



Cisco Channel Partner Program

Fit for Express Foundation

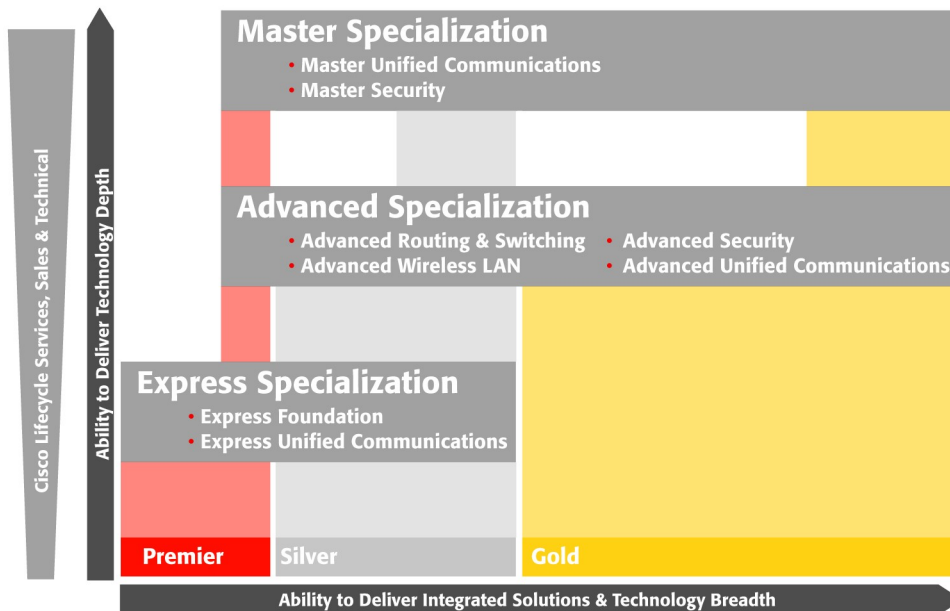
Optimising the Growth and Profitability of Cisco Partners

Cisco has enhanced its Channel Partner program to meet changing customer requirements and market opportunities. An industry revolution is underway, in which intelligence is migrating to the network and the network is becoming the integrated, intelligent platform where communications, applications and IT services all work together as a system. Customers are demanding integrated technology skills, breadth and depth and a full lifecycle services approach to their network and business strategy.

Technology Expertise

The Channel program offers Cisco partners three certification levels.

- **Premier** Certification requires the new Express Foundation Specialization
- **Silver** Certification requires the Express Foundation Specialization, plus either of the two following options: - Any two advanced Specializations – or - Express Unified Communications Specialization plus one advanced Specialization, excluding the Advanced Unified Communications Specialization.
- **Gold** Certification requires all four of the following: Advanced Routing and Switching, Advanced Security, Advanced Unified Communications and Advanced Wireless LAN Specializations for expanded expertise across multiple advanced technologies.



Advanced Technologies

Cisco Specializations reflect the level of partner expertise in specific technologies. The three levels of Specialization are:

- **Express** Specialization: The Cisco Express Foundation Specialization provides integrated training in routing and switching, wireless LAN, and security technologies. The Express Unified Communications Specialization qualifies partners in the area of converged data, voice and video networking.
- **Advanced** Specialization: Partners can achieve Advanced Specialization in Unified Communications, security, wireless LAN and routing and switching technologies.
- **Master** Specialization: Partners with a highly qualified practice in a given technology can achieve Master Specialization, regardless of certification level. The new Master Specialization provides greater opportunities for differentiation.

Lifecycle Services

Integrated Cisco Lifecycle Services training offers partners an understanding, by technology, of identified, repeatable and proven processes for selling, delivering and supporting Cisco solutions. Applying the Cisco Lifecycle Services approach helps partners improve deployment success, customer satisfaction and productivity, providing more opportunities to strengthen customer relationships and boost profitability.



Learning Solutions Partner



Express Foundation Specialization: Requirement for Cisco Premier Partner

Cisco Partners have until March 2008 to fulfil the enhanced Channel program requirements. Fast Lane offers a **Fit for Express Foundation** program which is an efficient and cost effective way to reach the base Specialization in the area of Routing & Switching, Wireless and Security.

Start now with your preparations for the new Specialization

To achieve Express Foundation Specialization, you must fulfil each defined job role: **Account Manager, Systems Engineer, and Field Engineer.**

Fit for Express Foundation Training Program

Account Manager	Systems Engineer	Field Engineer
Exams		
Cisco Sales Expert (Exam 646-203)	Cisco Certified Design Associate (CCDA) (Exam 640-861)	Cisco Certified Network Engineer (CCNA) (Exam 640-801)
Cisco Foundation Express Sales Specialist (Exam 646-361)	Cisco Foundation Express Design Specialist (Exam 642-371)	Cisco Foundation Express Field Specialist (Exam 642-381)
Cisco Lifecycle Services Express (Exam 646-291)	Cisco Lifecycle Services Express (Exam 646-291)	Cisco Lifecycle Services Express (Exam 646-291)
Training		
Cisco Sales Essentials (CSE) 2 days	Designing for Cisco Internetwork Solutions (DESGN) 5 days	CCNA Boot Camp (CCNABOOT) 8 days
Foundation Express for Account Managers (FXS) E-learning	Foundation Express for System Engineers (CFXSE) 5 days	Foundation Express for Field Engineers (CFXFE) 5 days
Cisco Lifecycle Services Express E-learning	Cisco Lifecycle Services Express E-learning	Cisco Lifecycle Services Express E-learning
Training Duration and Price		
2 days / £695	10 days / £3,290	13 days / £3,790

Dates

Training					
Cisco Sales Essentials (CSE)		London	29.08.-30.08.06	London	02.11.-03.11.06
Designing for Cisco Internetwork Solutions (DESGN)					
Manchester	26.06.-30.06.06	London	30.10.-03.11.06		
London	24.07.-28.07.06				
CCNA Boot Camp (CCNABOOT)					
London	12.06.-21.06.06	Belfast	17.08.-21.08.06	Manchester	25.09.-04.10.06
London	10.07.-19.07.06	Glasgow	21.08.-30.08.06	London	16.10.-25.10.06
London	31.07.-09.08.06	London	04.09.-13.09.06	London	11.12.-20.12.06
Foundation Express for System Engineers (CFXSE)					
London	03.07.-07.07.06	London	11.09.-15.09.06		
Foundation Express for Field Engineers (CFXFE)					
London	07.08.-11.08.06	London	20.11.-24.11.06		

Contact us to discuss maintaining your Partner status:

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