Björn Wallin

Solution Architect Manager, CCIE #6952

Facts and figures – Atea Sweden

1900 employees

1000 consultants

30 offices

SEK 8,8 billion in revenues

Facts and figures – Atea Group

6500 employees

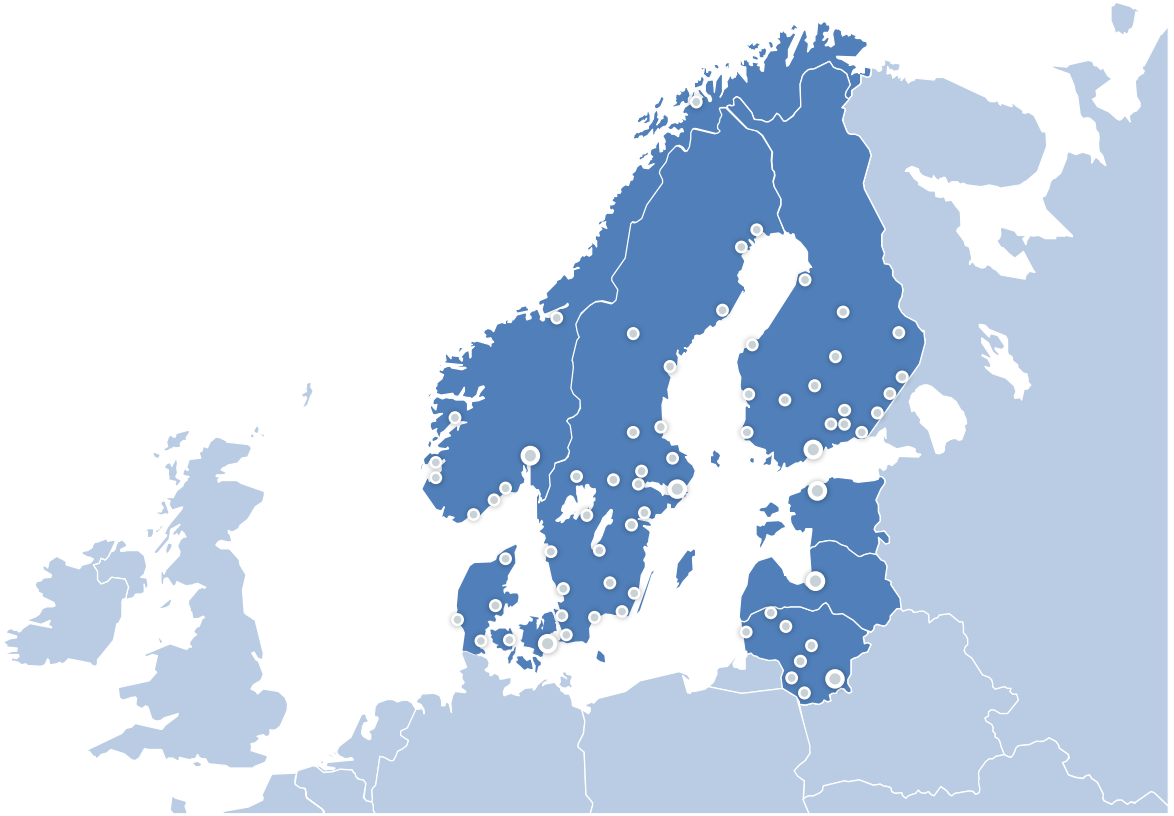
3700 consultants

84 offices

7 countries

NOK 22 billion in revenues

Listed on the Oslo Stock Exchange



ATEA-Cisco Partner Relations

- Cisco's longest Partner relation within the Nordic countries (1988)
- Cisco's first Goldpartner in the Nordic Countries (1994)
- Maintaining Goldpartner status every year – so far
- Produced more than 30 CCIE's in Sweden
- Cisco's best selling partner from 1988 until 2014
- Cisco is ATEA premium choice regarding comm-equipment
- A complete portfolio of Cisco services
- Very close relations to Cisco EMEA, Nordic & Sweden
- Member of Cisco Tac-Advisory Board since start
- Partner Business Consulting project with Cisco
- Will continue maintaining/increasing all god relations with Cisco
- Cisco TTA in all AT areas
- Member PLAB
- Member POAB

Cisco Specializations, Certifications & ATP

Current Specializations & ATP

- Cisco Gold Partner
- Cisco TAC Certified
- Advanced Enterprise Network Arcitecture Specialisation
- Advanced Security Architecture Specialisation
- Advanced Collaboration Architecture Specialisation
- Advanced Datacenter Architecture Specialisation
- ATP - Cisco TelePresence Video Master
- ATP ISE
- ATP Invicta

Current certifications in Sweden

- ✓ 14 CCIE
  - ✓ 2xCCIE Security
  - ✓ 1xCCIE Wireless
- ✓ 53 CCNA
- ✓ 26 CCNP
- ✓ 14 CCDA
- ✓ 90 individuall Cisco certifications

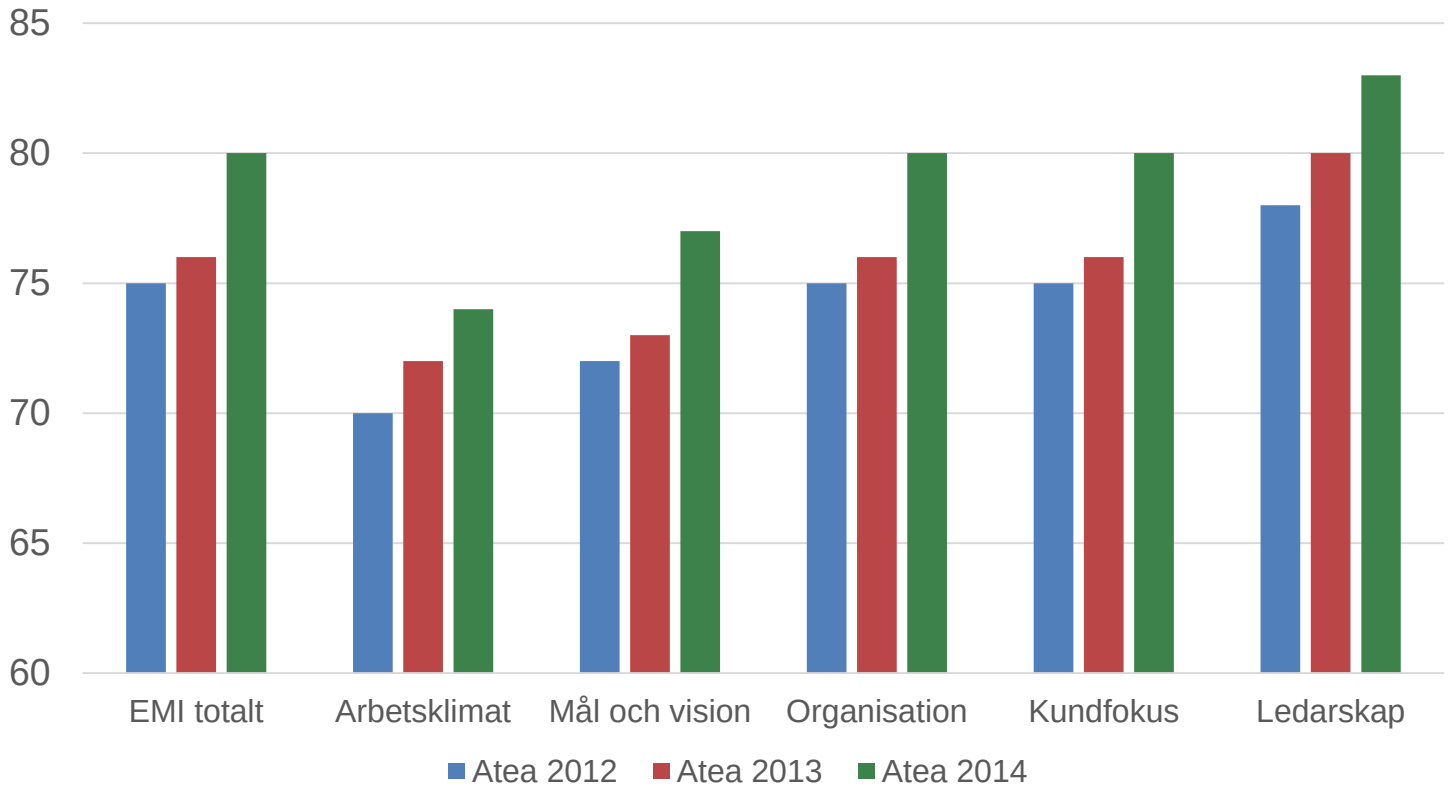
Current CCIE Certification in the rest of Scandinavian

- ✓ 20 CCIE in Norway
- ✓ 15 CCIE in Denmark
- ✓ 2 CCIE in Finland

ATEA

Development

Atea Sverige, Employee survey 2012 - 2014



Ateas vision and values

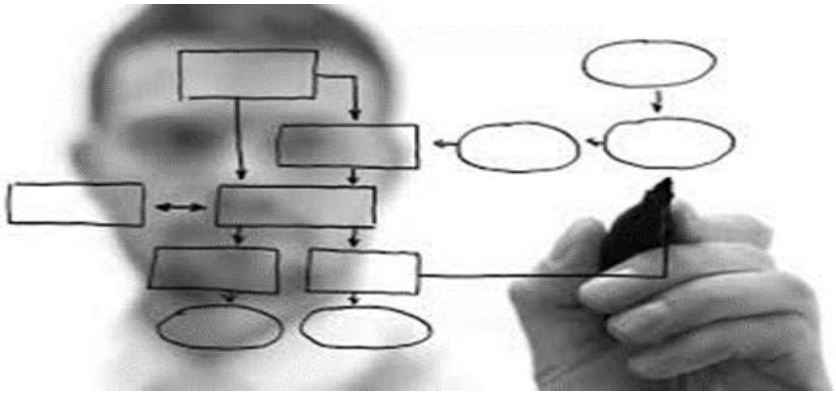
We aim high!

We are passionate about what we do

We take personal responsibility

We put the team first

Atea´s requirements on Networking Professionals



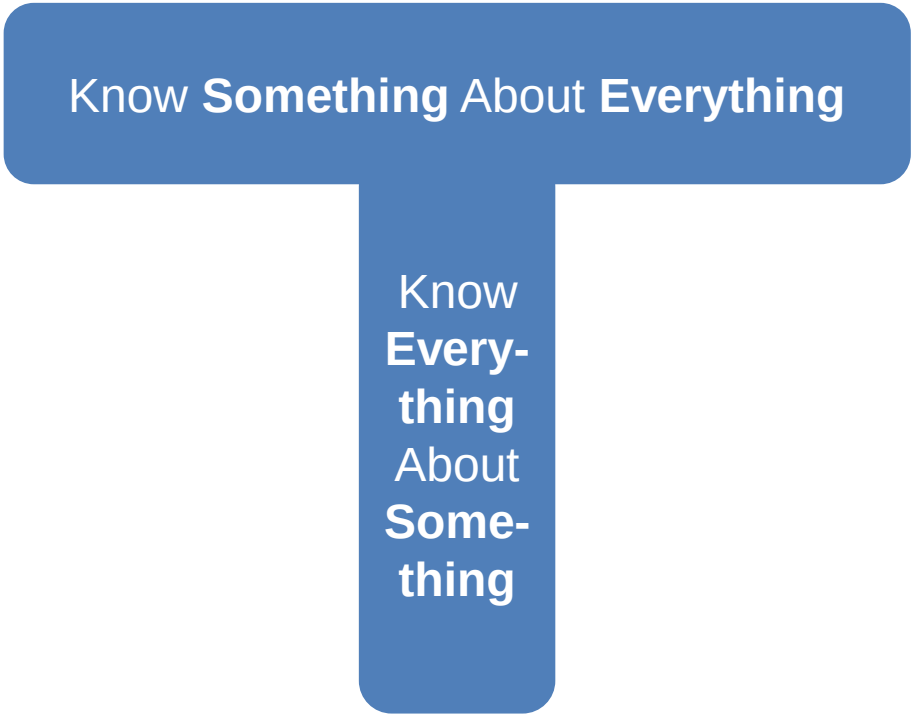
Ateas requirements on Networking Professionals

- ✓ Experienced and Certified
- ✓ Ability to explain complex solutions in a simple way
- ✓ Experience of working in projects
- ✓ Lead technical workshops
- ✓ **The ability to promote yourself and your skill!**
- ✓ New trends and new approaches also changing requirements

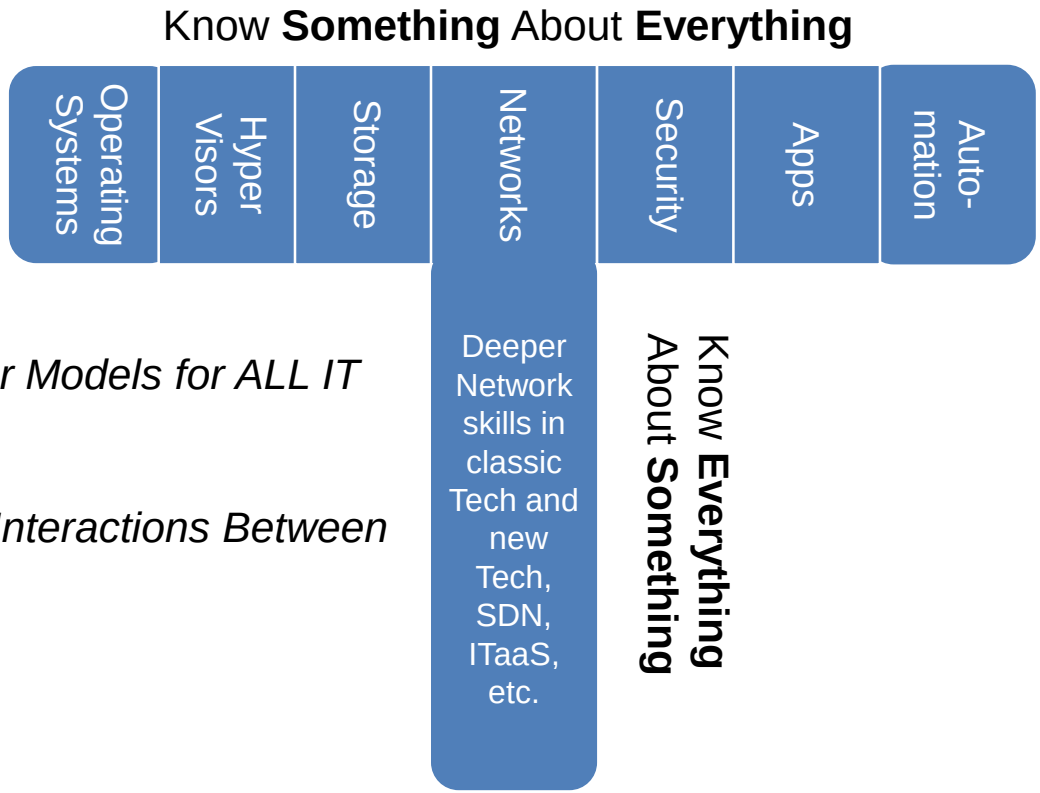
Young network personnel acquire the best experience by working broader initially and then specialize.

Transformering & Trust

New Expectations – Wider And Deeper Skills



New *Skill Model* for Networking Professionals



- *Need For Similar Models for ALL IT Technologists*
- *Need For Tight Interactions Between IT Functions*

Next Generation DataCenter

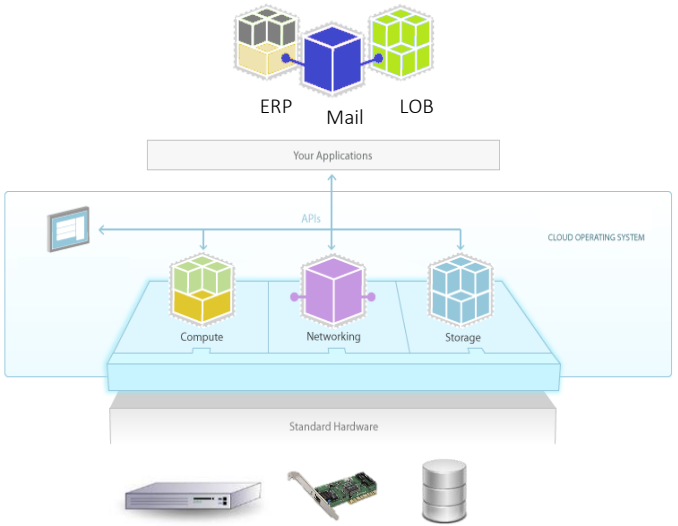
New trends and new approaches changing requirements

The network is the basis for everything else ....

Data Center →

Software Defined Anything →

Converged / HyperConverged →



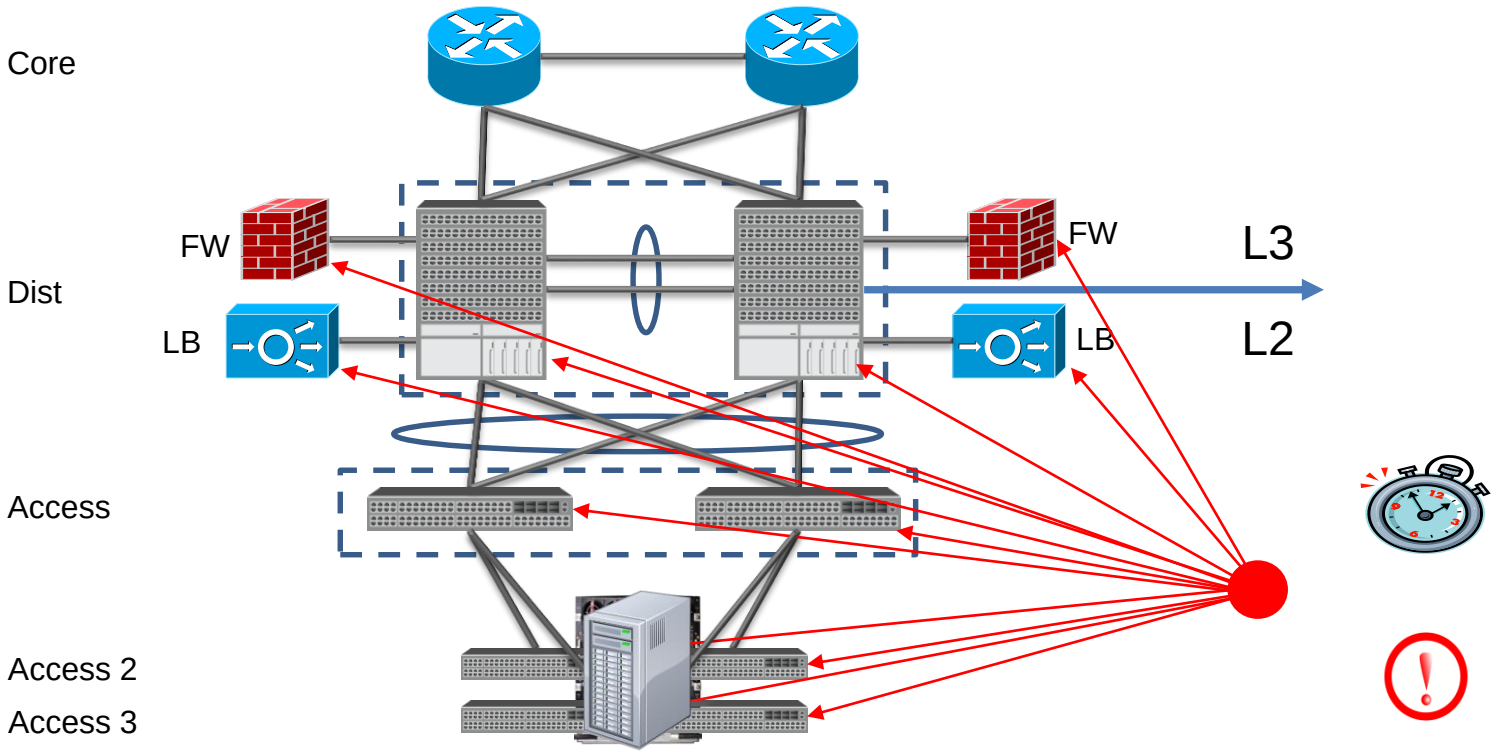
← Role Based Access/Security

← Automation

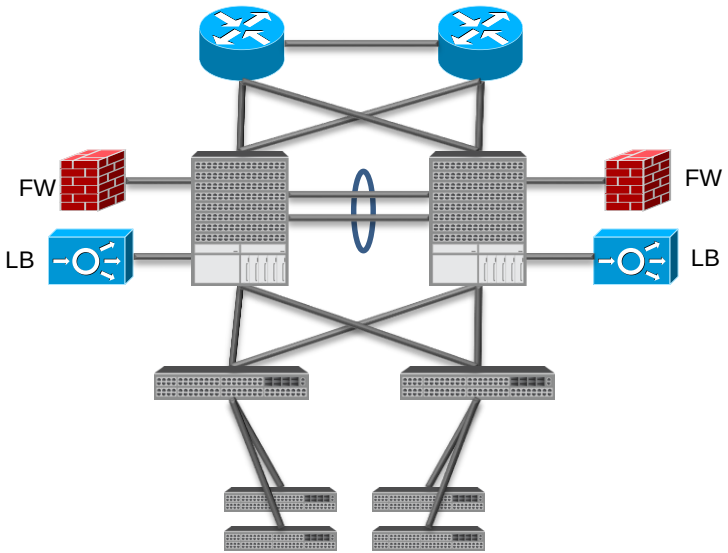
← Hybrid / Cloud Delivery

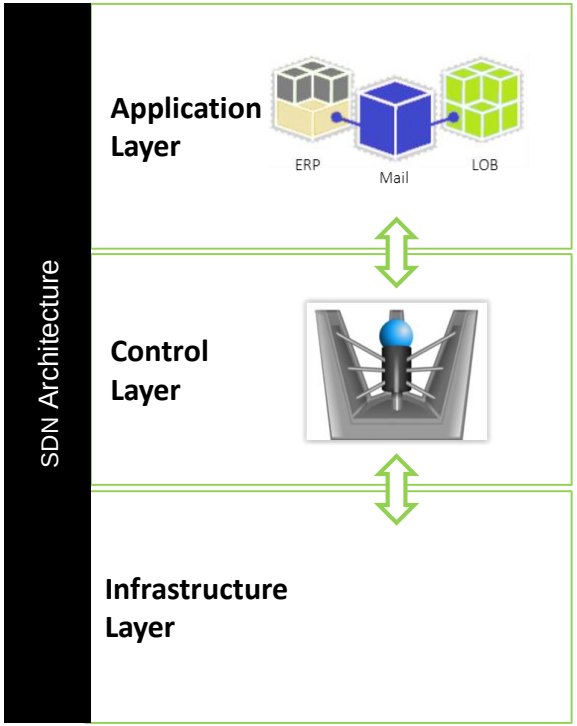
Automate all services, Layer 1-7…

Network, What is the Challenge?



Get away from “box” thinking…





ANY
QUESTIONS
?

TP2B

THE
PLACE
TO BE

ATEA