



Cisco Channel Partner Program

- Cisco Gold, Silver, Premier, and Select Certification Requirements
- Technology and Architecture Specialization Requirements
- Cisco Career Certifications for the Individual

Certification & Specialization Benefits

For the Partner

- Market recognition, branding and differentiation from your competitors
- Sales promotions and Co-marketing resources
- Financing
- Incentives and Promotions from Cisco
- Rewards for facilitating the adoption of advanced technologies
- Service and support from Cisco

For the Individual

- Develop skills and expertise
- Increase their value to the company
- Command a greater salary
- Be distinguished from other network professionals through the attainment of a certification or specialization recognized throughout the industry

Fast Lane takes you to your Cisco Partnership!



Cisco's industry-leading program and certification branding uniquely differentiates you and your solutions, and the way in which you are perceived by customers.



Based on your individual business goals and strategy, we support you choosing the most appropriate options of Cisco's Channel Partner Program. In close contact with your management we analyze your qualification gaps and needs to build a perfectly tailored training plan to ensure you have the requested certifications and qualifications for your desired Cisco partnership.

Feel free to get in touch if you have any questions about the Cisco Channel Partner Program and our training offering. You can find the contact details on the back cover.

Cisco Partner Certifications

Certification reflects a partner's breadth of technology skills across certain technologies. The certifications include: **Select, Premier, Silver, and Gold.**

Cisco Partner Specializations

Specialization reflects the depth of a partner's skills in a particular technology. There are four levels of specialization: **Entry, Express, Advanced, and Master**, each representing greater capabilities in sales, technical, and lifecycle services.

Cisco Partner Specializations

Entry-level Specializations

- Small Business
- Small Business Foundation

Express-level Specializations

- Express Foundation
- Express Unified Communications

Advanced-level Specializations

Technology Specializations

- Advanced Unified Communications
- Advanced Security
- Advanced Wireless LAN
- Advanced Routing & Switching
- Advanced Unified Fabric
- Advanced Unified Computing

Architecture Specializations

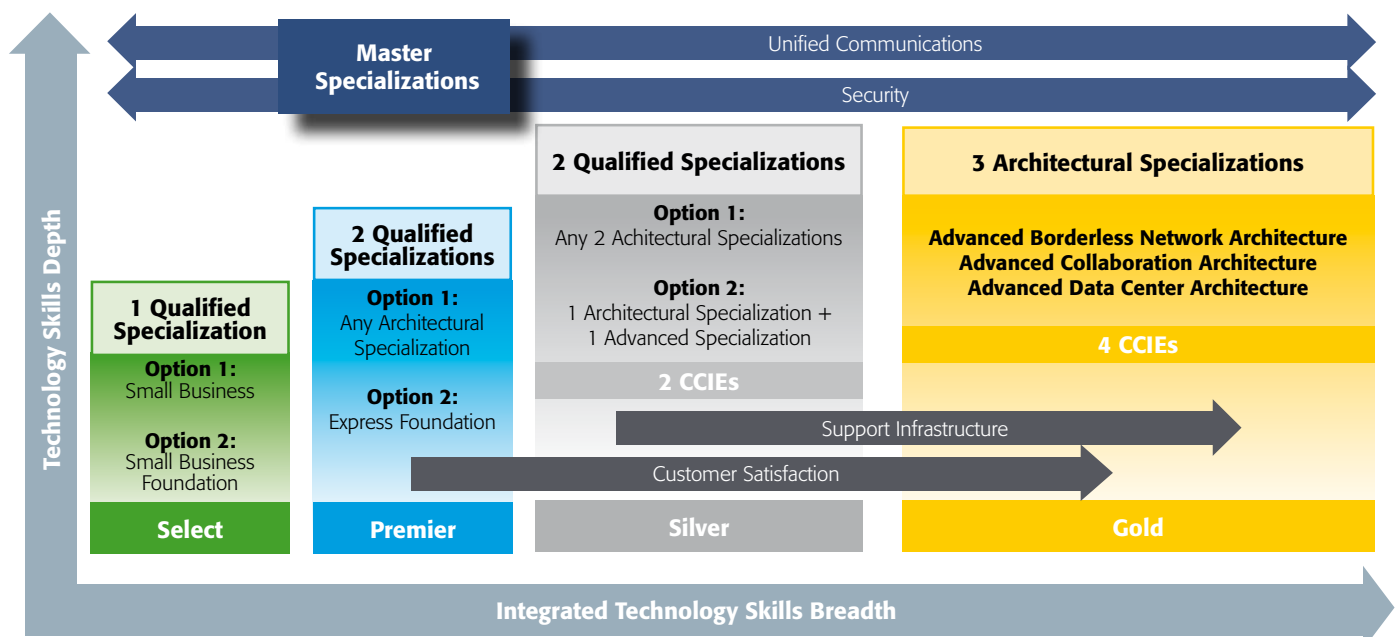
- Advanced Borderless Network Architecture
- Advanced Collaboration Architecture
- Advanced Data Center Architecture

Master-level Specializations

- Master Unified Communications
- Master Security

New Certification and Specialization Framework

The new certification and specialization framework will be required for all Channel Partners beginning August 2012. To ensure a smooth recertification process, Cisco is providing a generous transition period for existing Cisco Certified Partners.



Entry Level Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Small Business Foundation				
AM	None		SBF for Account Managers E-Learning	SBFAM Exam #650-256
SE	None		SBF for Engineers E-Learning	SBFE Exam #650-395

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Small Business				
AM	None		SMB Solutions for Account Managers E-Learning	SMBAM Exam #650-179
SE	None		SMB Solutions for Engineers E-Learning	SMBE Exam #650-196

Express Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Express Foundation				
AM	CSE Certification	Cisco Express Foundation Sales Specialist	CXFA Express Foundation AM E-Learning	CXFA Exam #646-364
SE	CCDA Certification	Cisco Express Foundation Design Specialist	CXFS Express Foundation SE E-Learning	CXFS Exam #642-374
FE	CCNA Certification	Cisco Express Foundation Field Specialist	CXFF Express Foundation FE E-Learning	CXFF Exam #642-384

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Express Unified Communications				
AM	CSE Certification	Cisco IP Communications Express Sales Specialist	Unified Communications Express AM Cisco Lifecycle Services Express	UCXAM Exam #646-223 LCSE Exam #650-393
SE	CCNA Certification	Cisco IP Communications Express Specialist	IIUC2 Implementing Cisco IOS UC Part 2 Cisco Lifecycle Services Express	IIUC2 Exam #642-145 LCSE Exam #650-393

Advanced Technology Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Routing & Switching				
AM	CSE Certification	Cisco Routing & Switching Sales Specialist	Advanced Routing & Switching for AMs Cisco WAAS for AMs Cisco Lifecycle Services Express	ARSAM Exam #646-046 WAASAM Exam #646-656
SE	CCDA Certification	Cisco Advanced Routing & Switching Solutions Specialist	QOS Cisco Quality of Service ROUTE Implementing Cisco IP Routing RSSSE Routing & Switching Solutions for System Engineers CWAAS Wide Area Application Services	RSSSE Exam #642-062 WAASSE Exam #642-654
FE	CCNP Certification	Cisco Advanced Routing & Switching Field Specialist	QOS Cisco Quality of Service ARSFE Advanced Routing & Switching for Field Engineers CWAAS Wide Area Application Services	ARSFE Exam #642-067 WAASFE Exam #642-655

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Security				
AM	CSE Certification	Cisco Security Sales Specialist	ASAM Advanced Security for Account Managers How to Sell Cisco Web Security Solutions	ASAM Exam #646-578
SE	CCDA Certification	Cisco Security Solutions & Design Specialist	SSSE Security Solutions for System Engineers Cisco IronPort: Introduction to HTTP & HTTPS How to Sell Cisco Web Security Solutions	SSSE Exam #642-583
FE	CCNP Security Certification	Cisco Web Security Field Engineer Specialist	WSCPT Web Security for Channel Partners Lifecycle Services Advanced Security	WSFE Exam #650-568 LCSAS Exam #650-575

Cisco Channel Specializations

Advanced Technology Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Unified Communications				
AM	CSE Certification	Cisco Advanced IPC Sales Specialist	AUCAM Advanced Unified Communications Account Manager Cisco Lifecycle Services Express	AUCAM Exam #646-230 LCSE Exam #650-393
SE	CCDA Certification	Cisco IPC Design Specialist	UCAD Cisco UCs Architecture & Design QOS Cisco Quality of Service Cisco Lifecycle Services for Advanced UC	UCAD Exam #642-415 QOS Exam #642-642 LCSAUC Exam #650-251
FE	CCNP Voice Certification		Cisco Lifecycle Services for Advanced Unified Communications	LCSAUC Exam #650-251
Cisco Qualified Specialist*	None	Cisco Unified Contact Center Express Specialist	UCCXD Deploying Cisco Unified Contact Center Express	UCCX Exam #642-165
Cisco Qualified Specialist*	CCDA Certification	Cisco Unity Design Specialist	CUDN Cisco Unity Design & Networking	CUDN Exam #642-072
Cisco Qualified Specialist*	None	Cisco Unity Support Specialist	IUC Implementing Cisco Unity Connection	IUC Exam #642-263
Cisco Qualified Specialist*	CCNA Certification	Cisco Rich Media Communications Specialist	ICRMC Implementing Cisco IP Video Conference Rich Media Communications CVOICE Cisco Voice over IP	CRMC Exam #642-481 CVOICE Exam #642-437

* These roles are not allocated. Individuals with the preceding Cisco Qualified Specialist badges can meet this requirement, whether or not they are filling the required job roles (AM, SE, or FE).

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Wireless LAN				
AM	CSE Certification	Cisco Advanced Wireless LAN Sales Specialist	WLAS Wireless LAN Advanced Sales Cisco Lifecycle Services Express	AWLANAM Exam #646-671
SE	CCDA Certification	Cisco Advanced Wireless LAN Presales Specialist	IUWNE Implementing Cisco Unified Wireless Networking Essentials IUWVN Implementing Cisco Unified Wireless Voice Networks Cisco Lifecycle Services for Advanced WLAN	IUWNE Exam #640-722 IUWVN Exam #642-742 LCS Exam #650-621
FE	CCNA Certification	Cisco Advanced Wireless LAN Implementation Specialist	IUWNE Implementing Cisco Unified Wireless Networking Essentials CUWSS Conducting Cisco Unified Wireless Site Survey Cisco Lifecycle Services for Advanced WLAN	IUWNE Exam #640-722 CUWSS Exam #642-732 LCS Exam #650-621

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Unified Fabric				
AM	CSE Certification	Cisco Sales Specialist for Unified Fabric Technology	DCNSS Data Center Networking Solution Sales	DCNSS Exam #646-985
SE	CCDA Certification	Cisco Unified Fabric Technology Design Specialist	DCUFD Designing Cisco Data Center Unified Fabric DCSNS Designing Cisco Storage Networking Solutions	DCUFD Exam #642-991 DCSNS Exam #642-357
FE	CCNA Certification	Cisco Unified Fabric Technology Support Specialist	DCUFI Implementing Cisco Data Center Unified Fabric ICSNS Implementing Cisco Storage Networking Solutions IASNS Implementing Advanced Cisco Storage Networking Solutions	DCUFI Exam #642-992 ICSNS Exam #642-359

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Unified Computing				
AM	CSE Certification	Cisco Sales Specialist for Unified Computing Technology	DCUCAM Cisco Data Center Unified Computing for Account Managers	PSDCUCAM Exam #650-987
SE	None	Cisco Unified Computing Technology Design Specialist	DCUCD Data Center Unified Computing Design	DCUCD Exam #642-982
FE	None	Cisco Unified Computing Technology Support Specialist	DCUCI Data Center Unified Computing Implementation	DCUCI Exam #642-983

Advanced Architecture Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Borderless Network Architecture				
AM	CSE Certification	Cisco Borderless Networks Sales Specialist for Architecture	Quickstart for Borderless Networks Selling the Borderless Networks Architecture	ABNAME Exam #650-377
Architecture SE	CCDP Certification	Cisco Borderless Networks Architecture Design Specialist	Quickstart for Borderless Networks Selling the Borderless Networks Architecture Borderless Networks Architecture Technology	ABNASEE Exam #650-379
FE 1 (R&S)	CCNP Certification	Cisco Borderless Networks R&S Support Specialist	Borderless Networks Architecture Technology CWAAS Cisco Wide Area Application Services	ABNFEE Exam #650-378 WAASFE Exam #642-655
FE 2 (Security)	CCNP Security Certification	Cisco Borderless Networks Security Support Specialist	Borderless Networks Architecture Technology WSCPT Web Security for Channel Partners	ABNFEE Exam #650-378 WSFE Exam #650-568
FE 3 (Mobility)	CCNA Wireless Certification	Cisco Borderless Networks Mobility Support Specialist	Borderless Networks Architecture Technology CUWSS Conducting Cisco Unified Wireless Site Survey IUWVN Implementing Cisco Unified Wireless Voice Networks	ABNFEE Exam #650-378 CUWSS Exam #642-731 IUWVN Exam #642-741

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Collaboration Architecture				
AM	CSE Certification	Cisco Collaboration Sales Specialist for Architecture	Quickstart for Collaboration Architecture Selling the Collaboration Architecture	PSACAS Exam #650-367
Architecture SE	CCDA Certification	Cisco Collaboration Architecture Design Specialist	Quickstart for Collaboration Architecture Selling the Collaboration Architecture Collaboration Architecture Technology	PSACASE Exam #650-369
FE	CCNP Voice Certification	Cisco Collaboration Support Specialist	Collaboration Architecture Technology	PSACAFE Exam #650-368
Cisco Qualified Specialist*	None	Cisco Unity Support Specialist	IUC Implementing Cisco Unity Connection	IUC Exam #642-263
Cisco Qualified Specialist*	CCNA Certification	Cisco Rich Media Communications Specialist	CRMC Implementing Cisco IP Video Conference Rich Media Communications CVOICE Cisco Voice over IP	CRMC Exam #642-481 CVOICE Exam #642-437
Cisco Qualified Specialist*	None	Cisco IP Contact Center Express Specialist	UCCXD Deploying Cisco Unified Contact Center Express	UCCX Exam #642-165

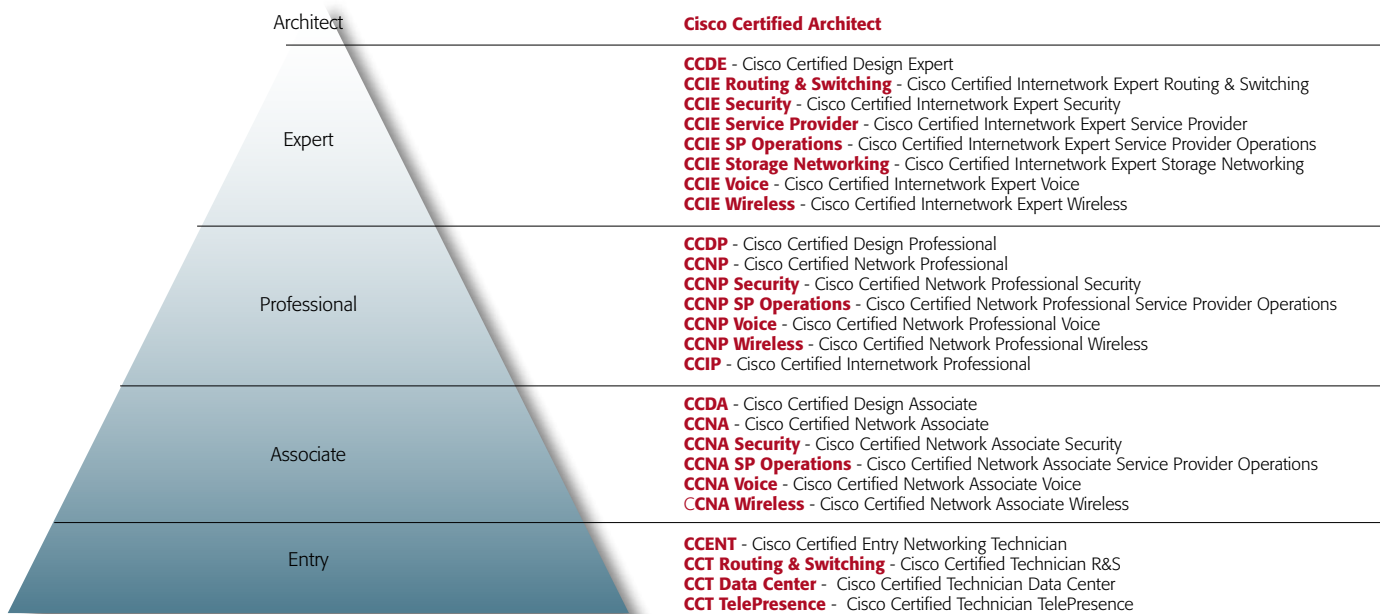
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Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Exam
Advanced Data Center Architecture				
AM	CSE Certification	Cisco Data Center Sales Specialist for Architecture	Quickstart for DC/Virtualization Architecture DCUCAM Cisco Data Center Unified Computing for Account Managers DCNSS Data Center Networking Solution Sales	PSDCUCAM #650-987 DCNSS Exam #646-985
Architecture SE	None	Cisco Data Center Architecture Design Specialist	Quickstart for DC/Virtualization Architecture DCUCAM Cisco Data Center Unified Computing for Account Managers DCSNS Designing Cisco Storage Networking Solutions DCUFD Designing Cisco Data Center Unified Fabric DCUCD Data Center Unified Computing Design	PSDCUCAM #650-987 DCSNS Exam #642-357 DCUFD Exam #642-991 DCUCD Exam #642-982
FE 1 (Unified Computing)	None	Cisco Data Center Support for Unified Computing Specialist	DCUCI Data Center Unified Computing Implementation	DCUCI Exam #642-983
FE 2 (Unified Fabric)	CCNP Certification	Cisco Data Center Unified Fabric Support Specialist	ICSNS Implementing Cisco Storage Networking Solutions IASNS Implementing Advanced Cisco Storage Networking Solutions DCUFI Implementing Cisco Data Center Unified Fabric	ICSNS Exam #642-359 DCUFI Exam #642-992
FE 3 (Application Services)	CCNA Certification	Cisco Data Center Application Services Support Specialist	DCASI Implementing Cisco Data Center Application Services	DCASI Exam #642-975

Cisco Career Certifications for the Individual

Five Certification Levels: Cisco offers five levels of certification: from Entry and Associate, the basic levels of networking certification, to the advanced level of Professional, and up to Expert and Architect, the highest certification level for network specialists.

Eight Certification Tracks: Certification can be attained in various fields: Routing & Switching, Design, Security, Service Provider, Service Provider Operations, Storage Networking, Voice and Wireless.



Cisco Specialist Certifications

Next to the general Cisco qualification programs, Cisco Qualified Specialist certifications are available to demonstrate competence in specific technology areas, solutions, and/or job roles.

Data Center Certifications

Data Center Networking Infrastructure

- Cisco Data Center Networking Infrastructure Design Specialist
- Cisco Data Center Networking Infrastructure Support Specialist
- Cisco Data Center Networking Sales Specialist



Data Center Application Services

- Cisco Data Center Application Services Design Specialist
- Cisco Data Center Application Services Support Specialist



Data Center Storage Networking

- Cisco Data Center Storage Networking Design Specialist
- Cisco Data Center Storage Networking Support Specialist



Data Center Unified Computing

- Cisco Data Center Unified Computing Design Specialist
- Cisco Data Center Unified Computing Support Specialist



Advanced Routing & Switching Certifications

- Cisco Routing & Switching Field Specialist
- Cisco Routing & Switching Sales Specialist
- Cisco Routing & Switching Solutions Specialist



Foundation for Channel Partners

- Cisco Express Foundation Design Specialist
- Cisco Express Foundation Field Specialist
- Cisco Express Foundation Sales Specialist



Wireless LAN Certifications

- Cisco Advanced Wireless LAN Design Specialist
- Cisco Advanced Wireless LAN Field Specialist
- Cisco Advanced Wireless LAN Sales Specialist



Collaboration Certifications

Contact Center

- Cisco IP Contact Center Express Specialist



IP Telephony

- Cisco Advanced IP Communications Sales Specialist
- Cisco IP Communications Express Sales Specialist
- Cisco IP Communications Express Specialist
- Cisco IP Telephony Design Specialist

Voicemail & Messaging

- Cisco Unified Presence Specialist
- Cisco Unity Design Specialist
- Cisco Unity Support Specialist



Video

- Cisco Rich Media Communications Specialist
- Cisco TelePresence Installations Specialist
- Cisco TelePresence Solutions Specialist

MeetingPlace

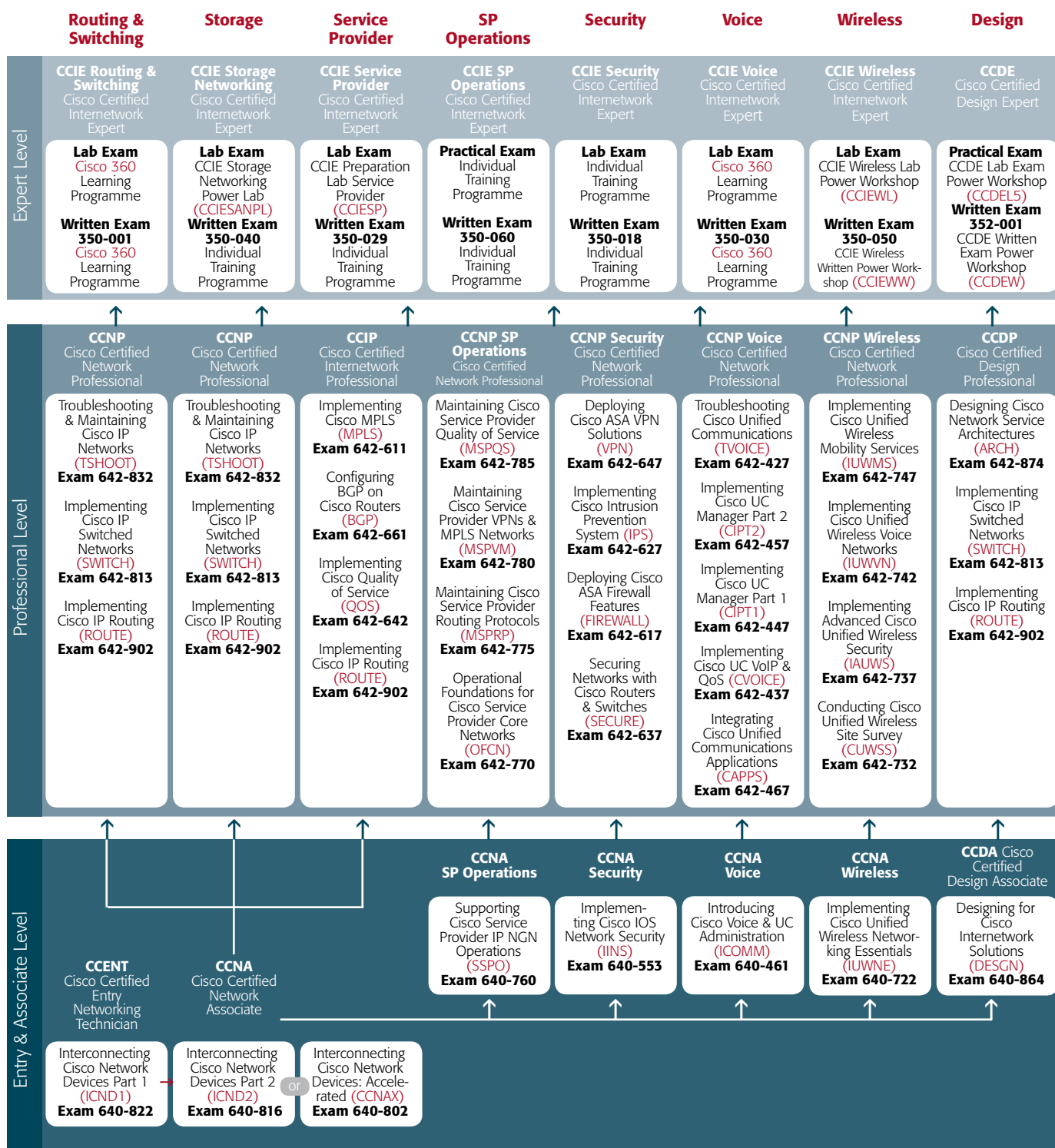
- Cisco MeetingPlace Design Specialist
- Cisco MeetingPlace Sales Specialist
- Cisco MeetingPlace Support Specialist



VPN & Security Certifications

- Cisco ASA Specialist
- Cisco Firewall Security Specialist
- Cisco IOS Security Specialist
- Cisco IPS Specialist
- Cisco Network Admission Control Specialist
- Cisco Security Sales Specialist
- Cisco Security Solutions & Design Specialist
- Cisco VPN Security Specialist
- Cisco Web Security Field Engineer Specialist





Sales Certification

Prerequisites	Recommended Training	Days	Exam
CSE Cisco Sales Expert			
None	CSE Cisco Sales Essentials	2 or 3	CSE Exam #646-205/-206

Advanced Routing & Switching

Prerequisites	Recommended Training	Days	Exam
Cisco Routing & Switching Field Specialist			
CCNP Certification	ARSFE Advanced Routing & Switching for Field Engineers CWAAS Cisco Wide Area Application Services	3 5	ARSFE Exam #642-067 WAASFE Exam #642-655
Cisco Routing & Switching Solutions Specialist			
CCDA Certification	RSSSE Routing & Switching Solutions for System Engineers CWAAS Cisco Wide Area Application Services	2 5	RSSSE Exam #642-062 WAASSE Exam #642-654
Cisco Routing & Switching Sales Specialist			
CSE Certification	ARSAM Advanced Routing & Switching for AMs Cisco Lifecycle Services Express WAASAM Wide Area Application Services for AMs		ARSAM Exam #646-046 WAASAM Exam #646-656

Data Center: Networking Infrastructure, Application Services, Storage Networking, Unified Computing

Prerequisites	Recommended Training	Days	Exam
Cisco Data Center Application Services Design Specialist			
CCDA Certification	DCASD Designing Cisco Data Center Application Services	5	DCASD Exam #642-972
Cisco Data Center Application Services Support Specialist			
CCNA Certification	DCASI Implementing Cisco Data Center Application Services	5	DCASI Exam #642-975
Cisco Data Center Networking Infrastructure Design Specialist			
CCDA Certification	DCUFD Designing Cisco Data Center Unified Fabric	5	DCUFD Exam #642-991
Cisco Data Center Networking Infrastructure Support Specialist			
CCNP Certification	DCNI-1 Implementing Cisco Data Center Network Infrastructure 1 DCUFI Implementing Cisco Data Center Unified Fabric	5 5	DCNIS-1 Exam #642-973 DCUFI Exam #642-992
Cisco Data Center Networking Sales Specialist			
CSE Certification	DCNSS Data Center Networking Solution Sales		DCNSS Exam #646-985
Cisco Data Center Storage Networking Design Specialist			
None	CCDA Training DCSNS Designing Cisco Storage Networking Solutions	5	DCSNS Exam #642-357
Cisco Data Center Storage Networking Support Specialist			
None	CCNA Training ICSNS Implementing Cisco Storage Networking Solutions IASNS Implementing Advanced Cisco Storage Networking Solutions	5 5	ICSNS Exam #642-359
Cisco Data Center Unified Computing Design Specialist			
VCP (VMware Certified Professional) PLUS one of the following options: • CCDA Certification and DCUCD 642-978 Qualifier Exam • DCSNS and DCNID Certifications	DCUCD Data Center Unified Computing Design	5	DCUCD Exam #642-993
Cisco Data Center Unified Computing Support Specialist			
VCP (VMware Certified Professional) PLUS one of the following options: • CCNA Certification and DCUCI 642-979 Qualifier Exam • ICSNS and DCNIS Certifications	DCUCI Data Center Unified Computing Implementation	5	DCUCI Exam #642-994

Foundation for Channel Partners

Prerequisites	Recommended Training	Days	Exam
Cisco Express Foundation Design Specialist			
CCDA Certification	CXFS Cisco Express Foundation SE		CXFS Exam #642-374
Cisco Express Foundation Field Specialist			
CCNA Certification	CXFF Cisco Express Foundation FE		CXFF Exam #642-384
Cisco Express Foundation Sales Specialist			
CSE Certification	CXFA Cisco Express Foundation AM		CXFA Exam #646-364

Wireless LAN

Prerequisites	Recommended Training	Days	Exam
Cisco Advanced Wireless LAN Design Specialist			
CCDA Certification	CWLF Cisco Wireless LAN Fundamentals CWLAT Cisco Wireless LAN Advanced Topics Cisco Lifecycle Services for Advanced Wireless	4 4	AWLANSE Exam #642-681
Cisco Advanced Wireless LAN Field Specialist			
CCNA Certification	CWLF Cisco Wireless LAN Fundamentals CWLAT Cisco Wireless LAN Advanced Topics Cisco Lifecycle Services for Advanced Wireless	4 4	AWLANFE Exam #642-631
Cisco Advanced Wireless LAN Sales Specialist			
CSE Certification	WLAS Wireless LAN Advanced Sales Cisco Lifecycle Services Express		AWLANAM Exam #646-671

Security & VPN

Prerequisites	Recommended Training	Days	Exam
Cisco ASA Specialist			
CCNA Security Certification	FIREWALL Deploying Cisco ASA Firewall Features VPN Deploying Cisco ASA VPN Solutions	5 5	FIREWALL Exam #642-617 VPN Exam #642-647
Cisco Firewall Security Specialist			
CCNA Security Certification	FIREWALL Deploying Cisco ASA Firewall Features SECURE Securing Networks with Cisco Routers & Switches	5 5	FIREWALL Exam #642-617 Secure Exam #642-637
Cisco IOS Security Specialist			
CCNA Security Certification	SECURE Securing Networks with Cisco Routers & Switches	5	Secure Exam #642-637
Cisco IPS Specialist			
CCNA Security Certification	IPS Implementing Cisco Intrusion Prevention System	5	IPS Exam #642-627
Cisco Network Admission Control Specialist			
CCNA Security Certification	Canac Implementing Cisco NAC Appliance	3	CANAC Exam #642-591
Cisco Security Sales Specialist			
CSE Certification	ASAM Advanced Security for Account Managers		ASAM Exam #646-578
Cisco Security Solutions & Design Specialist			
CCDA Certification	SSSE Security Solutions for System Engineers Cisco IronPort: Introduction to HTTP & HTTPS How to Sell Cisco Web Security Solutions	5	SSSE Exam #642-583
Cisco VPN Security Specialist			
CCNA Security Certification	SECURE Securing Networks with Cisco Routers & Switches VPN Deploying Cisco ASA VPN Solutions	5 5	Secure Exam #642-637 VPN Exam #642-647
Cisco Web Security Field Engineer Specialist			
CCNP Security Certification	WSCPT Web Security for Channel Partners LCSAS Cisco Lifecycle Services Advanced Security	2	WSFE Exam #650-568 LCSAS Exam #650-575

Collaboration

Prerequisites	Recommended Training	Days	Exam
Cisco Advanced IP Communications Sales Specialist			
CSE Certification	AUCAM Advanced Unified Communications Account Manager Cisco Lifecycle Services Express		AUCAM Exam #646-230 LCSE Exam #650-393
Cisco IP Communications Express Sales Specialist			
CSE Certification	UCXAM Unified Communications Express AM Cisco Lifecycle Services Express		UCXAM Exam #646-223 LCSE Exam #650-393
Cisco IP Communications Express Specialist			
CCNA Certification	IIUC2 Implementing Cisco IOS Unified Communications Part 2 Cisco Lifecycle Services Express	5	IIUC2 Exam #642-145 LCSE Exam #650-393
Cisco IP Contact Center Express Specialist			
None	UCCXD Deploying Cisco Unified Contact Center Express	5	UCCX Exam #642-165
Cisco IP Communications Design Specialist			
CCDA Certification	UCAD Cisco Unified Communications Architecture & Design QOS Implementing Cisco QoS Cisco Lifecycle Services for Advanced Unified Communications	5 5	UCAD Exam #642-415 QOS Exam #642-642 LCSAUC Exam #650-251
Cisco MeetingPlace Design Specialist			
None	DMPS Designing Cisco Unified MeetingPlace Solutions	3	DMPS Exam #642-272
Cisco MeetingPlace Sales Specialist			
CSE Certification	SMPS Selling Cisco Unified MeetingPlace Solutions		SMPS Exam #646-276
Cisco MeetingPlace Support Specialist			
None	IMPS Implementing MeetingPlace Solutions	5	IMPS Exam #642-274
Cisco Rich Media Communications Specialist			
CCNA Certification	ICRMC Implem. Cisco IP Video Conference Rich Media Comm. CVOICE Cisco Voice over IP	5	CRMC Exam #642-481 CVOICE Exam #642-437
Cisco Unified Presence Specialist			
None	PRSDI Cisco Unified Presence Design & Implementation	3	PRSDI Exam #642-181
Cisco Unity Design Specialist			
CCDA Certification	CUDN Cisco Unity Design & Networking	4	CUDN Exam #642-072
Cisco Unity Support Specialist			
None	IUC Implementing Cisco Unity Connection	3	IUC Exam #642-263
Cisco TelePresence Installations Specialist			
None	ITI Implementing Cisco TelePresence Installation		ITI Exam #642-188
Cisco TelePresence Solutions Specialist			
CCNA Certification	ITS Implementing Cisco TelePresence Solutions PITS Physical Installation of Cisco TelePresence Systems	4 2	ITS Exam #642-185

Fast Lane's training offerings are as multifaceted as the diverse Cisco technologies and specialized solutions your company and workforce need.

Cisco Complete

Fast Lane offers the full range of Cisco training, from entry-level to high-end specialty courses. We can ensure you are prepared to master the challenges of Cisco certification and specialization.

Cisco European Learning Partner of the Year 2009, 2010 & 2011

Fast Lane received the 'Cisco European Learning Partner of the Year' award for three years in a row.

Cisco Architecture Specializations

Fast Lane acquired two Cisco Architecture Specializations: Advanced Borderless Networks and Advanced Data Center.

Top Coaches

Whatever specialized insight, skills, and consulting you may need, Fast Lane has the right expert and training for you. All our instructors are Cisco-certified specialists with extensive practical experience in their specialty fields.

Right there on site

We offer regularly scheduled training in many European locations to help you plan and implement your training program to your best benefit. Our certified instructors will also conduct every type of training session on site at your company's premises.

Tailored Courses

Our experts will be delighted to tailor and conduct training to suit your wishes.

Certified worldwide

Fast Lane is certified in all regions worldwide as a Cisco Learning Partner.

Advanced Technology Labs

Putting hands-on exercises and the latest Cisco equipment to good use, we convey the knowledge you need to operate complex network infrastructures.

Cisco Learning Credits

Cisco Learning Credits are a convenient and efficient way to purchase and manage Cisco authorized training. They enable customers to increase productivity and improve network optimization while safeguarding training budget and monitoring training expenditures.

Learning Center

Our online learning center helps you achieve your certification goals quickly and without administrative effort because we act on your behalf, shouldering all the responsibility for managing certification projects.

Routing & Switching



Unified Communications



TelePresence



Digital Media Suite (DMS)



Data Center & Virtualization



Security & VPN



Wireless



High-end IT Training and Consulting

We can help your company gain and develop all the technology skills it needs to rise to high-end challenges. After all, technology is the tool and only those who master it can capitalize on its benefits. Our customers and partners rely on us, and for very good reasons.

Fast Lane provides the IT know-how you need. Virtualization and data center, voice, video and unified communications, security, wireless networking or optical technologies – whatever specialized insight, skills, and consulting you may need, Fast Lane has the right expert for you.

Fast Lane is there for you in 60 countries across all continents. Fast Lane experts train and advise major companies in all industries, leading service providers, and government agencies in twelve languages. Serving customers worldwide, Fast Lane head offices are sited in Berlin, Cary/NC, San Jose de Costa Rica, Ljubljana, St. Petersburg and Tokyo.

Fast Lane is one of the leading Cisco Learning Partners worldwide. The fastest growing Cisco Learning Partner, Fast Lane offers you the full Cisco training curriculum, from entry-level to specialized high-end courses, in all regions across the globe.

Fast Lane is the only global NetApp Learning Partner. An authorized NetApp training partner, Fast Lane offers original NetApp training programs worldwide. NetApp-certified specialists with extensive storage experiences conduct the training.

Fast Lane is the training provider of choice when it comes to virtualized data center solutions. As an authorized training partner of Cisco, NetApp, VMware, and Symantec, we get you ready to rise to the challenges of planning and making the most of future-focused data center solutions.

Fast Lane has developed courses of its own covering all key future technologies. What's more, our offering comprises many other vendors and organizations' training programs, for example, Brocade, CA, Check Point, Citrix, CompTIA, HP, ITIL, LPI, Microsoft, Novell, Oracle, PRINCE2™, Red Hat, RSA Security, SAP, Symantec, Trend Micro, and VMware.

Fast Lane gives you access to a lab infrastructure unrivalled worldwide. Fast Lane customers enjoy the use of training and demo labs for all areas of high-end networking. Equipped with the latest devices and technologies, our high-end labs provide first-rate service and raise the bar for training quality. Our project consultants can access these labs from any location.

Fast Lane services satisfy the most discerning demands. A comprehensive evaluation system ensures Fast Lane lives up to the most rigorous quality standards. With professional experience and excellent teaching skills, all our instructors and consultants transfer knowledge efficiently and effectively.

Fast Lane employees' response is swift and courteous. Rest assured you will always enjoy friendly, competent service and a quick response to your every request, even at shortest notice. For example, we can deploy troubleshooting experts within a few hours and organize on-site training including a coach, equipment, and course materials within 24 hours.



Awards for Fast Lane

- ✓ **Cisco European Learning Partner of the Year 2009, 2010 & 2011**
- ✓ **European Cisco Award of Excellence in Relevance 2011**
- ✓ **NetApp Partner Award 2011**
- ✓ **One of the Top 20 IT Training Companies 2009, 2010 & 2011, named by TrainingIndustry.com**



**Cisco European Learning Partner
of the Year 2009, 2010 & 2011**
NetApp Partner Award 2011



Fast Lane Training Centers



Fast Lane Europe

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