



Accept Only the Best

Work with Cisco Learning Partners for Best-in-Class Cisco Training

The best way to learn new job skills is to start by choosing an Authorized Cisco Learning Partner. These partners have exclusive access to Cisco training material, Cisco Certified Instructors, and Cisco equipment. This allows Authorized Partners to offer a training experience that will keep you up to date, allow you to remain competitive in the marketplace, and even help you earn higher wages.

The Benefits of Authorized Learning Partners

Cisco Learning Partners are the only source of authorized Cisco training. Carefully selected by Cisco, these companies are the only organizations to employ Certified Cisco Systems Instructors (CCSIs) and deliver Cisco authorized and approved content, including product-specific training, technology training and certification-preparation courses.

Cisco Learning Solutions Partners, Cisco Learning Partners, and their affiliated Cisco Learning Partner Associates offer a comprehensive set of training resources, from instructor-led courses to remote access labs and e-learning solutions to improve your technology expertise. Other benefits include:

- **Learn skills on Cisco's latest products and software.** Authorized Learning Partners expose students to the latest revisions and newest products to help accelerate their skills for years to come.
- **Get consistent expertise.** Certified Cisco Systems Instructors (CCSIs) assure students and businesses the same level of expertise, quality, and service from one class to the next.
- **Study updated training.** Cisco Learning Partners are aware of the latest product and technology updates, exam changes, and teaching methods.
- **Have high student satisfaction.** Cisco Authorized Learning Partners are required to maintain a high level of satisfaction ratings.



“Over the last 11 years my team has taken Cisco training with non-authorized training companies and Cisco Learning Partners. I have found that the Learning Partner is able to offer a level of quality and value to my business that cannot be found elsewhere. The broad real-life experience of Cisco Certified Instructors and the quality of their resources and labs means that we gain the Cisco skills we need faster. This in turn increases our overall productivity and our ability to support our customers.”

—Operations Director, Channel Partner

“With Cisco Learning Partners I have the guarantee of being taught by a Cisco Certified Instructor using the latest official Cisco courseware. This means that I am able to get the skills I need more quickly and am able to hit the ground running when I get back to my workplace.”

—Deployment Manager, Service Provider UK

Certified Cisco Systems Instructors

Only Authorized Cisco Learning Partners provide highly skilled CCSIs to lead the training. These instructors offer:

- **Quality.** Students can feel comfortable they will receive instruction from the best in the industry. CCSIs are required to maintain a high level of satisfaction rating from students in each class.
- **Timely information.** Certified Cisco Systems Instructors are given advanced notification from Cisco about new products, courseware, and company information.
- **The latest courseware.** Certified instructors participate in Train the Trainer events that expose them to the instructional designers and developers who wrote the courses and exams, and provide updates when new courses are released.
- **Training from the experts.** CCSIs must pass rigorous Cisco exams and be certified to teach each course.

Authorized Cisco Content

In addition, Authorized Cisco Learning Partners train using Cisco authorized material, which provides:

- **Proven instructional design methodology for consistent class objectives and materials.** This helps students learn new and complex subjects in a format that allows for concepts to be retained.
- **Relevant materials.** A way to build knowledge and skill sets by using relevant material that is based on an in-depth knowledge of Cisco products and services.
- **Regularly updated release schedule for content that brings timely changes to courses.** Students are assured the skills they learn are based on the latest versions and concepts.
- **Content written by Cisco experts.** Students can be confident that the information being taught is factually correct and supported by Cisco.

Authorized Cisco Learning Partners Bring Value to Your Business

- Content authorized by Cisco and created by Cisco product teams
- Certified Cisco Instructors
- The latest Cisco learning content
- Strict quality guarantee managed by a Cisco online evaluation system
- Virtual practice labs using the latest Cisco equipment
- Simulations created by Cisco to help prepare for Cisco exams
- Comprehensive learning needs and skills-gap analysis
- Customized courses that use Cisco intellectual property

How to Identify an Authorized Learning Partner

When placing orders or requesting quotes, Cisco recommends that you do the following:

- Always source your training directly from Authorized Cisco Learning Partners. Check the authenticity of your Learning Partner with your Cisco contact. For a list of validated Learning Partners and a detailed list of Cisco training, go to www.cisco.com/go/partnerlocator.
- Ask whether the instructor teaching the curriculum is certified to teach the course.
- Ask for student testimonials and average customer satisfaction scores.
- Ask the training company if they accept Cisco Learning Credits. Only Authorized Learning Partners can redeem Cisco Learning Credits.



- Be wary of prices that seem too good to be true—they probably are.
- Be wary of packaging that appears to be sub-standard, not original, or seems to have been previously used or tampered with. Validate that there is a Cisco logo present.

Choose the Authorized Cisco Learning Partner that is Right for You

Whatever your training needs, Cisco Authorized Learning Partners can deliver training suited to your particular requirements. Authorized training ensures you will gain the knowledge and expertise you need to be successful in today's competitive IT business environment.

Cisco Learning Solutions Partner

As the highest-level partner, a Cisco Learning Solutions Partner (CLSP) can provide:

- Advanced technology training that can provide a competitive advantage
- Access to Cisco intellectual property
- Unique capability to create customized training
- Market-leading training using Certified Cisco Systems Instructors (CCSI)

Cisco Learning Partner

A Cisco Learning Partner (CLP) provides:

- A broad range of timely Cisco training
- Official technical, product and/or solutions training
- Efficient training solutions using CCSIs

Cisco Learning Partner Associate

A Cisco Learning Partner Associate is an entry-level Learning Partner that offers:

- Training through a direct relationship with a CLSP
- A focus on Cisco Certified Network Associate (CCNA), Cisco Certified Design Associate (CCDA), and Cisco Certified Network Professional (CCNP) curriculum training using CCSIs



“There is more benefit when using a Cisco Learning Partner than just a Cisco Certified Instructor, the latest Cisco courseware and access to reliable labs. An Authorized Learning Partner, through their close relationship with Cisco, is able to offer the correct advice on career certifications and specializations—helping us plan against all our Cisco related training requirements thereby supporting our business development.”

—Director, Cisco European Channel Partner

Learn More

To find out more about authorized Cisco training, and to locate an Authorized Cisco Learning Partner near you, visit www.cisco.com/go/learningpartners.



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