

Fast Lane

Nordic & Baltic Conference 2015



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WW company



 **Fast Lane**



We do Cisco Training in the Private Sector

- Routing & Switching
- SDN (Automation)
- IoT
- Security
- Wireless
- Data Center
- Collaboration
- Storage
- Prime



We like Cisco Networking Academy since the start

- You start them up
- We continue



Room for improvement

- **Certification**
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- **Why?**



Minimum CCNA or No work after NA

- The Cisco Partners will only hire certified people
- Minimum CCNA



You need to convince them

- 15 000 students in the Nordic Area = 100-200 certifications.
- You need to tell the youngsters 1000 times:
 - Use the CCNA Voucher within 3 months
- It is worth....



Hiring Company costs

- A 5 day course have the total cost of about €11 000.
Time, overtime, travel, hotel.
- You normally need 2 courses, ICND 1&2 = €22 000, to train a rookie, right?
- This is what a CCNA is worth for the hiring Partner
- Partners need the certification for the Audit.
- And...



What's in it for the student

Salary €

- CCNA 2500 - 3500/month
- CCNP 3500 - 5000/month
- CCIE 5000 – 10000/month



Fast Lane will contribute

- The students can refresh their Cisco knowledge by attending the CCNAX course within 1 year after finishing their studies.
- Show us a guilty Course Completion and get 50% discount.
- The code is FL-NA-CCNAX
- We can set it up together at your facilities.
- We can talk to the Cisco Partner org. to use MDF for Certification



Use the Fast Lane Community Site

- Free pre and post tests:
www.fastlane-community.com



Cisco Certifications

CCENT
CCNA R&S
CCDA
CCNA Concentrations
CCNA DATA CENTER
CCNA SERVICE PROVIDER

ICND1
ICND1, ICND2
ICND1, ICND2, DESGN
ICND1 and IINS or IIUC or IUWNE
DCICN, DCICT
SPNGN1, SPNGN2

CCNP R & S
CCDP
CCNP SERVICE PROVIDER
CCNP VOICE
CCNP SECURITY
CCNP Wireless
CCNP DATA CENTER

ROUTE, SWITCH, TSHOOT
ROUTE, SWITCH, ARCH
SP-ROUTE, S-PADVROUTE, SP-CORE, SP-EDGE
CVOICE, CIPT1, CIPT2, TVOICE, CAPPs
SISAS, SENSS, SIMOS, SITCS
CUWSS, IUWMS, IAUWS, IUWVN
DCUCi, DCUFI, DCUCT, DCUFT, DCUCD, DCUFD

CCIE ROUTING & SWITCHING,
VOICE, SECURITY
STORAGE, WIRELESS
SERVICE PROVIDER
DATA CENTER

Cisco Internetwork Expert, CCIE
About 20 courses
About 30 000 pages
About 4500 hours
About Euro 150 – 200 000



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