Nexus 1000V Switch (IDCN1V)
- Implementing Data Center Networks Using the Cisco Nexus 5000 Switch and 2000 Fabric Extender (IDCN5K)
Data Center Connectivity – Ring

Primary data center

- LAN
- SAN
- FC Switch

Backup data center

- LAN
- SAN
- FC Switch

ONS 15454 DWDM

RING PROTECTED

- Two paths between data centers
- Spans must be geographically separated for best protection
Cisco Optical Portfolio Positioning

A-Z Provisioning

Multiservice Manager

Access

Metro Edge

Metro Core

Service PoP

Long Haul/Extended Long Haul

ONS 15454 SDH/DWDM

ONS 15305

ONS 15310 SONET

ONS 15310 SDH

ONS 15600 SDH

ONS 15216

ONS 15310 SDH

ONS 15305

ONS 15454 DWDM
Optical Portfolio

Fast Lane is providing complete range of Optical trainings

- Optical Technologies Fundamentals (OTF)
- CTM Operation & Maintenance (OCTMO)
- Cisco ONS 15454 Multiservice Transport Platform (MSTP) Release 9.0 Basic (MSTP BASIC)
- Cisco ONS 15454 Multiservice Transport Platform (MSTP) Release 9.0 Implementing Data over DWDM (ONS Data) (MSTP DATA)
- Cisco ONS 15454 Multiservice Transport Platform (MSTP) Release 9.0 Advanced (MSTP ADVANCED)
- Selling & Designing Cisco ONS 15454 MSTP Optical Solutions (DMSTP)
- Cisco ONS Time-Division Multiplexing Synchronous Digital Hierarchy Release 9.0 (SDH)
- Cisco ONS Time Division Multiplexing (TDM) SONET Release 8.5 (TDM-SONET)
Service Provider Voice training

- Cisco PGW2200 Basic (PGWB)
- Cisco PGW2200 Advanced Troubleshooting (PGWAT)
- IP Transfer Point (ITP)
- Advanced Services - Cisco Bliss Solution ITP/MGX Components Deployment (BLISS)
- Advanced Services - Cisco BTS 10200 Softswitch Essentials I (BTSE1)
- Advanced Services - Cisco BTS 10200 Softswitch Essentials II (BTSE2)
Other Fast Lane trainings

Fast Lane is exclusively providing many other trainings
Check http://www.fastlane.si/courses/cisco

Cisco Digital Media System
  - Digital Media Systems (DMS)
Cisco Physical Security
  - IP Video Surveillance (IPVS)
Cisco Cable
  - Introduction to Cisco Cable Routers (ICCR)
  - Advanced Cisco Cable Routers (ACCR)
Fast Lane Learning Center

Go beyond classroom with Fast Lane Community Site:

- Test your current knowledge level!
- Upgrade your current knowledge level!
- Preparing for your career certification test!
- Self-check assessments
- Online forums

https://fastlane-community.com/
Thank you!