

Mobile
Applications

IP
Communications



Customer
Care



TelePresence



Collaborate

Training Programme



Enterprise
Collaboration
Platform



Messaging

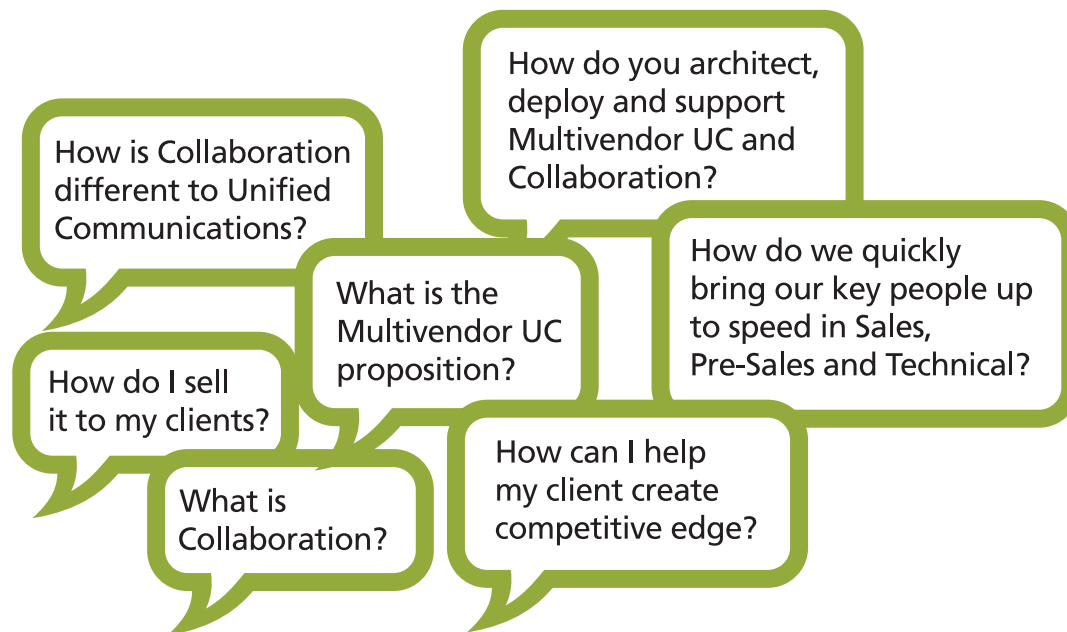


Conferencing

Understand then deliver Multivendor Unified Communications solutions

With the Collaborate Training Programme,
the possibilities are endless

Some challenges ask tough questions of any individual



The Collaborate Training Programme has all the answers - whatever the individual's role

Multivendor Unified Communications and Collaboration! It's a challenge your business must meet head-on if you are to deliver the solutions your clients demand to meet Communication Enabled Business Processes (CEBP) and Communication Enabled Business Transformation (CEBT) targets.

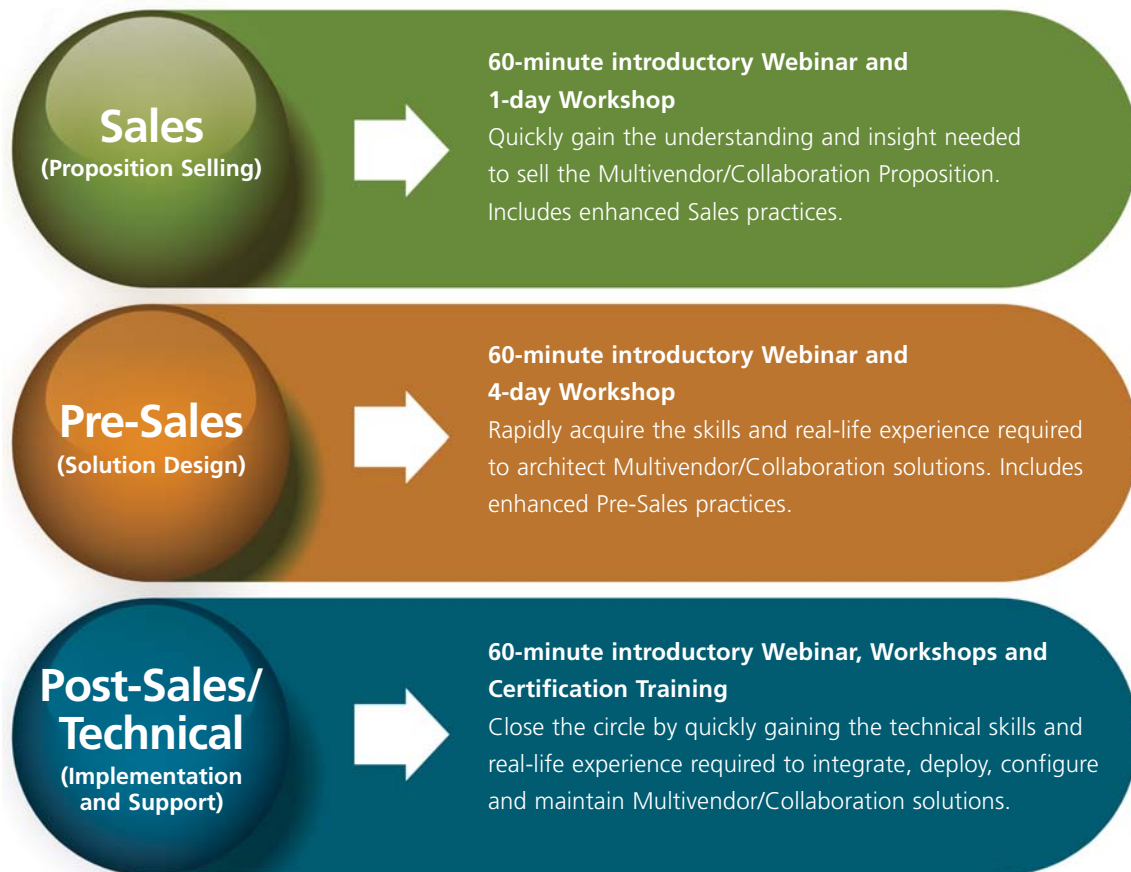
Fortunately you get all the answers with our Collaborate Training Programme, which delivers real-life 'how to' expertise and intensive Lab-based experiences in Multivendor Unified Communications and Collaboration solutions for all roles: Sales, Pre-Sales and Post-Sales/Technical.

What makes the Collaborate Training Programme different and essential?		
<p>✓ Our all-encompassing coverage for Sales, Pre-Sales and Post-Sales/Technical roles</p>	<p>✓ Our unrivalled Multivendor and Collaboration experience</p>	<p>✓ Our market-leading course content, derived from direct vendor support</p>
<p>✓ Our people, who are acknowledged as industry experts worldwide</p>	<p>✓ Our heavyweight Multivendor live labs, where delegates gain real-life experience of technologies working together</p>	<p>✓ Our close development relationships with market leaders such as Cisco, Microsoft and Avaya</p>
<p>✓ Our vendor-agnostic approach, which is central to success in Multivendor UC or Collaboration projects</p>	<p>✓ Our total focus on achieving competitive advantage for you and your clients</p>	<p>✓ The enhanced Sales and Pre-Sales practices within the Collaborate Training Programme, which unlock business opportunity</p>

The Collaborate Training Programme

It works on every level

The Collaborate Training Programme is the cutting edge Training and Consultancy Portfolio that addresses all levels of expertise essential for success in lead development, sales and deployment of Multivendor Unified Communications or Collaboration solutions.



Sales

(Proposition Selling)

Key benefits of the training

The sessions at this level create a complete understanding of how to position Unified Communications (UC), Multivendor and Collaboration Solutions (which are quite distinct from UC) to meet primary business strategies (CEBP and CEBT) within a client.

CEBP - Communication Enabled Business Process - offers huge internal customer benefits for process and efficiency enhancements.

CEBT - Collaboration Enabled Business Transformation - pushes enhanced business process (CEBP) beyond the client's enterprise to its customers to enable true competitive advantage in the client's marketplace.

The key point is that Unified Communications with single or multivendor solutions is NOT Collaboration; they simply provide the platform to deliver collaborative interactions, and normally only if the UC foundation supports a vendor-independent approach.

Why it's vital to your business

Unified Communications, Multivendor and Collaboration are three totally separate considerations and you need to understand how they fit together. Also critical is identifying the solution for a client in CEBP or CEBT terms to maximise client opportunities.

Correctly identifying sales opportunities beyond the CIO is another essential. For example, CEBT is of great interest to sales and marketing directors but not technical directors.

The Collaborate Training Programme one-day CSW (Collaboration Sales Workshop) illustrates which technology and solution suits which client business need. The same session also shows sales and account managers how to leverage the potential for repeat sales (traditional UC solutions are a one-time sale, but Multivendor Collaboration solutions provide constant repeat opportunities within a client company).

Courses include: SCW - Sales, Collaboration Webinar/VoD
CSW - Collaboration Sales Workshop.

Pre-Sales

(Solution Design)

Key benefits of the training

These sessions create an understanding of the design challenges for a client company wishing to adopt CEBP and CEPT, strategies that normally require a Multivendor Unified Communications environment (blended solutions).

The Collaborate Training Programme four-day MVSEW (Multivendor Sales Engineer Workshop) addresses the significant design challenges inherent in these Multivendor solutions, demonstrating possible implementations of CEBP and UC solutions.

Why it's vital to your business

Knowing which is the best technology to support a client's CEBP strategy is critical for successful Multivendor solutions.

If you are a solutions integrator with a single vendor bias, you need to be clear on how best to support future CEBP and CEPT Collaboration requirements and how to provide the flexibility in user interfaces to drive user adoption.

Our MVSEW is unique in that it is vendor-agnostic, develops design flexibility in delegates, and also complements the partnership approach intrinsic to successful Multivendor Collaboration solutions that meet client needs.

Courses include:

TCW - Technical, Collaboration Webinar/VoD
MVSEW - Multivendor Systems Engineer Workshop.

Post-Sales/Technical

(Implementation and Support)

Key benefits of the training

The Collaborate Training Programme five-day MVFEW (Multivendor Field Engineer Workshop) enables technical integration engineers and implementation engineers to gain real-life experience and understanding of technical Multivendor Unified Communications deployments, including support and troubleshooting and enabling Collaboration integration.

Why it's vital to your business

The technical session (MVFEW) delivers the Multivendor know-how required to integrate the solutions generated by enhanced Sales and Pre-Sales practices. This level of training closes the circle, enabling channel partners and solutions integrators to deliver and support the Multivendor UC

solution and guaranteeing full competency within the business - from project identification to project completion.

Courses include:

TCW - Technical, Collaboration Webinar/VoD
MVFEW - Multivendor Field Engineer Workshop
ICUCM v8 - Implementing Cisco Unified Communications Manager v8.x
ICUCC v8 - Integrating Cisco Unity Connection v8.x with Cisco Unified Communications Manager v8.x
ICUP v8 - Integrating Cisco Unified Presence version 8 with Cisco Unified Communications Manager v8.x
CUCWv8 - Cisco Unified Communications Workshop
Plus a full range of Cisco Certification courses.

Let's Collaborate - find out more today

For course details and dates click on 'The Collaborate Program' link at www.nts.eu.com/courses/collaboration/

For further information and to discuss your needs:

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Email: enquiries@nts.eu.com

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