



**Cisco Learning Partners offer:**

- Business skills training, Cisco's architecture technology solutions, specializations, career certifications and products.
- Training delivered only by Certified Cisco Systems Instructors
- Highest quality training, virtual practice labs and simulations.

**Benefits of Cisco Authorized Training include:**

- Latest training curriculum available.
- Highest quality training taught only by Certified Cisco Systems Instructors
- Strict quality training, virtual practice and simulations guaranteed by Cisco.
- Increased productivity and employee loyalty.

## Maximize your Cisco technology investment with the source for best in-class Authorized Cisco Training and Enablement

Today's broad spectrum of systems, solutions and technologies at first appear to be complex from an adoption and administration perspective. Thus, if you plan to invest in Cisco technology or if you already have done so, be aware that this is just the first step but the second step is just to optimize it. Make sure to identify the training requirements of each employee and the company and to successfully complete the required training to maximize your Cisco technology, gain greater productivity and apply it in your day to day organization and processes in order to achieve a significant improvement in your company productivity. Only by knowing expert best practices and real cases from all of those whom have already been through it, will you acquire a significant advantage for your adoption.

Through Cisco solutions, architectures and product training, remote labs, simulations, client needs analysis, e-learning solutions, self-study materials and other resources offered by Cisco Learning Partners (the source for best in-class authorized Cisco training), you and your organization acquire necessary technical knowledge and experience to get the most out of your Cisco Solutions. The immediate result is the acquisition of an invaluable technical knowledge and benefits for your organization through local experts who will help you compete and be successful both internally and externally.

### What is the Cisco Learning Partner Program?

Evolving for over 15 years, the Cisco Learning Partner Program is recognized as one of the most successful in the industry. With Cisco Learning Partners present in over 130 countries worldwide, the program has established an ecosystem of training entities which offer Cisco's customers and partners top quality instruction in Cisco's products, solutions and architectures and business skills training that support Cisco's global marketplace success. From instructor led training (ILT) to e-learning solutions and virtual practice labs using the latest Cisco equipment. The Learning Partner Program recognizes Cisco's Learning Partners based on their areas of expertise, and are segmented into three partner levels: Cisco Learning Partner Associate, Cisco Learning Partner Specialized and Business Learning Partner.



The **Cisco Learning Partner Associate** level is the entry-level Learning Partner and also the category for companies that focus on Cisco career certifications and volume training. There are over 350 Learning Partner Associates globally.



The **Cisco Specialized Learning Partner**, is the highest level that Cisco has established to offer Authorized Training Courses. The Cisco Learning Partner Specialized level, requiring more extensive capabilities, bench strength and investment, is for Learning Partners who align closely with Cisco's Architectural technology framework (collaboration, borderless networks and data center). This enables Cisco customers and partners to successfully understand, design, implement and support Cisco's high end solutions, technologies and architectures.



The **Business Learning Partner (BLP)**, is an extension of Cisco's Learning Partner Program which qualifies and authorizes the Learning Partner to deliver training associated to the "Business Relevancy of Cisco's Technology" and relevant soft skills. Skills include Cisco relevant consultative selling, business process analytical skills, architectural play sales positioning, and others in support of strengthening our Channel Partner's readiness and success with their Cisco Architecture business practices. BLP Partners are also enabled by Cisco to educate small and medium end user customers on how to grow their businesses via the use of Cisco Technology. The BLP program is unique and the first of its kind to be offered by a major technology vendor.

## What are the benefits of Authorized Training?

Only authorized training ensures required knowledge and expertise to successfully develop in a competitive IT business environment. The main benefits of Authorized Training are:

- Content authorized by Cisco and created by Cisco product teams.
- Comprehensive learning needs and skills-gap analysis.
- Highest quality training taught by Certified Cisco Systems Instructors, guaranteeing the same quality, service and experience for all companies and participants.
- Strict quality guarantee managed by a Cisco online evaluation system.
- Simulations created by Cisco to help prepare for Cisco exams.
- Customized courses that use Cisco intellectual property.

## How to locate the closest Learning Partner near you?

You can find authorized Learning Partners in the Cisco Partner Locator. Locate a Learning Partner near you by visiting [www.cisco.com/go/partnerlocator](http://www.cisco.com/go/partnerlocator) (within the advanced search tab search for Learning Partners).

## Do not miss this opportunity to begin maximizing your Cisco technology investment

- For more information about the Learning Partner Program visit [www.cisco.com/go/learningpartners](http://www.cisco.com/go/learningpartners).
- To locate a Learning Partner near you visit [www.cisco.com/go/partnerlocator](http://www.cisco.com/go/partnerlocator).
- To acquire Cisco Learning Credits visit [www.cisco.com/go/learningcredits](http://www.cisco.com/go/learningcredits).



**Americas Headquarters**  
Cisco Systems, Inc.  
San Jose, CA

**Asia Pacific Headquarters**  
Cisco Systems (USA) Pte. Ltd.  
Singapore

**Europe Headquarters**  
Cisco Systems International BV  
Amsterdam, The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at [www.cisco.com/go/offices](http://www.cisco.com/go/offices).

CCDE, CCENT, Cisco Eos, Cisco HealthPresence, the Cisco logo, Cisco Lumin, Cisco Nexus, Cisco StadiumVision, Cisco TelePresence, Cisco WebEx, DCE, and Welcome to the Human Network are trademarks; Changing the Way We Work, Live, Play, and Learn and Cisco Store are service marks; and Access Registrar, Aironet, AsyncOS, Bringing the Meeting To You, Catalyst, CCDA, CCDP, CCIE, CCIP, CCNA, CCNP, CCSP, CCVP, Cisco, the Cisco Certified Internetwork Expert logo, Cisco IOS, Cisco Press, Cisco Systems, Cisco Systems Capital, the Cisco Systems logo, Cisco Unity, Collaboration Without Limitation, EtherFast, EtherSwitch, Event Center, Fast Step, Follow Me Browsing, FormShare, GigaDrive, HomeLink, Internet Quotient, IOS, iPhone, iQuick Study, IronPort, the IronPort logo, LightStream, Linksys, MediaTone, MeetingPlace, MeetingPlace Chime Sound, MGX, Networkers, Networking Academy, Network Registrar, PCNow, PIX, PowerPanels, ProConnect, ScriptShare, SenderBase, SMARTnet, Spectrum Expert, StackWise, The Fastest Way to Increase Your Internet Quotient, TransPath, WebEx, and the WebEx logo are registered trademarks of Cisco Systems, Inc. and/or its affiliates in the United States and certain other countries.

All other trademarks mentioned in this document or website are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (0812R)