



The Solution to the Skills Shortage

# Cisco IoT (Internet of Things) Talent Program

Recruitment • Qualification • Certification

**We transform talented graduates into certified and highly qualified IoT experts for your company!**

A tailored solution to the skills shortage, arising from the Internet of Things, is available to you with our IoT Talent Program. In just 2½ months, we transform talented individuals into highly qualified specialists for complex industrial networks.

Our end-to-end program serves to identify, assess, train, coach, mentor and certify staff. If necessary, we can even find replacements for candidates. This ensures your investment yields precisely the certified, highly qualified IoT experts you are seeking.

Graduates of our Talent Program have the skills to design, implement, configure, deploy and troubleshoot industrial networking products and solutions, and help to improve operational efficiency and productivity in the manufacturing industry.

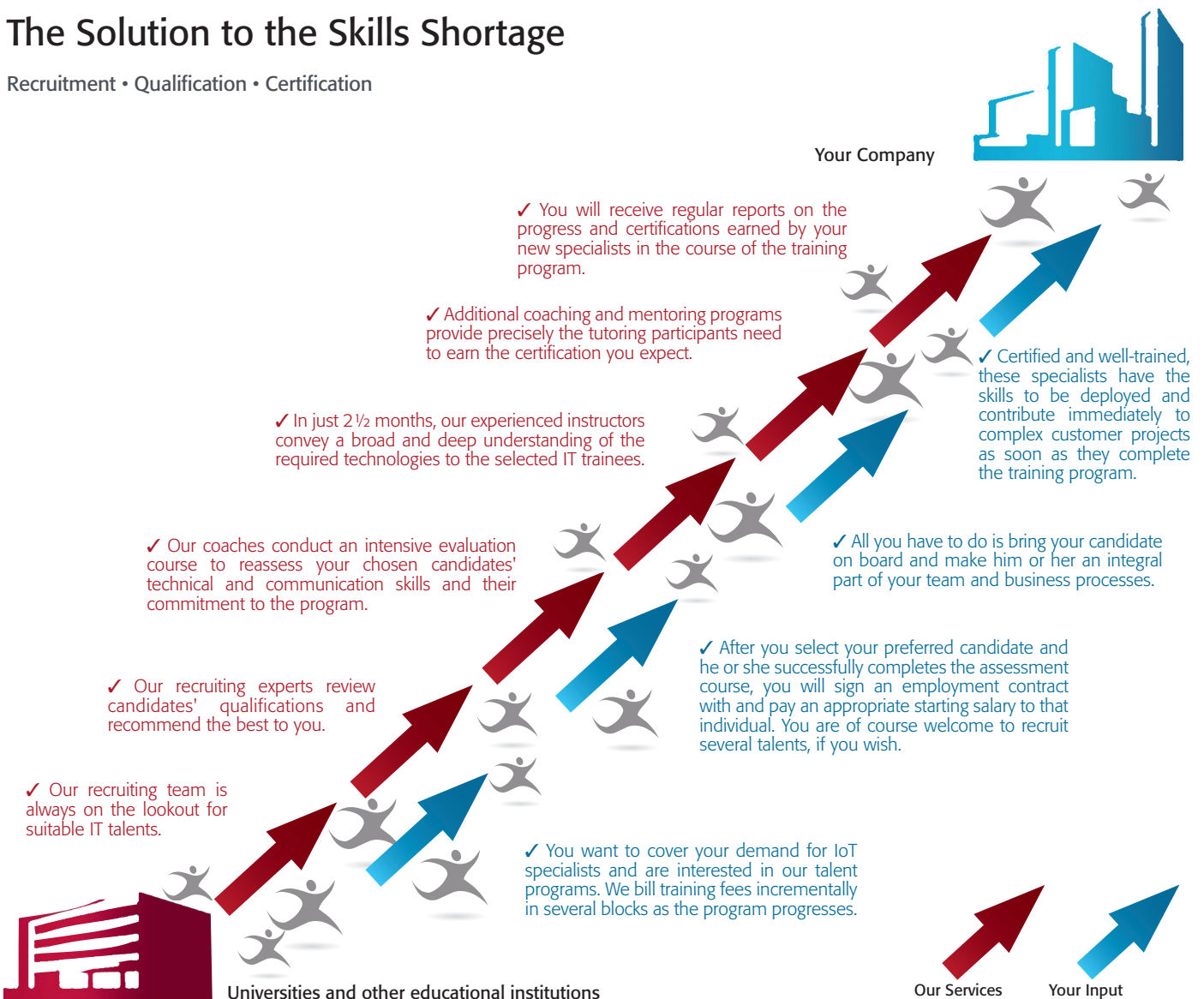


# Program Overview



## The Solution to the Skills Shortage

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## Your Benefits

### The cost advantage that comes with hiring trainees

Trainees draw significantly lower starting salaries than a newly recruited, seasoned IT specialist. The costs of the program are amortized within about a year. After a few months training, your well-trained personnel are ready and able to be deployed to serve customers in complex IT projects. What's more, experience has taught us that recent talent program graduates' commitment to their employers runs very deep.

### Added visibility for your business

Our talent programs are heavily promoted to potential candidates. This affords you access to a very large pool of applicants and the opportunity to position your company as an attractive employer.

### The price advantage that comes with an end-to-end program

Our talent programs spare you between 40 and 50 percent of the cumulative cost of discrete services (recruitment, multi-month training program, certifications)

### Specialized skills to benefit your business

Rest assured, your new employees will be well-prepared for the future challenges of your business by the time they complete the program. Participants will earn the targeted certifications, and we will even guarantee this to you. The insights gained by our coaches during the assessment course give us a very clear picture of a trainee's ability to quickly become the highly skilled professional you are seeking.

# Internet of Things - Training Program

Fast Lane conducts training in several blocks to ensure candidates are well prepared for their future job assignments. Over the course of 2 ½ months, candidates will work with self-study materials, receive additional mentoring, and participate in intensive workshops.



Level 0	<b>Evaluation Class</b>	3 Days
	<ul style="list-style-type: none"> <li>• Technical Foundation Review</li> <li>• One-to-One and Online Assessments</li> </ul>	
Self-Study		
Level 1	<b>Business &amp; IoT Sales Skills</b>	2 Weeks
	<ul style="list-style-type: none"> <li>• Selling Technology Services &amp; Solutions with a Business Outcome Focus</li> <li>• Cisco Business Value Analysis</li> <li>• Cisco's IoT Strategy, Cisco IoT Portfolio &amp; some real world Examples of IoT</li> </ul>	
Self-Study		
Level 2	<b>Networking Workshop</b>	1 Week
	<ul style="list-style-type: none"> <li>• Networking Basics</li> <li>• Networking Advanced Routing &amp; Switching</li> </ul>	
Self-Study		
Level 3	<b>Network Security Workshop</b>	1 Week
	<ul style="list-style-type: none"> <li>• Implementing Security on Routing &amp; Switching Devices</li> <li>• Implementing Network Security with the Cisco ASA Firewall &amp; ASA NGFW</li> </ul>	
Self-Study		
Level 4	<b>Internet of Things Workshops</b>	3 Weeks
	<ul style="list-style-type: none"> <li>• Fundamentals of Manufacturing</li> <li>• Cisco IoT Portfolio of Solutions for Manufacturing</li> <li>• IoT Technical Sales Model for Manufacturing</li> <li>• Introduction to ICS/OT Security – Manufacturing</li> <li>• Implementing the IoT Security Model for ICS/OT Manufacturing Environments</li> <li>• Designing Cisco Industrial Networking Solutions</li> <li>• Installing &amp; Configuring Industrial Network Switches, Routers &amp; Cabling</li> <li>• Troubleshoot Network &amp; Control Issues</li> </ul>	

## Certifications

All IoT Talent Program graduates will have achieved the following certifications:

- CCNA Routing & Switching
- CCNA Security
- CCNA Industrial
- Cisco Selling Business Outcomes
- Cisco Business Value Practitioner

## Training Methodology

Developed by our experienced specialists, the training program is constantly adapted to emerging technological requirements. Beyond these intensive workshops, we also offer further services to ensure optimum learning success:

- Deep-dive, pre-class resources and recommended reading
- Intensive, one-to-one mentoring
- Extended lab hours for personal practice and mentoring sessions
- Post-class test preparation, assessments and quizzes
- Certification tests with reviews and re-testing
- Reporting & monitoring

Depending on the previous knowledge of the participants, the program duration can also be reduced.



# References of our Data Center Talent Program

"It takes a comprehensive skill-set to master the demands and complexity in a data center, and the Data Center Talent program provides the perfect coverage. The experts trained by Fast Lane help roll out projects faster and with greater quality. This means we are able to achieve and maximize the targeted results, which enhances customer satisfaction and retention."

**Michael Sterker, Business Architect, Bechtle GmbH & Co. KG**



"Computacenter needs data center and networking engineering service specialists to set up private clouds. They have to be able to integrate complex solutions from different vendors into customers' infrastructures to standardize, virtualize and automate their data centers. The qualification initiative launched by Fast Lane and Cisco - the Data Center Talent program - enables us to train five new ambitious and motivated colleagues to become top specialists for dynamic data centers within just six months. This is how we keep the quality of projects up to standard."

**Michael May, National Leader Datacenter Engineering, Computacenter AG & Co. oHG**

**Michael Chrobok, National Leader Networking Engineering, Computacenter AG & Co. oHG**



"Within half a year, Fast Lane's team of trainers was able to coach our data center crew to all the Cisco, NetApp, and VMware certifications that we need to get the job done at the customer's. The decisive factors for this success were, among others, the state-of-the-art, high-end labs that are always available and the special supplementary Fast Lane lab exercises."

**Stojan Jarak, Member of the Board, Alliances Manager Cisco Partnership, COMLINE AG**



"The idea behind Fast Lane's Data Center Talent Program had us convinced right from the start. We were able to steadily develop the solutioneering skills we need for customer projects such as operating data centers and setting up private cloud infrastructures. Fast Lane provided the full package encompassing recruitment, training and comprehensive certifications, and even guaranteed it! We hired two new employees via this qualification initiative. Both achieved best scores to earn 13 different Cisco, NetApp and VMware certifications during this six-month program. Our European colleagues are already looking forward to the forthcoming European rollout of the Data Center Talent Program!"

**Sven Heinsen, Director Solutions & Professional Services, Dimension Data Germany AG & Co. KG**



"With the Data Center Talent program, we have a unique end-to-end package encompassing assessment, recruiting, training and a host of certifications, some of which are very challenging and sophisticated. Within half a year, our young employee went from a data center newbie to an enthusiastic, highly motivated, and well trained data center specialist. Our thanks go out to the Fast Lane trainer team for their success in working with the graduates in the classroom and at sessions in the high-end labs."

**Prok. Dipl.-Ing. Peter Werzer, Manager Data Center Technologies, Imtech ICT Austria GmbH**



"We are constantly seeking well-qualified specialists to master current challenges for our customers. The Data Center Talent program is a very good initiative to cope with the lack of IT specialists. After just six months we have the best trained and multivendor-certified specialists available to us for virtualized data center solutions! Commendations to all the participants for making this happen."

**Marc Schürch, CEO Netcloud AG**



## Feedback from Program Participants

"The many high-quality certifications to be earned are definitely among the most important highlights. They provide a big boost to one's self-esteem, particularly for young participants, and they afford you incredible opportunities in today's job market."

"All Fast Lane coaches that I got to know during training are real gurus! The labs are also very good."

"The Data Center Talent program offers a unique, fast-tracked opportunity to get acquainted with a multi-vendor data center environment."

"The coaches here are not only certified trainers; they also bring practical experience to the table. So training is realistic, supported by actual experience, labs devised by coaches, and suitable learning guides and materials. Collectively, all these factors help you gain knowledge of the given topic quite quickly."

"I found an interesting and challenging job as a DC engineer in Switzerland. The focus is on projects involving NetApp storage, Cisco MDS, Cisco Nexus, Cisco UCS and VMware. I expect to steadily increase my knowledge and earn further certifications to attain a good professional position."

"The program provides all the preparation I need for the work I will later do in data center consulting. The certifications afford you many opportunities in the networking/ data center environment. It enables you to put theoretical knowledge into practice and set the cornerstone for a good career."

» Further Information: [www.flane.de/talentprograms](http://www.flane.de/talentprograms)