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Program Information

DATA CENTRE (DC/UCS) SKILLS ENABLEMENT

Combining certification and workplace competence



WWW.NIL.COM

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INTRODUCTION

NIL Data Communications is one of the leading European Data Communications training companies, that is solely focused on Cisco technologies for the last twenty years.

For years NIL has been following Cisco's footsteps in the Data Center field and has been aligning to the changes as they happened. During those years NIL's engineers have grown into Data Center experts, achieving most of the available certifications - not only as individuals but also as a company.

NIL holds certification for Advanced Data Center Storage Networking Specialization, Advanced Data Center Networking Infrastructure Specialization and is an Authorized Technology Provider (ATP) for Cisco UCS and for MDS Fabric Switching.

NIL was selected as the vendor who would develop one of the new generation Data Center courses - Implementing Cisco Data Center Network Infrastructure 1 (DCNI-1). Once again proving our knowledge and quality, the collaboration continued leading to NIL crafting the newest course, Data Center Unified Computing Design (DCUCD) that supports the recently launched Cisco Unified Computing Server (UCS) technology within the Data Center.

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NIL`S DATA CENTRE (DC/UCS) SKILLS ENABLEMENT PROGRAMME

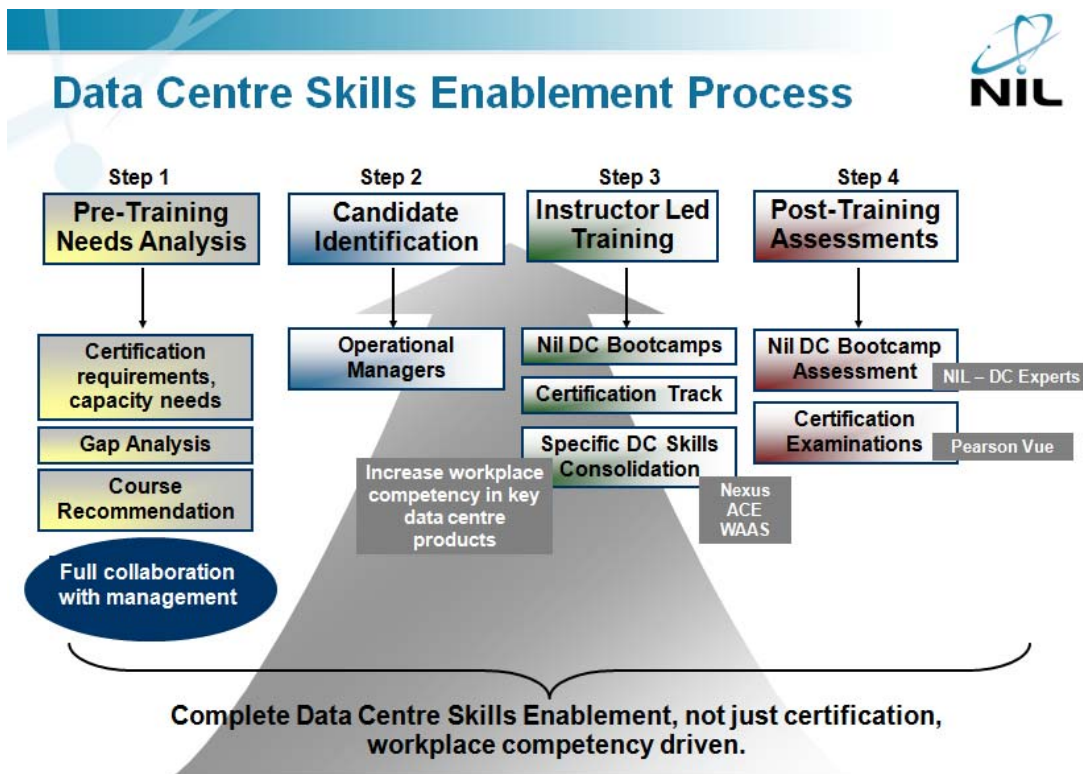
How NIL's DC/UCS enablement program solution:

- Well structured, targeted **educational initiative** that **helps** Cisco partners and customers to achieve their specific goals in the Data Center market.
- Free guidance to the customer/Channel Partners helping them **shape their goals**, using NIL's knowledge and experience and transferring the goals then into actions.
- Helping **selecting the right people** with the right prerequisites to participate in the enablement process.
- Professional NIL's **mentorship** throughout the process, taking care that time and money invested is used to the fullest
- High **quality hands on training** delivery by DC certified instructors
- The end result is workplace competencies of people which not only have the certificates, but have the **right usable knowledge to perform their part of the task** in order for company to successfully reach their business goals.

Objectives of the program:

1. Enable the Cisco Channel to position and sell Cisco DC and UCS products by assisting them to achieve the appropriate certifications.
2. Build capacity within the channel to service their market demand and cater for succession planning.
3. Support Cisco`s Channel enablement needs for DC and UCS.

NIL's DC/UCS enablement program is process



Picture 1. NIL's DC/UCS enablement program process

Data Centre Courses

1 Nil Data Centre Bootcamps + Cisco Quickstart			
Network Infrastructure	Cisco Data Centre Networking Design Specialist	DCNID	CCDA • System Engineers
	Cisco Data Centre Networking Support Specialist	DCNI-1 DCNI-2	CCNP • Field Engineers
Application Services	Cisco Data Centre Application Service Design Specialist	DCASD	CCDA • System Engineers
	Cisco Data Centre Application Service Support Specialist	DCASI	CCDA • Field Engineers
Storage Networking	Cisco Data Centre Storage Networking Design Specialist	DCSNS	No Pre-Req • System Engineers
	Cisco Data Centre Storage Networking Support Specialist	ICSNS IASNS	No Pre-Req • Field Engineers
Unified Computing	Cisco Data Centre Unified Computing Design Specialist	DCUCD	VMWare CCDA • System Engineers
	Cisco Data Centre Unified Computing Support Specialist	DCUCI	VCP 3 or 4 CCNA • Field Engineers
3 Consolidate Skills		•Nexus	•WAAS
3 Consolidate Skills			•ACE

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Picture 2. NIL's DC/UCS enablement program details

AUDIENCE

Channel partners are providers of information and communications technology solutions and services in different countries offering their solutions and services to government, healthcare, the retail, distribution, manufacturing and financial services industries and utilities. They offer business application solutions that comprise ICT strategy, enterprise architecture, business process modeling, enterprise content management, program/project delivery, customer relationship management, supply chain management, enterprise resource planning, enterprise performance management, enterprise systems management, and application hosting services. In addition, it implements projects related to deploying new services for clients and developing new business applications.

After Cisco launched their new Data Centre products and technologies, their channel partners who sell these products for them, required new skills to sell design or deploy the equipment.

On the other side were the **end users** of Cisco products who needed expert knowledge on how to support their equipment, how to position it in their Data Center, and at the end of the day, how to reap the most benefits of the products itself.

PROGRAM RESULTS

After the extensive program is designed and delivered by NIL, the channel partner networking teams are ready to take full advantage of their Cisco data center equipment.

Major benefits for companies include:

- **Fast implementation** of the equipment, as well as being able to take advantage of equipment features to provide positive business results, thanks to the knowledge acquired from training
- Increased agility, resilience and flexibility
- Better security and disaster control
- Better business continuity and connectivity
- **Reduced implementation costs**, as existing networking professionals can provide new services
- Reduced travel costs, as NIL delivered training on-site
- Reduced support costs
- **Increased employee satisfaction**, as support staff learned a new set of skills

With professional help of NIL, the channel partners implement Data Center, educate staff in using this equipment which enables them to improve their existing infrastructure, optimize costs and use the Data Center to its fullest potential.

NIL DATA CENTRE EXPERTISE

- 20 years of experience with Cisco as NIL's sole focus gives Nil considerable depth of knowledge and skill in Cisco technologies and products.
- Nil is on the courseware development team at Cisco in the USA. We have developed numerous certification courses for Cisco which are being delivered by many Cisco Learning Partners, not just ourselves.
- We are currently part of the UCS courseware development team for Cisco, being among the first companies in the world to get a glimpse of new UCS features.
- In addition, our team is involved in design and deployment projects in Central and Eastern Europe where head office is located, as well as many other parts of the world.
- Thus the instructors who would be running our Data Centre courses bring real world experience to the classroom. They design and develop Nil derivative works and certification courses, they also design and deploy Cisco solutions in the field and are thus appropriately skilled for effective knowledge and skills transfer.

*You can trust Nil to build
Data Centre skills with your team and thus
enable your organization to meet
Data Centre customer needs.*