cisco Partner

Platinum Learning Partner
Business Enablement Partner

ExperTeach

Cisco

Training & Consulting

- ➔ Certification
- ➔ Hybrid Training
- ➔ Digital Learning
- ➔ Solution Selling

Welcome to ExperTeach!

Dear customers,
as a provider of Cisco training and consulting, we are venturing a very exiting and dynamic environment. In the ICT world, technologies are changing continuously, and so are the methods and processes in your company. We consider it our task to provide you with valuable knowledge about all these changes. And to do this in the manner which suits you best!

The challenges of our industry in terms of the contents go hand-in-glove with the continuous trend towards new and complementing learning and teaching methods. Digital learning, e-learning, blended learning, online training, hybrid training – you can book many alternatives to conventional classroom training with us today. Even though we take notice of all the necessary changes, ExperTeach nevertheless also strongly emphasizes consistency and continuance – in customer relations, in internal proceedings, and in the relationship with partners and suppliers.

We hope to be able to win you over with our Cisco offer and will be happy to support and consult you!

Yours, Dietmar Möller

EXPERTeach
Rezeption

Contents

➔ 06	ExperTeach – Your Partner for the Digital Change
➔ 08	Training & Consulting – A Multitude of Methods
➔ 10	Locations
➔ 12	Cisco Training – Overview
➔ 14	Career Certifications and Specialist Certifications
➔ 16	Channel Partner
➔ 18	Digital Learning
➔ 19	Advanced Technologies
➔20	Enterprise Networking, IoT & Design
➔ 21	Service Provider
➔22	Data Center, Cloud, Nexus & UCS
➔23	Security
➔24	Collaboration
➔26	DevNet
➔27	Sales & Presales
➔30	References
➔ 31	Awards and Certificates

Your Partner for the Digital Change

Digitization is the overriding and continuous topic, as it describes the technical and social breakover to a modified, digital world.

It pervades almost all areas of our lives, in the every-day working routines just as much as in our private lives. A multitude of new product and service worlds is on the rise. For the companies, this entails vast opportunities which, however, can only be used if the right strategic decisions are taken and if the required speed is maintained during the implementation phase.

We see ourselves as your partner for all aspects of this digital change! Our offer contains the complete portfolio of changes on **Digitization, Industry 4.0** and the **Internet of Things**.

No matter whether **Artificial Intelligence, Machine Learning, Data Science**, or **Blockchain** is concerned – we will show you what can already be done now and will support you in the introduction of these technologies.

Are you operating a **Virtual Data Center** or using **Cloud Services**? In this environment, we can provide you with the know-how for the planning, operation, and the appropriate migration strategies. We put particular emphasis on the **Automation** of IT processes. We also can support you in the implementation of **Docker & Kubernetes**.

Service Providers need a very special know-how – a whole sector of our offer is customized to the requirements of network operators. We will introduce you to the latest developments on the sector 5G in the topical field of mobile networks. For Campus networks, other wireless technologies like **WiFi 6** and **Campus LTE** are in our focus.

In this context, a special challenge for many IT specialists consists in the increasing significance of the **APIs**, which means that **Programming** know-how is more and more in demand. Especially on the topic of **Python** we offer a whole series of new training events. New programming approaches such as the use of **Microservices** can also be found in our training portfolio.

The higher the number of business-critical processes involved, the more important is the **Cyber Security** of the systems involved. Particularly in application areas, such as **IoT**, completely new challenges arise in comparison to classic IT security.

Last, but not least, we will support your team with specialized training programs for **Customer Experience** which will drive adoption of all these exciting new technologies.

DIGITAL
CHANGE

A Multitude of Methods

Classroom Training
Do you prefer the classic training method? A course in one of our Training Centers, with a competent trainer and the direct exchange between all course participants? We offer you a wide range of topics – and more than 10,000 dates for courses per year.

Tailor-Made Courses
You need a special course for your team? In addition to our standard offer, we will also support you in creating your customized courses, which precisely meet your individual demands. We will be glad to consult you and work out your individual offer.

Live Online Training
We offer you pure online dates for selected course topics. According to the course topic, various systems can be applied for online transmission. If you wish to participate in such a course, you need a PC with an Internet connection and a camera.

Hybrid Training
Hybrid training means that online participants can additionally attend a classroom course. The dynamics of a real seminar are maintained, and the online participants are able to benefit from that. In the seminar room, we use specially developed audio- and video-technologies. In this way, the communication between all persons involved is performed in a pleasant and trouble-free mode.

E-Learning / Digital Learning
With digital learning modules, you can work completely independently – any time and in any place. We offer you the wide range of Cisco Digital Learning courses. In addition, we create customized learning modules, for instance for your internal IT applications.

Guaranteed Course Dates
Nothing is more embarrassing than a long-planned and finally canceled course event. For this reason, we offer you a very broad selection of guaranteed course dates. Book such a date and be sure that the event will take place in any case!

Consulting

You need consulting by an expert, additional manpower for your project, or an experienced IT specialist?

No matter whether network planning, trouble-shooting, support for invitations to tender, or migration strategies is in demand – you can trust the competence of our experts!

A few examples:

- ➔ Cisco ACI Migration
- ➔ IPv6 Migration in the Enterprise Environment
- ➔ Implementation of SAN Management
- ➔ Network Optimization SDH & IP
- ➔ UC Coupling Cisco & Microsoft
- ➔ PKI Design & Implementation

QP

Qualification Packages
Comprehensive training and certification projects frequently consist of several courses and the corresponding examinations. Please note our Qualification Packages – they bundle all services into a package and you are offered attractive prices in comparison to single bookings!

BC

BootCamps
If you wish to learn the contents of several courses in a very compact form, you should take a look at our BootCamps. We recommend these events for highly motivated students who already have some prerequisite knowledge as well as the energy to continue studying course topics in the evening after the conclusion of the course.

You can find further information at
www.experteach-training.com/go/consulting

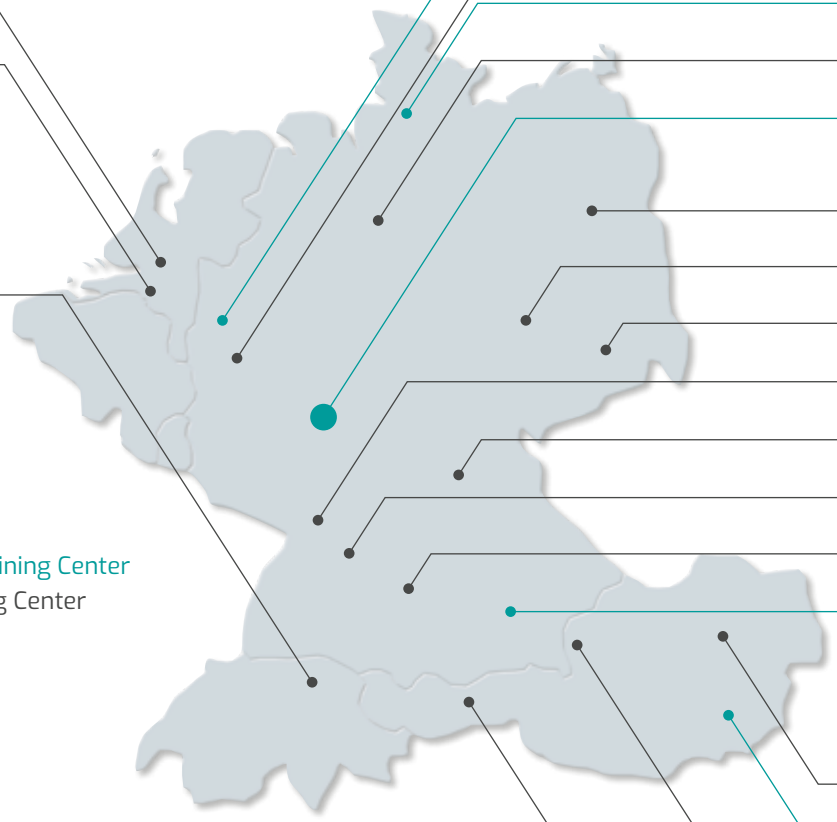
The quality of our services is the top priority for us. For this reason, we are certified according to the EN ISO 9001:2015 Standard for all our services.

➔ Headquarters Frankfurt/Dietzenbach

Our company site at the outskirts of Frankfurt offers a quiet ambience in a scenic landscape park. Here, you can relax during your breaks at the coffee bar and do sports in pleasant outdoor surroundings in the evening. Parking spaces available free of charge and a hotel in the house allows for a relaxed start of your course event.

Waldstrasse 94 | 63128 Dietzenbach | Phone + 49 6074 4868-0 | Germany

Our Company Sites



Germany
- ➔ Dusseldorf
- ➔ Bonn
- ➔ Hamburg
- ➔ Hanover
- ➔ **Headquarters** Frankfurt / Dietzenbach
- ➔ Berlin
- ➔ Leipzig
- ➔ Dresden
- ➔ Karlsruhe
- ➔ Nuremberg
- ➔ Stuttgart
- ➔ Ulm
- ➔ Munich

Netherlands
- ➔ Utrecht
- ➔ Breda

Switzerland
- ➔ Zurich

Austria
- ➔ Salzburg
- ➔ Vienna
- ➔ Graz
- ➔ Innsbruck

· ExperTeach Training Center
· Partner Training Center

You can also book the premises on our company sites for your own events. You can find details at www.experteach-training.com/go/roomleasing

➔ Dusseldorf/Sky Office

On the inside, our Training Center keeps the promise made by the Sky Office at the outside. Attractive rooms, state-of-the-art technology, and a restaurant directly in the house ensure that your course event will be a pleasure for you. Thanks to the excellent traffic connections, you will quickly get to the city center in the evening and can choose between numerous hotels in the vicinity.

Kennedydamm 24 | 40476 Dusseldorf | Phone + 49 211 171 498-0 | Germany

➔ Hamburg/City Center

Our Training Center can do the split: At the outside, it is a historical office building in Art Nouveau style, while at the inside it offers state-of-the-art technology and the latest equipment. On the one hand, there is the central location in the city center with perfect traffic connections, on the other hand the Alster River and the Planten un Blomen Park in the immediate surroundings. So any tastes are satisfied!

Esplanade 6 | 20354 Hamburg | Phone + 49 40 521 02 09-0 | Germany

➔ Munich/City Center

During your break on the roof terrace of our Training Center you can enjoy the Art Deco ambience and make your plans for the evening. Do you want to take a short walk to the historic part of the city or do you want to visit the the nearby Augustiner beer garden?

Wredestrasse 11 | 80335 Munich | Phone + 49 89 5390 628-0 | Germany

➔ Vienna/Millennium Tower

Actually, there is no need to leave the Millennium Tower during your course at all, since in addition to our Training Center it also contains a hotel, restaurants, shops, a cinema, a suburban and underground railway station, and a basement car park. But as a matter of fact, it is also the perfect starting point to discover the beautiful city of Vienna at the end of your course day.

Handelskai 94-96 | Millennium Tower 32nd Floor
1200 Vienna | Phone + 43 1 235 03 83-0 | Austria

➔ The Course Which Comes to You

For customized training measures, we will also be glad to carry out your course at your company site – on a worldwide scale, wherever you need our help!

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Cisco, the Company

Cisco was founded in 1984 by a group of computer scientists of the Stanford University. In the past years, Cisco took over companies like Duo Security, Accompany, BroadSoft, Viptela, and AppDynamics. In the business year 2019, Cisco reached a turnover of $ 51.7 billion with approximately 74,000 employees worldwide.

Cisco Career Certifications

The Career Certifications comprise the steps Entry, Associate, Professional, Expert, and Architect. Associates prove with their certifications that they have a sound technical basis for handling Cisco products. Professionals have a deeper know-how on a specific topic and are considered specialists in this area. Experts have proven extraordinary theoretical and practical knowledge, covering both a great level of detailed knowledge and a wide range of topics. The Cisco Certified Architect is the highest level which can be reached in the Cisco Certification Program. This also serves to formally provide proof of top-level know-how of Cisco technologies and architectures. For each exam passed on the Professional Level, a specialist title is granted.

Channel Partner Program

Cisco measures the conditions of the sales partners in dependence on technical expertise, specialization, and service deployment. According to the partner status aspired, specializations with differing degrees of difficulty and complexity have to be proved.

As a preparation for the certification examinations, Cisco recommends attending seminars of authorized training partners.

You can find further information about Cisco e-books at www.experteach-training.com/go/ciscodkit

E-Book

You will receive the course documentation as Cisco e-book. To use Cisco e-books, you need a CCO account.

Cisco Training with ExperTeach

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Our Cisco Partner qualification guarantees up-to-date course contents, efficient preparation for examinations, and professional training with certified trainers, including for the sales, business and soft skills sector.

You Have the Choice
We offer Cisco training with original vendor documentation on all current technologies and certifications. In addition, our Cisco courses are also available with course documentation in German language, which is developed by our experienced trainers.

For Maximum Learning Success
More than 40 Cisco-certified and permanently employed trainers are always at your disposal. In addition to the equipment available on site, we offer you a large range of options by means of remote labs and mobile networks, which serve to deepen your know-how.

Certification Directly On-site
You can take exams in our Authorized Pearson VUE Test Centers in Hamburg, Dusseldorf, Frankfurt, and Munich.

Flexible and Customized
The modular setup of our seminars makes it possible to combine any topics individually to create your customized course. We support companies on their way to become Cisco Channel Partners with the solutions that fit their needs precisely.

You can find daily updated information and special offers on the topical field Cisco at www.experteach-training.com/go/cisco

All-in Package
In the scope of a certification, we can handle the complete procedure for you: coordination of dates, registration for examination, as well as hotel booking, where required. You will receive an all-in package that considers all your requirements.

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Qualification Packages
Our Qualification Packages offer you an all-in certification at an attractive price. These packages contain all courses, exams, and additional training materials.

Go!

Planning Reliability
Guaranteed events ensure maximum planning reliability.

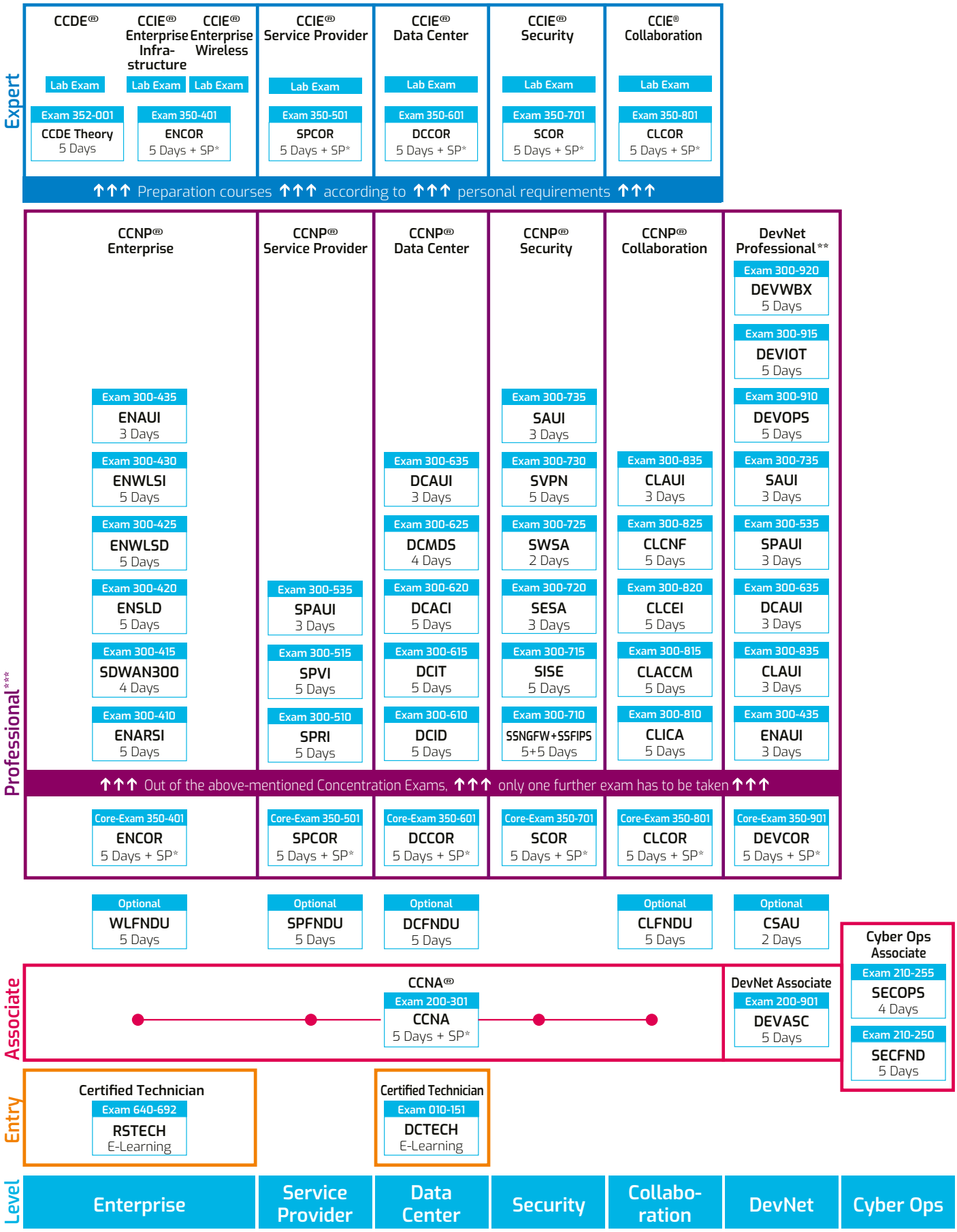
Cisco Learning Credits
Redeem them here

Learning Credits
At ExperTeach, you can also pay for Cisco courses and certification measures with Cisco Learning Credits.

Career Certifications

(Recertification after 3 years; the respective lower levels are recommended, but not mandatory.)

QP All Cisco certifications are also available in the cost-effective Qualification Package.



* SP: Courses on the Core Exams as well as the CCNA course have a duration of 5 classroom days plus 3 e-learning days as self-study.
** If in another Professional Certification the uppermost exam is selected as second exam, only the DevNet Core Exam will be required for the DevNet Professional Certification in that case.
*** For each exam passed on the Professional Level, a specialist title is granted.

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Career Certifications

New Cisco Career Certifications Program Available Effective of February 2020

Cisco is introducing new training events and certifications on the technology sectors enterprise, security, service provider, collaboration, and data center, as well as DevNet certifications. The new courses have been introduced in stepwise mode since June 2019. The new titles and exams will be available effective of February 24, 2020.

What is still subject to change?

- There is only one course plus exam for CCNA, which covers the basic know-how for all networking technologies. The previous, path-specific certifications for CCNA no longer apply, as does the CCENT.
- The CCNP Tracks are restructured, and the Cisco Certified DevNet Track (Associate and Professional) is added as a new element.
- The CCNA is no longer a prerequisite for the CCNP.
- For the CCNP, a specific core exam as well as only one further exam of the student's choice (Concentration Exam) have to be absolved for the track in question. Several exams are available per track for this purpose.
- Each certificate is valid for three years.
- In addition to the exam, each CCNA, CCNP, or CCIE recertification can also be performed via the Continuing Education Program (gaining scores by attending training events and further activities).
- For each exam on the Professional Level, there will also be a corresponding certification badge with a specialist title.
- The previous theoretical exam for the CCIE will in the future correspond to the core exam of the respective CCNP Track.

Anyone who has already started the certification can and should complete it. For this purpose, there are migration paths, and for some certifications there are also migration tools available.

The diagram on the left gives an overview of the new paths. Further details on the previous and new paths are available at www.experteach-training.com/go/ciscocert

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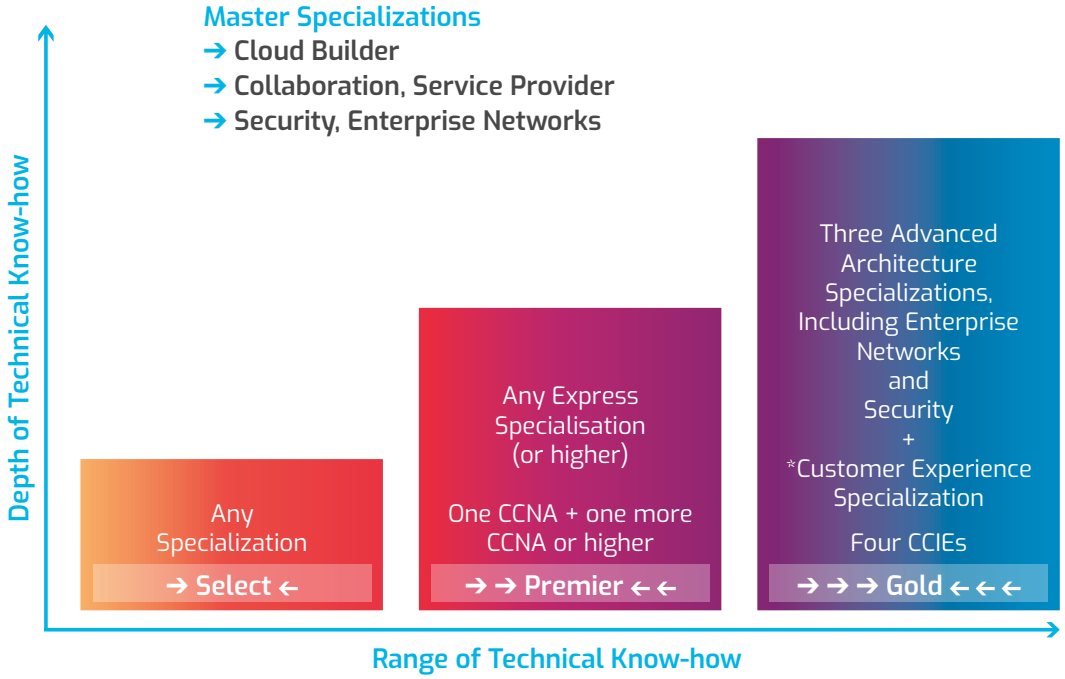
Channel Partner



With customized solutions, we support you in the setup of the necessary technology and special know-how on your way to the Cisco Channel Partner status.

→ Partner Certification

Companies can certify as Select, Premier or Gold Partner and, thus, prove the range of their special competence. According to the aspired partner status, candidates have to provide proof of specializations with different know-how levels for a minimum number of qualified persons.

→ Partner Specialization

They mirror the status of the sales, technical or service-based expertise and depth of know-how in a technology. Within the specialization groups, various roles are to be distributed to different employees in the company: Account Manager (AM), System Engineer (SE), and Field Engineer (FE).

Channel Partner Specialization – Workshops Including Examinations

As an alternative to e-learning, we offer you individual workshops for the purpose of efficient preparation, making the students ready for the examinations in a purposeful manner. The preparation for the examination can be combined with further contents. Frequently, a 1- or 2-day workshop is the optimum solution.

* The Customer Experience Specialization ist required tob e achieved on or before April 2022. By then, a fourth Advanced Architecture specialization can be taken as an option.

Channel Partner Specialization (recertification*)

Role**		Prerequisite	Course/Workshop/E-Learning and Examination	Days***
SMB AM	SMB Account Manager	none	ICS 700-150	WS

➔ Specializations

Data Center				
AM	Data Center AM	SMB AM	–	–
SE	Data Center SE	none	DCID 300-610	5
Networking				
AM	Networking AM	SMB AM	–	–
SE	Networking SE	none	OCSE 500-560	EL
Security				
AM	Security AM	SMB AM	ASAEAM 700-760	EL
SE	Security SE	none	ASAESE 700-765	EL
Small Business Track				
SE	Sales Role	SMB AM	–	–
TR	Technical Role	none	SBTO 700-755	EL

➔ Advanced & Advanced Architecture

DevNet				
AM	1 Software Sales Lead	DevNet Associate	–	–
SE	2 Software Practitioners	DevNet Professional	–	–
FE	2 Field Practitioners	DevNet Specialist	–	–
Collaboration Architecture				
AM	Collaboration Architecture AM	SMB AM	CASE 700-651	EL
SE	Collaboration Architecture SE	none	CLCOR 350-801	5
FE	Collaboration Architecture FE	none	CLCOR 350-801, CLICA 300-810	5+5
further	Collaboration Servers & Appliances	none	CSA 500-325	EL
further	Cloud Collaboration Solutions	none	CCS 500-301	EL
further	Video Collaboration	none	VII 500-710	5+5
Enterprise Networks Architecture				
AM	Enterprise Networks Architecture AM	SMB AM	–	–
SE	Enterprise Networks Architecture SE	none	ENARSI 300-410, ENSDENG 500-470	5+EL
FE1	Enterprise Networks Architecture FE 1	none	ENSLD 300-420, ENDESIGN 500-490	5+EL
FE2	Enterprise Networks Architecture FE 2	none	ENCOR 350-401, ENWLSI 300-430	5+5
further	Cisco Security Access	none	SISE 300-715	5
Security Architecture				
AM	Security Architecture AM	SMB AM	ASAEAM 700-760	EL
SE	Security Architecture SE	CCNA	SCOR 350-701, ASAESE 700-765	5+EL
FE	Security Architecture FE	none	SCOR 350-701, SNCF 300-710, SISE 300-715	5+5+4
Data Center Architecture				
AM	Data Center Architecture AM	SMB AM	–	–
SE	Data Center Architecture SE	none	DCID 300-610	5
FE1	Data Center Architecture Unified Computing FE 1	none	DCCOR 350-601, DCIT 300-615	5+5
FE2	Data Center Architecture Unified Fabric FE 2	CCNP DC	DCIT 300-615	5
Service Provider Architecture				
AM	Service Provider Architecture AM	SMB AM	–	–
FE1	Service Provider Architecture FE1	CCNP SP	–	–
FE2	Service Provider Architecture FE2	CCNP SP	SPRI 300-510	5

➔ Business Practices

The program was completed by means of the Business Practices with the Customer Experience Specialization in order to support customers over the complete life cycle of their solutions.

Customer Experience				
–	Customer Success Manager	none	DTCSM 820-605	3
–	Renewals Manager	none	CRM 700-805	EL

* A recertification within the Partner Channel Specializations will only be necessary if the contents/examinations change significantly.

** AM = Account Manager, SE = System Engineer, FE = Field Engineer, further qualifications required for specialization. Please also note the information about Cisco Role Sharing in the Web.

*** EL = Cisco E-Learning, OD = On-Demand, Workshops on request.

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Digital Learning

Cisco Digital Learning

Cisco has strongly expanded the offer of Digital Learning courses over the past years. For many students, the courses are a good alternative to a classroom course, for instance in the scope of a recertification. The Digital Learning courses are top-quality modules and are set up in multi-functional mode:

- ➔ Lectures by trainers as videos in HD, with subtitles
- ➔ Lectures by trainers are provided as searchable text
- ➔ Comprehensive course documentation with texts and diagrams
- ➔ Interactive discovery labs for hands-on exercises
- ➔ Challenge labs to determine the learning progress
- ➔ Lab recordings show how other students have proceeded
- ➔ Everything integrated into one learning environment (only one login)
- ➔ Search function; bookmark function
- ➔ Also works on tablets
- ➔ Gamification – badges and medals as incentives
- ➔ Certificate after conclusion of the course

There is a large number of individual courses. These were restructured at the time document was printed and adapted to the new system of Cisco certifications. In addition to the individual courses, we also offer you complete course packages (see below).

You can find comprehensive information about the offers of Cisco on Digital Learning at www.experteach-training.com/go/ciscoelearning

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➔ Qualification Packages

Platinum Library: Networking 1,000 hours of learning materials, additional product training on Catalyst, ASR, CRS, NCS, OPT, IOS	€ 4,500
Platinum Library: Security 280 hours of learning materials, additional product training on NGFW, Firepower, IPS, AMP, and ASA	€ 3,500
Platinum Library: Data Center 280 hours of learning materials, additional product training on ACI, Nexus, and UCS	€ 3,500
Platinum Library: Cloud 280 hours of learning materials	€ 3,500
Platinum Library: Collaboration 240 hours of learning materials, additional product training on the UCManager, Contact Center, and TelePresence (TP)	€ 3,000
Platinum Library: All Access All Platinum Libraries included in the package	€ 6,000

*Price w/o exam, exclusive of V.A.T.

Advanced Technologies

Cisco uses the term Advanced Technologies for Cisco Learning Services Training, exceeding the scope of normal courses with regard to the treated topics or the degree of detail. The know-how imparted here supports customers and partners in the implementation and application of Cisco equipment in complex environments and high-performance networks. To increase the learning success, the practice-related share of the training is very high.

On the sector of Advanced Technologies, the curriculum is subdivided into various topical fields, which are structured according to the corresponding fields of application of the components referred to in the training. The courses are offered as classroom and online training and are directly performed by Cisco Learning Services.

Networking

Enterprise networks comprise the communication backbone of a company and interconnect computers and related devices via complex workgroup networks. The Cisco Enterprise Networking courses deal with the operation, configuration, and examination of your networking technologies. The courses combine interactive lectures with hands-on lab scenarios and are offered for the following topical fields:

- ➔ Optical Networking
- ➔ Service Provider Routing
- ➔ Software-Defined Networking
- ➔ Network Management

Service Provider Mobility

Cisco Learning Services offer competence-based training for the technical support of the second, third, and fourth generation for the Cisco ASR 5000 Series. The courses focus on configuration, administration, troubleshooting, deep packet inspection, traffic analytics, and more.

You can find detailed information on the courses in the field of Cisco Learning Services at www.experteach-training.com/go/ciscolearningservices

Security

Infringements against network security annually cost enterprises billions of $. The knowledge how to detect modern cyber security threats and to prevent them is of a vital significance for the success of a company. Cisco Learning Services offer practice-related training for the complex field of network and data security. In this context, the courses draw on the complete expert knowledge of the global Cisco security team.

Data Center

Here, practice-oriented, solution-based courses are presented for the setup of virtualized, cloud-based data centers. The students learn how they can optimize their network investment with the help of Cisco Nexus and ACI product training. The training for the data center provides IT specialists with the technical know-how in the field of professional services, making sure that the network works smoothly.

Collaboration

The Cisco collaboration tools enable the employees of a company to exchange ideas everywhere and anytime and, thus, maximize the efficiency and productivity of their company. The interactive training directed by Cisco trainers supports the integration of the Cisco collaboration technologies in the everyday work routine of your company. The portfolio comprises Acano training, HCS training, and more.

Cisco Enterprise Certifications

Certification/ Topic	Course Title	Exam	Days	Price*
CCNA	CCNA – Implementing and Administering Cisco Solutions	200-301	5+EL	on request
CCNP Enterprise	ENCOR – Implementing and Operating Cisco Enterprise Network Core Technologies	300-401 Core	5+EL	on request
	ENARSI – Implementing Cisco Enterprise Advanced Routing and Services	300-410 Concentration	5	on request
	ENSDWI – Implementing Cisco SD-WAN Solutions	300-415 Concentration	4	on request
	ENSLD – Designing Cisco Enterprise Networks	300-420 Concentration	5	on request
	ENWLSD – Designing Cisco Enterprise Wireless Networks	300-425 Concentration	5	on request
	ENWLSI – Implementing Cisco Enterprise Wireless Networks	300-430 Concentration	5	on request
	ENAUI – Implementing Automation for Cisco Enterprise Solutions	300-435 Concentration	5	on request
CCIE Ent. Infrastructure	ENCOR – Implementing and Operating Cisco Enterprise Network Core Technologies	300-401 Core + Lab Exam	5+EL	on request
CCIE Ent. Wireless	ENCOR – Implementing and Operating Cisco Enterprise Network Core Technologies	300-401 Core + Lab Exam	5+EL	on request
CCDE	CCDE Theory – The theoretic examination	352-001	5	on request
	CCDE – The practical examination	Prac. Exam	5	on request

Further Courses

Topic	Course Title	Days	Price*
Cisco Router	IPv6FD – IPv6 Fundamentals, Design and Deployment	5	€ **2,995**
	MCAST – Implementing Cisco Multicast	5	€ 2,995
Catalyst Switches	ENC9K – Implementing Cisco Catalyst 9000 Switches	3	€ 2,995
Network Management & SDN	ENSDW – Cisco SD-WAN Operation and Deployment	3	€ 2,395
	DNAIE – Digital Network Architecture Implementation Essentials	5	€ 3,495
IoT Programming	ISECIN – Securing Industrial IoT Networks with Cisco Technologies	5	€ 3,695
	NPDESI – Designing and Implementing Cisco Network Programmability	5	€ 3,195
	NPDEV – Developing with Cisco Network Programmability	5	€ 3,195
Meraki & WLAN	ECMS1 – Engineering Cisco Meraki Solutions Part 1	1	on request
	WCMX – Deploying Cisco Connected Mobile Experiences	2	€ 1,595
QP Qualification Package ¨€ 2,995	WDAWL – Deploying Advanced Cisco Wireless LANs	2	€ 1,595
	WDBWL – Deploying Basic Cisco Wireless LANs	3	€ 2,195
	WMNGI – Managing Cisco Wireless LANs	4	€ 2,395

*Price w/o exam, exclusive of V.A.T.

You can find the **comprehensive course outlines** with detailed tables of contents, dates, and course locations at www.experteach-training.com/go/ciscorsd

You can find courses on this topic field from the sector **Advanced Technologies** at www.experteach-training.com/go/ciscolearningservices

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Cisco Service Provider Certifications

Certification	Course Title	Exam	Days	Price*
CCNA	**CCNA – Implementing and Administering Cisco Solutions**	**200-301**	**5+EL**	**on request**
CCNP Service Provider	SPCOR – Implementing and Operating Cisco Service Provider Network Core Technologies	300-501 Core	5+EL	on request
	SPRI – Implementing Cisco Service Provider Advanced Routing Solutions	300-510 Concentration	5	on request
	SPVI – Implementing Cisco Service Provider VPN Services	300-515 Concentration	5	on request
	SPAUI – Implementing Automation for Cisco Service Provider Solutions	300-535 Concentration	5	on request
CCIE Service Provider	SPCOR – Implementing and Operating Cisco Service Provider Network Core Technologies	300-501 Core + Lab	5+EL	on request

Further Courses

Topic	Course Title	Days	Price*
MPLS and QoS	QoS – Implementing Cisco Quality of Service	5	€ 2,795
	MPLST – MPLS Traffic Engineering & Other Features	5	€ 3,295
	MPLS – Implementing Cisco MPLS	5	€ 2,995
Routing	BGP – Configuring BGP on Cisco Routers	5	€ 2,995

*Price w/o exam, exclusive of V.A.T.

You can find the **comprehensive course outlines** with detailed tables of contents, dates, and course locations at www.experteach-training.com/go/ciscosp

You can find courses on this topic field from the sector **Advanced Technologies** at www.experteach-training.com/go/ciscolearningservices

Cisco Data Center Certifications

Certification	Course Title	Exam	Days	Price*
CCNA	CCNA – Implementing and Administering Cisco Solutions	200-301	5+EL	on request
CCNP Data Center	DCCOR – Implementing and Operating Cisco Data Center Core Technologies	300-601 Core	5+EL	on request
	DCID – Designing Cisco Data Center Infrastructure	300-610 Concentration	5	€ 3,195
	DCIT – Troubleshooting Cisco Data Center Infrastructure	300-615 Concentration	5	€ 3,195
	DCACI – Implementing Cisco Application Centric Infrastructure	300-620 Concentration	5	on request
	DCMDS – Configuring Cisco MDS 9000 Series Switches	300-625 Concentration	4	€ 3,495
	DCAUI – Implementing Automation for Cisco Data Center Solutions	300-635 Concentration	5	on request
CCIE Data Center	DCCOR – Implementing and Operating Cisco Data Center Core Technologies	300-601 Core + Lab	5+EL	on request

Further Courses

Topic	Course Title	Days	Price*
Cisco NX-OS	**DCINX9K – Introducing Cisco Nexus 9000 Switches in NX-OS Mode**	**3**	€ 2,395
Unified Computing	**DCCUCS – Configuring Cisco Unified Computing System**	**5**	€ 3,195
	UCSDF – Cisco UCS Director Foundation	3	€ 2,195
	UCSDACI – Designing & Deploying Cisco UCS Director with ACI	5	€ 3,195
Storage (MDS)	DCMDSO – Cisco MDS 9000 Series Switches Overview	1	€ 1,195
VersaStack	VSDESIGN – Designing the VersaStack Solution	2	€ 1,995
	VSIMP – Implementing the VersaStack Solution	3	€ 2,595

*Price w/o exam, exclusive of V.A.T.

You can find the **comprehensive course outlines** with detailed tables of contents, dates, and course locations at www.experteach-training.com/go/ciscodc

You can find courses on this topic field from the sector **Advanced Technologies** at www.experteach-training.com/go/ciscolearningservices

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Cisco Security Career Certifications

Certification	Course Title	Exam	Days	Price*
CCNA	CCNA – Implementing and Administering Cisco Solutions	200-301	5+EL	on request
CCNP Security	SCOR – Implementing and Operating Cisco Security Core Technologies	300-701 Core	5+EL	on request
	SSNGFW – Securing Networks with Cisco Firepower Next Generation Firewall	300-710	5	€ 4,000
	SSFIPS – Securing Networks with Cisco Firepower Next-Generation IPS	300-710	5	€ 4,000
	SISE – Implementing and Configuring Cisco Identity Services Engine	300-715 Concentration	5	€ 3,195
	SESA – Securing Email with Cisco Email Security Appliance	300-720 Concentration	3	€ 2,195
	SWSA – Securing the Web with Cisco Web Security Appliance	300-725 Concentration	2	€ 1,595
	SVPN – Implementing Secure Solutions with Virtual Private Networks	300-730 Concentration	5	on request
	SAUI – Implementing Automation for Cisco Security Solutions	300-735 Concentration	5	on request
CCIE Security	SCOR – Implementing and Operating Cisco Security Core Technologies	300-701 Core + Lab	5+EL	on request

Further Courses

Topic	Course Title	Days	Price*
ASA	SASAC – Implementing Core Cisco ASA Security	5	€ 2,995
	SAEXS – Cisco ASA Express Security	2	€ 1,595
	SASAA – Implementing Advanced Cisco ASA Security	5	€ 3,195
Further courses	SWISE – Implementing Cisco Identity Services Engine for Wireless Engineers	2	€ 1,795
	802.1X – Introduction to 802.1X Operations for Cisco Security Professionals	3	€ 2,395
	SSECMGT – Managing Enterprise Security with Cisco Security Manager	5	€ 2,795
	SBYOD – Implementing Cisco Bring Your Own Device Solutions	3	€ 2,395
	SECCLD – Securing Cloud Deployment with Cisco Technologies	4	on request

*Price w/o exam, exclusive of V.A.T.

You can find the **comprehensive course outlines** with detailed tables of contents, dates, and course locations at www.experteach-training.com/go/ciscosec

You can find courses on this topic field from the sector **Advanced Technologies** at www.experteach-training.com/go/ciscolearningservices

Cisco Collaboration Career Certifications

Certification	Course Title	Exam	Days	Price*
CCNA	CCNA – Implementing and Administering Cisco Solutions	200-301	5+EL	on request
CCNP Collaboration	CLCOR – Implementing and Operating Cisco Collaboration Core Technologies	300-801 Core	5+EL	on request
	CLICA – Implementing Cisco Collaboration Applications	300-810 Concentration	5	on request
	CLACCM – Implementing Cisco Advanced Call Control and Mobility Services	300-815 Concentration	5	on request
	CLCEI – Implementing Cisco Collaboration Cloud and Edge Solutions	300-820 Concentration	5	on request
	CLAUI – Implementing Automation for Cisco Collaboration Solutions	300-835 Concentration	5	on request
CCIE Collaboration	CLCOR – Implementing and Operating Cisco Collaboration Core Technologies	300-801 Core + Lab	5+EL	on request

Further Courses

Topic	Course Title	Exam	Days	Price*
User	ExperTeach UC-trainer		-	on request
CUCM Config.+ Operat.	UCSEC – Implementing Cisco Unified Communications Security		5	€ 3,195
Contact Center	UCCXD – Deploying Cisco Unified Contact Center Express	500-052	5	€ 3,195
	AUCCE1 – Administering Cisco Unified Contact Center Enterprise 1		5	€ 3,195
	AUCCE2 – Administering Cisco Unified Contact Center Enterprise 2		5	€ 3,195
	DUCCE – Deploying Cisco Unified Contact Center Enterprise		5	€ 3,195
	DUIC – Deploying Cisco Unified Intelligence Center		3	€ 2,595
Telepresence	VII – Cisco Video Infrastructure Implementation		5	€ 3,195

*Price w/o exam, exclusive of V.A.T.

You can find the **comprehensive course outlines** with detailed tables of contents, dates, and course locations at www.experteach-training.com/go/ciscouc

You can find courses on this topic field from the sector **Advanced Technologies** at www.experteach-training.com/go/ciscolearningservices

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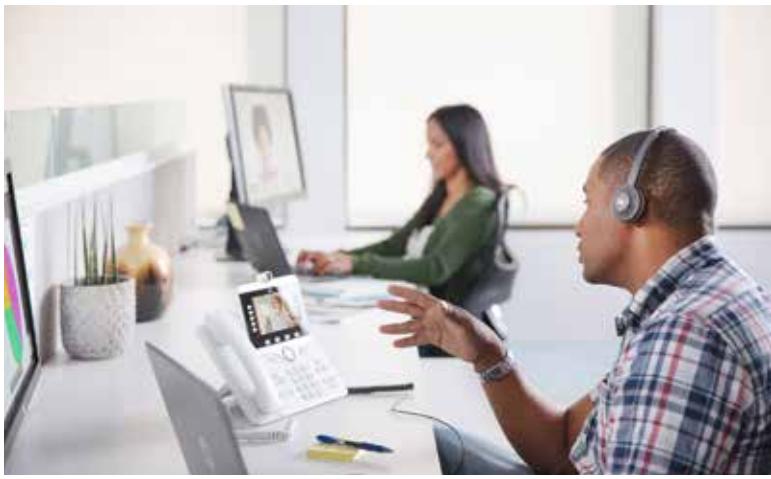
ExperTeach UC-trainer



Interactive telephone trainer for a successful introduction of Cisco UC end devices

You have created the business case for your UC project, determined a strategy, defined the financing, selected the provider, renewed the infrastructure, implemented special solutions, planned the roll-out, and more.

Have you also thought about the users? Those who will accept your solution if it is explained to them during the introduction?

For this purpose, we offer the multimedia learning software UC-trainer. The user is guided through the menus and operating structure of his new telephone set in an interactive mode, which enables him to make himself acquainted with the new system in a playful manner.

The UC-trainer is available in eleven languages and supports numerous Cisco IP phones, as well as special applications, such as Jabber Clients and WebEx. Applications by third-party providers can be integrated. The UC-trainer can be adapted to your CI/CD environment and is usually provided over the Intranet of the company using the solution.

The following language versions are available:

- German
- Danish
- English
- Flemish
- French
- Italian
- Dutch
- Polish
- Russian
- Swedish
- Spanish

More on request

UC-trainer unified communications

Do not hesitate to contact us, we will be glad to make a quotation for your UC project!

You can find courses on this topic field from the sector **Advanced Technologies** at www.experteach-training.com/go/ciscouctrainer

The sectors software and network are interconnected ever more strongly day by day. Applications provide innovative findings, and IT experts can use the benefits of automation and DevOps to scale and protect their network infrastructures. The new DevNet training and certifications support network engineers and developers to combine the know-how of the Cisco infrastructure with the performance of programming in order to make use of the options of purposeful networking.

NEW

CCNA DevNet and CCNP DevNet

Effective of February 24, 2020, the new certifications CCNA DevNet (with the DEVASC course) and CCNP DevNet will be available. The latter includes the mandatory DEVCOR exam and a further exam of your choice, which serves to adapt the certification of your technical focus.

You can find the **comprehensive course outlines** with detailed tables of contents, dates, and course locations at www.experteach-training.com/go/ciscodevnet

Cisco DevNet Career Certifications

Certification	Course Title	Exam	Days	Price*
CCNA DevNet	DEVASC – Developing Applications and Automating Workflows Using Cisco Core Platforms	200-901	5+EL	on request
CCNP DevNet	DEVASC – Developing Applications and Automating Workflows Using Cisco Core Platforms	350-901 Core	5	on request
	ENAUI – Implementing Automation for Cisco Enterprise Solutions	300-435 Concentration	5	on request
	CLAUI – Implementing Automation for Cisco Collaboration Solutions	300-835 Concentration	5	on request
	DCAUI – Implementing Automation for Cisco Data Center Solutions	300-635 Concentration	5	on request
	SPAUI – Implementing Automation for Cisco Service Provider Solutions	300-535 Concentration	5	on request
	SAUI – Implementing Automation for Cisco Security Solutions	300-735 Concentration	5	on request
	DEVOPS – Implementing DevOps Solutions and Practices using Cisco Platforms	300-910 Concentration	5	on request
	DEVIOT – Developing Solutions using Cisco IoT and Edge Platforms	300-915 Concentration	5	on request
	DEVWBX – Developing Applications for Cisco Webex and Webex Devices	300-920 Concentration	5	on request

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Channel Partner Specializations

Workshops Including Examinations

For specializations within the partner program, Cisco issues several, complex specifications for the training of account managers, systems engineers, and field engineers, which a partner has to fulfill mandatorily. For some job roles, Cisco expects a preparation for the event in the form of self-studies.

For an efficient preparation, we offer individual workshops for diverse exams, in which specific questions are answered by a trainer and the students are prepared for the examination in a purposeful manner.

The preparation for the examination can be combined with further contents. We will be glad to inform you about the available options and will create an individual workshop for your employees. Frequently, a 1- or 2-day workshop is the optimum solution.

You can find the **comprehensive course outlines** with detailed tables of contents, dates, and course locations at www.experteach-training.com/go/ciscosales

Cisco Sales & Presales

Topic	Course Title	Exam	Days	Price*
Business	Complex Solution Selling – Premium Sales and Presales Training		individ.	on request
Transformation	DTBAS – Applying the Cisco Business Architecture Techniques	820-445	3	€ 2,395
	DTBAD – Mastering the Cisco Business Architecture Discipline	840-450	2	€ 1,595
Sales	DTBAA – Adopting the Cisco Business Architecture Approach	810-440	2	€ 1,595
Further Courses	DTCSM – Cisco Customer Success Manager	820-605	3	€ 2,395

*Price w/o exam, exclusive of V.A.T.

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Complex Solution Selling

Premium Sales and Presales Training

ICT Market Requirements

The ICT market and the business models on which it is based are subject to a very rapid change. Topics like cloud computing, machine learning, artificial intelligence, Big Data, Internet of Things, and Industry 4.0 come into focus and make new demands. The companies must react to this very urgently.

IT architectures and the understanding of IT are changing just as rapidly. Agile methods like DevOps, Scrum, Extreme Programming, etc., as well as multi-cloud scenarios determine the everyday IT work routine. Business considerations have top priority and shift the technologies to the background.

Role Awareness in Sales

In this context, the roles of the employees are changed as well, as they increasingly have to speak the language of the business and have to sell complex solutions. They are supposed to take over the role of a business consultant, who is actually able

to challenge his customer with his ideas on successful corporate management. This new role awareness requires integrated know-how of very diverse sectors (see diagram). Attractive customer solutions and sales stories are supposed to be created from that. A successful application therefore demands the interaction of these knowledge areas and the know-how to apply this knowledge in practice. Otherwise, frameworks such as TOGAF are too theoretical for sales-related employees and offer little benefit and sales success.

Integrated Training Program

From experience we know that the preparation for such a Complex Solution Selling will be most successful if the contents of the different training areas are combined in a training cycle and delivered at one stop. At ExperTeach, these sales and presales technologies are taught by experienced specialists, who have spent many years implementing IT projects for numerous customers. They also have the knowledge how the business models of the companies of the various industries and their corresponding IT environments work.

The work with specific case scenarios along with the practical experience of the trainers ensure that your employees do not have to accomplish a complex transfer task to apply their know-how subsequently. Instead, they are already presented appropriate sales stories and argumentation chains for the different stakeholders of their customers, covering the various topical fields in question. This integrated methodology has led to considerable successes of this training concept among providers and IT systems integrators.

We recommend to design the program for a duration of 2 to 3 years. This longer period of time guarantees the substantialness of the training measure and gives the trainers a deeper insight into the working mode of your company. They can impart the knowledge in a more purposeful manner and provide valuable hints on interface problems, optimization of the market approach, etc. from the viewpoint of an external consultant.

To further support your employees between the individual classroom training sessions, we will be happy to offer a range of further services, such as:

- ➔ Support when implementing the measure
- ➔ Assessment of the potential candidates
- ➔ Configuration of a community
- ➔ Configuration of a portal for know-how exchange and tracking
- ➔ Continuous moderation of Web conferences
- ➔ Support via e-tutor or training-on-the-job
- ➔ Elaboration of certifications
- ➔ Booking of the participants of the event and tracking
- ➔ Creation of sales guides
- ➔ Strategy and innovation workshops

Exemplary Scenarios

Our Complex Solution Selling Programs are always adapted to the complex requirements and aims of the sales organization to be trained. In the following, you can find two exemplary scenarios from the Cisco sector.

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Example 1:
A training cycle for account managers for Cisco solutions

Check-in

Web conference to start the program
- → Create awareness for the significance
- → Define expectations and aims
- → The team and the training partner introduce themselves.
- → Present the contents of the program
- → Demand and promote motivation + interaction
- → Questions, comments, and wishes

Complex Solution Selling – Sale of Cisco IT Architectures

Sales 4.0 – A New Way of Thinking
- → Types of sales: Which are the characteristic features of success?
- → Cisco trends and market shares
- → SPIN selling and reframing
- → The business model Canvas
- → The corporate purchasing process
- → Acquisition strategy, aims, and point of view
- → The successful IT presentation
- → Competing arguments
- → Efficient deal closing
- → Things worth knowing about corporate purchasing processes
- → Successful price negotiation strategies in IT projects
- → Teamwork: Consultative selling approach.

Cisco Enterprise Networks – 360° Selling Experts

Cisco Collaboration Networks – 360° Selling Experts

Cisco Data Center – 360° Selling Experts

Enterprise Networks, Collaboration, Data Center
- → New technologies and architectures in the fields Enterprise Networks, Collaboration, and Data Center – business needs
- → Cisco solutions in an overview
- → Collecting typical demand triggers
- → Sales stories on focal topics
- → Working out a customer benefit argumentation - teamwork
- → How do I position the topic with the customer and which options exist for up-selling and cross-selling?
- → Which solutions suit which customer and why – USPs?
- → Competing arguments
- → Case scenario with real customers and elaboration of a customer approach via the Canvas business model

Cisco Business Architecture Analyst incl. Exam

Exam 810-440
- → Preparation for the examination as Cisco Business Architecture Analyst
- → Providing Cisco DBTAA e-learning
- → Examination voucher is included in the concept

Example 2:
A training cycle for pre-sales employees for Cisco solutions

Check-in

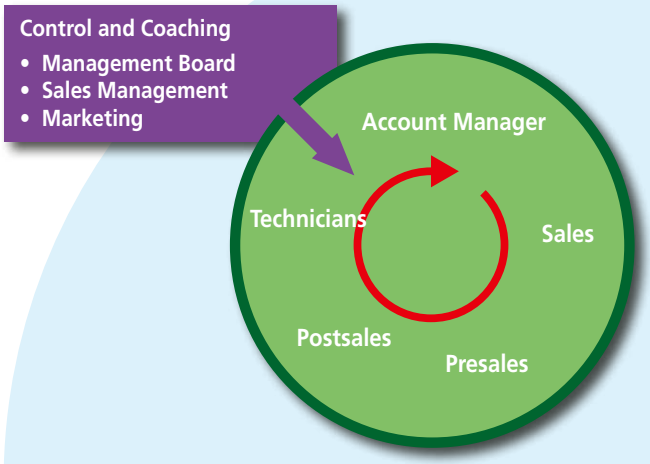
Web conference to start the program
- → Create awareness for the significance
- → Define expectations and aims
- → The team and the training partner introduce themselves
- → Present the contents of the program
- → Demand and promote motivation + interaction
- → Questions, comments, and wishes

Advanced Cisco Enterprise Networks Solutions – Consultative Selling

Advanced Cisco Collaboration Networks Solutions – Consultative Selling

Advanced Cisco Data Center Solutions – Consultative Selling

Advanced Enterprise Networks, Advanced Collaboration, and Advanced Data Center
- → Complex Solution Selling
- → Account Qualification and Assessments
- → Degree of maturity of my customer
- → The Cisco Enterprise, Collaboration or Data Center solutions and stories
- → Optimization options for value creation chains and KPIs – The benefits of Cisco
- → Identifying and winning over stakeholders
- → Analysis of competitors: Strengths and weaknesses of the competitors
- → Sample presentation and consultation interview
- → Discussion of projects and offers
- → Roleplay
- → Questionnaires and one pager



Training programs on Complex Solution Selling can also be created in a vendor-independent mode. We will be glad to inform you about the available options and will create an individual agenda for your employees.

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Awards and Certificates

Germany's Best Providers of Advanced Training

Already for the third time in a row, the German trade journal FOCUS MONEY has ranked us in the listing of Germany's best providers of advanced training. This award is granted on the basis of a study conducted by the Institute for Management and Economic Research with the scientific support by the International School of Management (ISM).

Innovativ durch Fo

Diesen Award [illegible] Jahr 2020 e[illegible].

ÜBERSETZEN

Beste IT-Dienstleister

Durch eine Befragung von Fachexperten w[illegible] erstmals im st[illegible] die besten [illegible] in Deutschland [illegible]stet.

ÜBERSETZEN

Top Employer – Medium-scale Enterprises

For the third time in a row, we have also been ranked in the top employer listing for medium-scale enterprises. The basis for that is a study conducted by the German technical journal FOCUS-BUSINESS in cooperation with kununu.com, the employer assessment portal for employees, trainees, and applicants.

Certificate According to the DIN EN ISO 9001:2015 Standard

Our quality management system has been certified since the year 2015 according to the DIN EN ISO 9001:2015 Standard. This ensures that there are quality standards for all of our activities, which have to be complied with. This makes sure that all our customers, suppliers, and business partners will always find their reliable and professional partner in ExperTeach.

ExperTeach

ExperTeach Gesellschaft für Netzwerkkompetenz mbH

Waldstrasse 94 · 63128 Dietzenbach · Germany
Phone + 49 6074 4868-0 · info@experteach.de

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