

Get yourself fit4business . . .

# Fit4Business

The Cisco Channel Partner Programme from Global Knowledge



**FIT4BUSINESS**  
THE CHANNEL PARTNER PROGRAMME

**Global Knowledge, the world's largest Cisco education partner, is proud to offer Fit4Business, a unique Managed Solution to help all Channel Partners achieve and retain enhanced Cisco status – from Select through to Gold.**

### Fit4Business – How does it work?

Our Fit4Business programme is based on a tried and tested methodology, which is easy to understand, implement, measure, and report on.

### Fit4Business website

You will have access to a dedicated Fit4Business section on our website, where answers to all of your questions on OIP, VIP and SIP can be found. The Fit4Business section on our website also provides you with access to an online specialisation tool and a community connection.

### Business Review - Consultancy and Planning

We will work with you to analyse the current certification and specialisation status of your business. The consultancy phase uses tools and templates owned and developed by Global Knowledge and employs well known analysis techniques. This phase also includes an explanation of the benefits and rewards available at each level of the Cisco Partner Program.

### Education Planning

The output from the Business Review phase is a fully priced, tailored training plan covering the education requirements at an individual and an organisation level. This will move your partner status forward in the most cost effective and time efficient way.

### Training Delivery and Administration

We then take your identified employees through the tailored schedule of open or closed courses so that they can gain the relevant Cisco certifications to move you to the desired partner level .

As part of the Fit4Business Managed Solution, we will book your delegates onto our training events, manage transfers and cancellations and record successful certification passes.

### Communication and Reporting

Throughout the training cycle, we will regularly report to both you and Cisco on your progress against the plan. We will also notify you of any slippages against the defined schedule and work to keep the certification process on track.

### Evaluation & Contingency Planning

Following initial certification to the desired partner status, we will work with you to ensure that your employees meet the re-certification criteria that is necessary to retain your certification status.

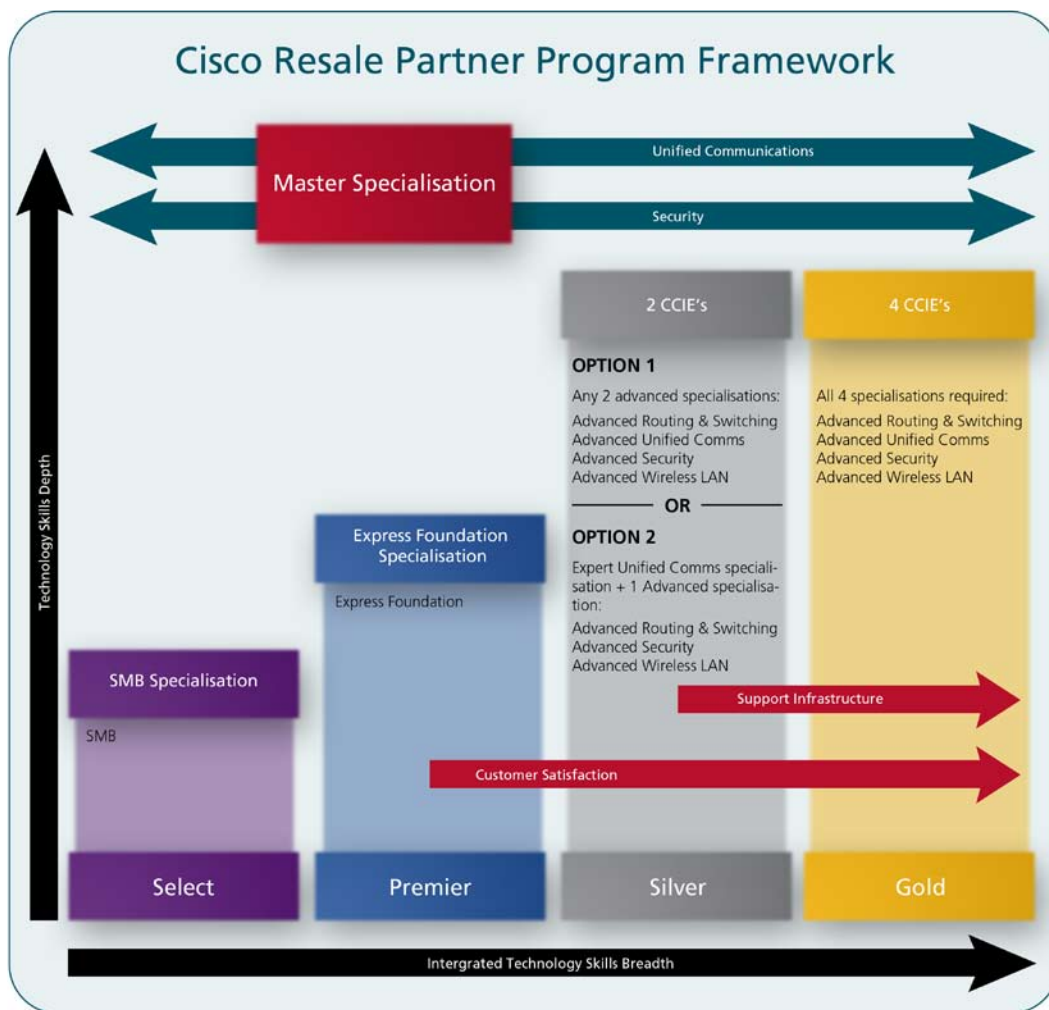
Furthermore, within this phase, we will develop a contingency plan with you. This will involve identifying a second generation of staff for certification and specialisation training, thereby helping you to future proof your organisation.

**'We are deeply committed to enabling Cisco's channel partners to achieve their certification requirements'**

**Richard Pryor-Jones**  
EMEA President  
Global Knowledge



## Are you Fit4Business . . . ?



### Case Study - Orange reaches Cisco Gold certification with Fit4Business

In March 2008, Orange Business Services was awarded Cisco Gold Certification in the Netherlands, the highest standard for network enterprise and support capabilities. This certification was achieved in close co-operation with Global Knowledge, the leading Cisco Partner for Learning Solutions.

Kees Karsemeijer, Channel Account Manager at Cisco Systems International BV: 'With the managed approach of the Fit4Business Programme, the best return on time and financial investment for our Channel Partners is guaranteed, ensuring certification requirements and goals are met efficiently.'

'We are deeply committed to enabling Cisco's channel partners to achieve their certification requirements' said Richard Pryor-Jones, EMEA President, Global Knowledge. 'Achieving and retaining enhanced status is vital for our channel customers and Cisco Systems. Our ability to support the Channel Partners with our Fit4Business programme will ensure the partners will meet the certification requirements in a timely manner with the best return on investment.'

**To find out more about how to enhance your Cisco Partner status through our Fit4Business programme, contact one of your regional Global Knowledge offices.**