

Westcon-Comstor Academy

Get ahead of the rest



- Unparalleled range of technical programmes
- Certified and non-certified
- Expand your capabilities and keep ahead of the competition



OUR TRAINING COURSES:

- **Certified instructors** with strong field experience, providing best practice advice on how to successfully implement or manage a specific solution
- **Dedicated labs** available to every student with access to a fully equipped training environment and an official set of courseware
- Courses can be **delivered in a classroom or on site** and can be customised to your specific needs
- **Certification ready**
- Conducted in **local language**

- Security Independent Training
- AudioCodes
- Avaya
- Check Point
- Cisco
- Extreme Networks
- F5 Networks
- Infoblox
- Juniper Networks
- Palo Alto Networks
- Pulse Secure
- Ruckus
- Sonus
- Symantec – Blue Coat
- Trend Micro
- Ucopia
- VMware
- “Guaranteed Pass”
- “Guaranteed to Run” courses
- “Training Pass”
- “Training Unlimited”
- Westcon-Comstor Services offering
- Academy in numbers
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Security Independent Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
CISSP - Certified Information Systems Security Professional with IPAD	CISSP	WGAC-GEN-PSS-CISSP	5	R	R	✓	✓	R	R	R	✓	R	R	R	R	R	R	R
ISACA Certified Information Security Manager (CISM)	CISM	WGAC-GEN-PSS-CISM	3	R	R	R	R	R	R	R	R	R	R	R	R	R	R	R
EC-Council Certified Ethical Hacker & Countermeasures	CEH	WGAC-GEN-PSS-CEH	5	R	R	✓	✓	R	R	R	✓	R	R	R	R	R	R	R
EC-Council Certified Security Analyst	ECSA	WGAC-GEN-PSS-ECSA	5	R	R	✓	✓	R	R	R	✓	R	R	R	R	R	R	R

R = on request

The instructor was very passionate about the subject and had very strong knowledge.

Peter Raeves, Ministry of Defense on EC-Council training

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AudioCodes Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
AudioCodes Solutions in the Microsoft Lync Environment Essentials & Configuration	(ACA)	WGAC-ADO-AUD-LYNCESS	4		R	✓		R			✓			✓				R
AudioCodes Solutions in the Microsoft Lync Environment Advanced	(ACP)	WGAC-ADO-AUD-LYNCADV	4		R	✓		R			✓			✓				R

R = on request



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Avaya Training (1/2)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
7720C - IP Office Platform Basic Integration and Configuration	AIPS + ACSS	WGAC-AVA-7720C	5			R	R	R			R			✓				
7750C Avaya IP Office™ Contact Center Implementation and Expanded Configurations	ACIS	WGAC-AVA-7750C	10			R	R				R			✓				
Avaya IP Office r10 Server Edition and VM Pro	n/a	WGAC-AVA-IPO-SE	2			R	R				R			✓				
Avaya - IP Office SBC SIP Trunking and Remote Worker	n/a	WGAC-AVA-IPO-SBC	2			R	R				R			✓			✓	

R = on request



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Avaya Training (2/2)

Certification path

Credential category	SALES	DESIGN	IMPLEMENTATION		SUPPORT	
CERTIFICATION	Avaya Professional Sales Specialist (APSS)	Avaya Professional Design Specialist (APDS)	Avaya Implementation Professional Specialist (AIPS)	Avaya Certified Implementation Specialist (ACIS)	Avaya Support Professional Specialist (ASPS)	Avaya Certified Support Specialist (ACSS)
VALIDATION	online tests	online tests	online tests	proctored exams	online tests	proctored exams
TERM	2 years	2 years	2 years	2 years	2 years	2 years
MASTERY LEVEL	<ul style="list-style-type: none"> Evaluate customer's needs, wants and desires (assumed knowledge) Describe Avaya's solution at a high level Match products with the customer's needs Communicate business value List support services that are available 	<ul style="list-style-type: none"> Conduct application discovery Clarify customer's request, current configuration and future needs Determine a solution Configure solution in pricing tool Plan and validate solution design with customer Present proposal to customer 	<ul style="list-style-type: none"> Demonstrate knowledge of the preparation required for the implementation Install the product hardware and software Configure the product for hand-off to Day 2 administration Test, validate and troubleshoot the implementation 	<ul style="list-style-type: none"> Demonstrate product architecture knowledge (components, features and functions) Administer, maintain and troubleshoot intermediate to advanced configurations Interpret and resolve customer technical issues related to the products and components 		
COVERAGE	Small & Mid Market	Small & Mid Market	Small & Mid Market		Small & Mid Market	Small & Mid Market
	Unified Communications	Unified Communications	Unified Communications	Unified Communications	Unified Communications	Unified Communications
	Video	Video			Video	Video
	Contact Center	Contact Center	Contact Center	Contact Center	Contact Center	Contact Center
	Networking	Networking	Networking	Networking	Networking	Networking



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CheckPoint Training (1/2)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Check Point Security Administration R7x	CCSA	WGAC-CKP-CCSA R7X	3			✓	✓	✓			✓	✓		✓		✓		
Check Point Security Engineering R7x	CCSE	WGAC-CKP-CCSE R7X	3			✓	✓	✓			✓	✓		✓		✓		
Check Point Threat Prevention Training		WGAC-CKP-TP	2			R		✓			R	✓				✓		
Check Point Multi-Domain Security Management with Virtual System Extension	CCMSE	WGAC-CKP-CCMSE	5			R	✓	R			R	✓		R		✓		
Check Point Security Master NEW	CCSM	WGAC-CKP-CCSM	3			R	✓	R			R	✓		R		✓		
Check Point Secure Web Gateway	SWG	WGAC-CKP-SWG	2			R		R			R	✓		R		✓		
Check Point Security Administration R8x NEW	CCSA	WGAC-CKP-CCSA-R8X	3			✓	✓	✓			✓	✓		✓		✓		
Check Point Security Engineering R8x NEW	CCSE	WGAC-CKP-CCSE-R8X	3			✓	✓	✓			✓	✓		✓		✓		

R = on request

The instructor was very experienced and eager to go into depth on any questions that were asked.

Greg Stevens, Orange on Check Point Training



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CheckPoint Training (2/2)

CheckPoint partner program requirements			
Annual products growth	-	✓	✓
Technical certifications: <ul style="list-style-type: none"> • Entry-level Security Awareness • Core Security Administrator Training • Core Security Expert Training • NextGen Security Training • Advanced Security Training 	-	2 (3 ^{**})	3 (5 ^{**})
Online sales certifications*	1	3	6
Reps/SEs at Joint SKO	1	3	5

* 80% of workforce ** For CCSP Partners

Cisco Training

Course name	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MART)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
UC Manager Business Edition 6000 Implementation	WGAC-CSC-BE6K				✓	✓	✓			✓			✓		✓		
BE6K CUCM TelePresence and Expressway Video Solutions Bootcamp	WGAC-CSC-BE6KBC				✓	✓	✓			✓			✓		✓		
TP on BE6K Multi-Point Implementation	WGAC-CSC-BE6KMP				✓	✓	✓			✓			✓		✓		
TP on BE6K Point to Point Implementation	WGAC-CSC-BE6KP2P				✓	✓	✓			✓			✓		✓		
CUCM Technical Workshop	WGAC-CSC-BE6KTW				✓	✓	✓			✓			✓		✓		
Unity Connection Admin	WGAC-CSC-CUCA				✓	✓	✓			✓			✓		✓		
Unity Connection Advanced Administration	WGAC-CSC-CUCAA				✓	✓	✓			✓			✓		✓		
Unified Contact Centre Express Advanced Admin	WGAC-CSC-CUCCXA				✓	✓	✓			✓			✓		✓		
Unified Contact Centre Express Advanced Administration	WGAC-CSC-CUCCXAA				✓	✓	✓			✓			✓		✓		
Unified Contact Centre Express Implementation	WGAC-CSC-CUCCXI				✓	✓	✓			✓			✓		✓		
Unity Connection Implementation	WGAC-CSC-CUCI				✓	✓	✓			✓			✓		✓		
Implementing Unified Communications Manager	WGAC-CSC-CUCM				✓	✓	✓			✓			✓		✓		
Unified Communications Manager Advanced Admin	WGAC-CSC-CUCMAA				✓	✓	✓			✓			✓		✓		
UC Manager Intermediate Administration with Jabber	WGAC-CSC-CUCMAJ				✓	✓	✓			✓			✓		✓		
Cisco Unified Communications Manager Implementation	WGAC-CSC-CUCMI				✓	✓	✓			✓			✓		✓		
Cisco Unified Communications Workshop	WGAC-CSC-CUCW				✓	✓	✓			✓			✓		✓		
Cisco Unified Contact Center Express Implementation	WGAC-CSC-UCCEXD				✓	✓	✓			✓			✓		✓		

Please note all our Cisco training classes are delivered in collaboration with 3rd party suppliers. The courses above are the most popular courses. More available on <http://academy.westconcomstor.com>



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Extreme Networks Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
ExtremeXOS Switching and Routing - 4 Days		WGAC-EXT-ECS-EXOS-1	4		R		R		R							R		R
Certified Wireless Network Administrator		WGAC-EXT-CWNA	4		R		R		R							R		R

R = on request

Partner program requirements	Diamond	Platinum	Gold	Silver
Extreme Networks Sales Professional (ESP)	3	2	1	1
Extreme Networks Presales Professional (EPP)	3	2	1	1
Extreme Networks Design Engineer (EDE)	3	2	1	none
Extreme Networks Certified Expert (ECE-Networking)	2	1	none	none



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F5 Networks Training (1/2)


Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
F5 Administering BIG-IP	101&201 Certification	WGAC-F5N-BIG-IP-ADMIN	2	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		
F5 Configuring BIG-IP LTM: Local Traffic Manager	301 a/b (LTM) Specialist	WGAC-F5N-LTM-CFG	3	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		
F5 Developing iRules for BIG-IP		WGAC-F5N-RULE-CFG	3	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		
F5 Configuring BIG-IP ASM: Application Security Manager	303 ASM Specialist	WGAC-F5N-ASM-ESS	4	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		
F5 Configuring BIG-IP APM: Access Policy Manager	304 APM Specialist	WGAC-F5N-EGW-APM	3	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		
F5 Configuring BIG-IP GTM: Global Traffic Manager	302 GTM Specialist	WGAC-F5N-GTM-IL	2	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		
F5 Configuring BIG-IP VIPRION		WGAC-F5N-VIPRION	1	R		✓	✓		R	R	✓	✓	✓	✓	R	✓		
F5 Configuring BIG-IP AFM: Advanced Firewall Manager NEW		WGAC-F5N-BIG-AFM-CFG	2	R		✓	✓		R	R	✓	✓	✓	✓	R	✓		
F5 Troubleshooting BIG-IP LTM		WGAC-F5N-BIG-TRBL-INT2	2	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		

R = on request

The instructor had good hands-on knowledge, very explicit and helpful labs, excellent assistance during lab configuration. Willing to cover topics / issues not directly in the course material. The course exceeded my expectations.

Mike Van Renterghem, BICS on F5 Networks Training

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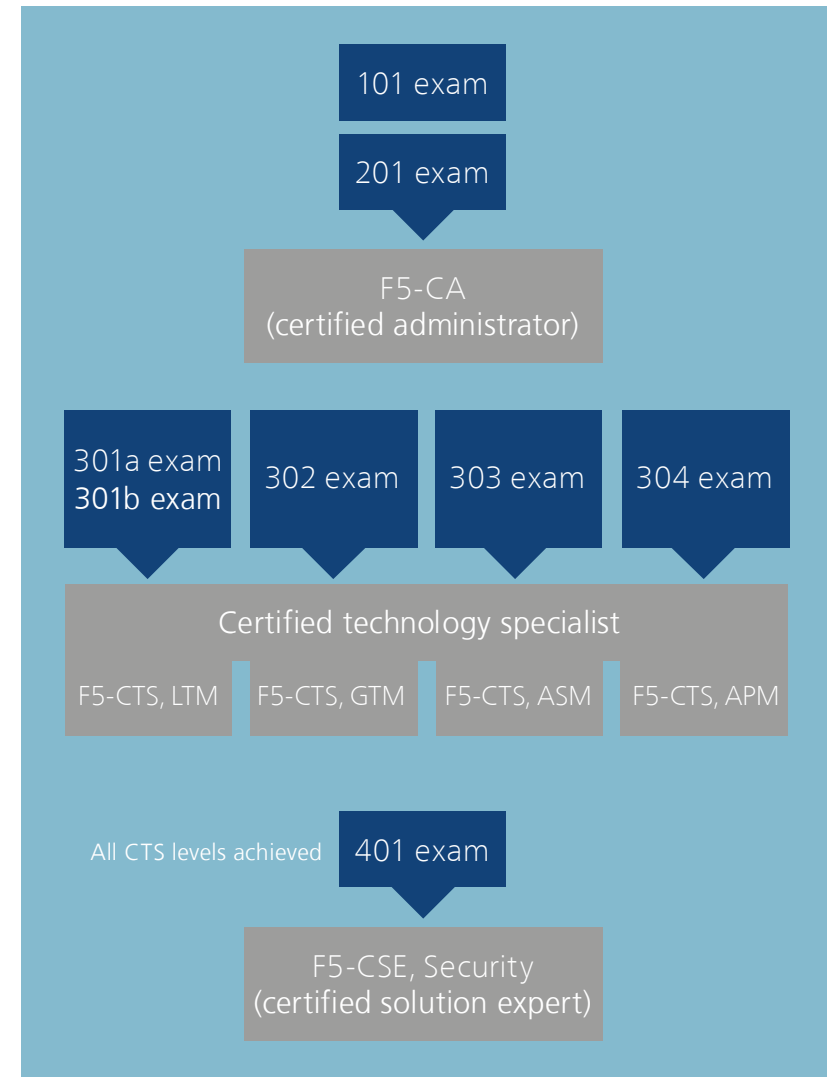
F5 Networks Training (2/2)

GOLD

2 certified engineers
F5-SEL (System Engineer)

SILVER

1 certified engineer
F5-SEL (System Engineer)



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Infoblox Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Infoblox Core DDI Basic Configuration (CDBC)		WGAC-INB-CDBC	3			✓					✓							R
Infoblox Core DDI Intermediate Configuration (CDIC)		WGAC-INB-CDIC	2			✓					✓							R
Infoblox Core DDI Advanced Troubleshooting (CDAT)		WGAC-INB-CDAT	2			R					R							R
Infoblox Network Automation Basic Configuration (NABC)		WGAC-INB-NABC	2			R					R							R

R = on request

Infoblox Partner Level Requirements

GOLD

2 certified CDBC engineers
+ 2 certified CDIC engineers

SILVER

1 Certified CDBC engineer
+ 1 certified CDIC engineer

Infoblox DDI

CDBC Essentials

CDIC Advanced

CDAT Expert

Infoblox NetMRI

NABC Essentials

NACS Advanced

Infoblox DNS Firewall

DFBC Essentials



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Juniper Networks Training (1/5)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Introduction to the Junos Operating System (IJOS-NEW) NEW	JNCIA-JUNOS	WGAC-JUN-IJOS-NEW	3		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Juniper Networks Certified Internet Specialist-SEC	JNCIS-SEC	WGAC-JUN-JNCIS-SEC	4		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Security																		
Junos Unified Threat Management		WGAC-JUN-JUTM	1		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Juniper Networks Certified Internet Professional-SEC	JNCIP-SEC	WGAC-JUN-JNCIP-SEC	5		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Advanced Junos Security		WGAC-JUN-AJSEC	3		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Intrusion Prevention System Functionality		WGAC-JUN-JIPS	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓

R = on request

Juniper Networks Training (2/5)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Junos Enterprise Routing and Switching track																		
Juniper Networks Certified Internet Specialist-ENT	JNCIS-ENT	WGAC-JUN-JNCIS-ENT	4		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Intermediate Routing		WGAC-JUN-JIR	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Enterprise Switching		WGAC-JUN-JEX	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Juniper Networks Certified Internet Professional-ENT	JNCIP-ENT	WGAC-JUN-JNCIP-ENT	5		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Advanced Junos Enterprise Routing		WGAC-JUN-AJER	3		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Advanced Junos Enterprise Switching		WGAC-JUN-AJEX	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓

R = on request

Juniper Networks Training (3/5)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Junos Service Provider Routing and Switching track																		
Juniper Networks Certified Internet Specialist-SP	JNCIS-SP	WGAC-JUN-JNCIS-SP	6		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Intermediate Routing		WGAC-JUN-JIR	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Service Provider Switching		WGAC-JUN-JSPX	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos MPLS Fundamentals (JMF) NEW		WGAC-JUN-JMF	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Juniper Networks Certified Internet Professional-SP	JNCIP-SP	WGAC-JUN-JNCIP-SP	13		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Advanced Junos Service Provider Routing		WGAC-JUN-AJSPR	4		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Class of Service		WGAC-JUN-JCOS	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Multicast Routing		WGAC-JUN-JMR	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Layer 2 VPNs (JL2V) NEW		WGAC-JUN-JL2V	2		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Layer 3 VPNs (JL3V) NEW		WGAC-JUN-JL3V	3		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓

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Juniper Networks Training (4/5)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Juniper miscellaneous tracks																		
Juniper Networks Design Fundamentals	JNCIA-JNCDA	WGAC-JUN-JNDF	3		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Space- Security Director (JS-SD)		WGAC-JUN-JS-SD	1		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Junos Space-Network Director (JS-ND)		WGAC-JUN-JS-ND	1		✓	✓	✓	✓	✓		✓	✓		✓		✓		✓
Configuring and Monitoring QFabric Systems		WGAC-JUN-CMQS	2		R	R	R	R	R		R	R		✓		R		R
Implementing Juniper Networks Secure Analytics (IJSA)		WGAC-JUN-IJSA	3		R	R	R	R	R		R	R		✓		R		R
Configuring Steel Belted Radius Carrier		WGAC-JUN-CSBR	2		R	R	R	R	R		R	R		✓		R		R
Junos IP version 6		WGAC-JUN-J-IPv6	2		R	R	R	R	R		R	R		✓		R		R

R = on request



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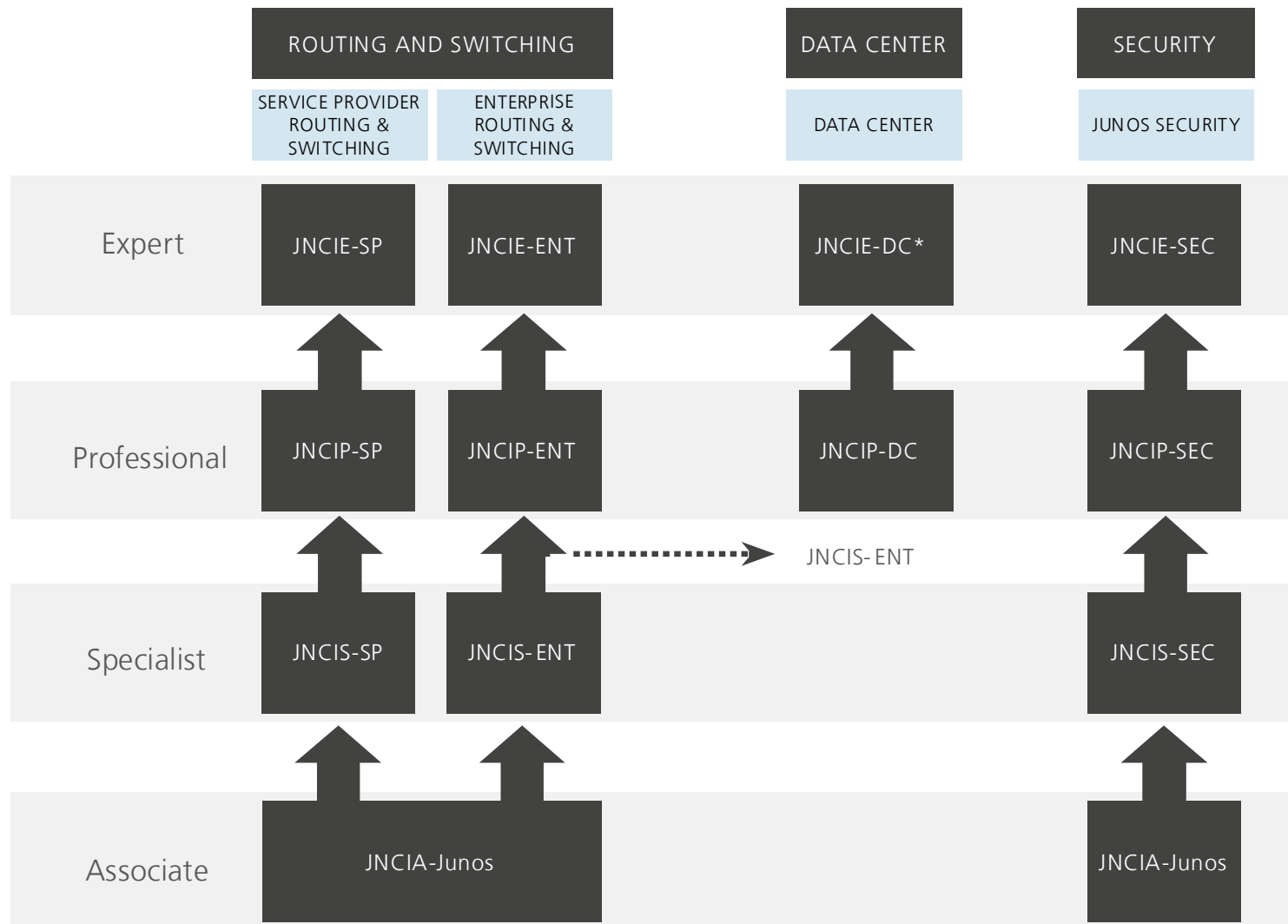


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Juniper Networks Training (5/5)



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Palo Alto Networks Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Palo Alto Firewall 8.0 Essentials: Configuration and Management (210) NEW		WGAC-PAN-210	5	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Palo Alto Advanced Firewall Troubleshooting (311)		WGAC-PAN-311	3	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Palo Alto Networks Panorama Essentials (221)		WGAC-PAN-221	2	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Palo Alto Networks Traps Advanced Endpoint Protection (281)		WGAC-PAN-281	3	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Palo Alto Networks Traps: Deploy and Optimize (285) NEW		WGAC-PAN-285	2	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

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Competency requirements	Diamond	Platinum	Gold	Silver
Accredited Sales Expert (ASE)	6	4	2	1
Accredited Configuration Engineer (ACE)	6	4	2	none
Certified Network Security Engineer (CNSE)	6	4	none	none
Certified Professional Services Provider (CPSP)	yes	recommended	none	none

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Pulse Secure Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Connect Secure Administration and Maintenance		WGAC-PUL-CON-CSAM	4	R		✓	✓	✓	✓	R	✓	✓	R	✓	R	✓	✓	

R = on request



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Ruckus Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
LAN/WLAN Fundamentals		WGAC-RUC-810	2				✓											
Wireless ZzoneFlex Installation and Management		WGAC-RUC-742	3				✓											

R = on request

Partner programme requirements	Big dog	Expected completion*	Top dog	Alpha dog
WiSE 1 and/or 2 Training & Certification	1	90 days	2	3
Ruckus Sales Expert (REx) Training & Certification	1	90 days	3	4

*From the date your application is approved as a Big Dog

Sonus Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Sonus SBC 1000/2000 with Lync SBA Training	Sonus Accredited Technical Professional (SATP)	WGAC-QUI-1K	4		R	✓					✓							R
Sonus SBC Edge Implementation Certification Training	Sonus Accredited Technical Professional (SATP)	WGAC-QUI-SBC	3		R	✓		R			✓			✓				R
Sonus SBC Core Support Certification Training	Sonus Accredited Technical Professional (SATP)	WGAC-QUI-5K	5		R	✓		R			✓			✓				R

R = on request



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Symantec – Blue Coat Training (1/2)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Blue Coat Certified Proxy Administrator	BCCPA	WGAC-BLC-BCCPA	3	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blue Coat Certified Proxy Professional	BCCPP	WGAC-BLC-BCCPP	2	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blue Coat Certified PacketShaper Administrator	BCPSA	WGAC-BLC-BCPSA	2	R	✓	R		✓	R	R	R	✓	✓	✓	R	✓	✓	✓
Blue Coat Certified PacketShaper Professional	BCPSP	WGAC-BLC-BCPSP	3	R	✓	R		✓	R	R	R	✓	✓	✓	R	✓	✓	✓
Blue Coat Reporter		WGAC-BLC-REPORT	1	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blue Coat Web Application Reverse Proxy		WGAC-BLC-WARP	1	R	R	R		R	R	R	R	R	R	R	R	R	R	R
Blue Coat Content Analysis System	BCCAS	WGAC-BLC-BCCAS	1	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blue Coat SSL Visibility Appliance		WGAC-BLC-SSLv	1	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blue Coat Security Analytics Administrator	BCSAA	WGAC-BLC-BCSAA	2	✓	R	✓		R	✓		✓	✓	✓		✓	✓	✓	R
Blue Coat Security Analytics Professional	BCSAP	WGAC-BLC-BCSAP	2	✓	R	✓		R	✓		✓	✓	✓		✓	✓	✓	R
Blue Coat Certified WAN Acceleration Administrator	BCWAA	WGAC- BLC-BCWAA	2	R	R	R		R	R	R	R	R	R	R	R	R	R	R

R = on request



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Symantec – Blue Coat Training (2/2)

ELITE Proxy

4 certified
BCCPA/BCCPP engineers

PREMIER Proxy

2 certified
BCCPA/BCCPP engineers

AUTHORISED Proxy

1 certified
BCCPA/BCCPP engineer

ELITE Packetshaper

4 certified
BCCPSA/BCCPSP engineers

PREMIER Packetshaper

2 certified
BCCPSA/BCCPSP engineers

AUTHORISED Packetshaper

1 certified
BCCPSA/BCCPSP engineer



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Trend Micro Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
Trend Micro™ Certified Professional Officescan		WGAC-TRM-OSCE	3			✓	✓				✓	✓				✓		
Trend Micro™ Certified Professional Deep Security		WGAC-TRM-DEEPSEC	3			✓	✓				✓	✓				✓		
Trend Micro™ Deep Discovery Inspector (DDI)		WGAC-TRM-DEEPPDISC	3			✓					✓	✓				✓		

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GOLD

2 Certified OfficeScan and Deep Security engineers

Training	Bronze	Silver	Gold
Certified Professional	0	0	2
Technical Sales Training	0	2	3
Sales training	2	4	6

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Ucopia Training

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
UCOPIA Advance		WGAC-UCO-ADV	2				✓											

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VMWare Training (1/2)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
VMware vSphere: Install, Configure & Manage V6.5	VCP6-DCV	WGAC-VMW-ICM6.5	5				R					✓				✓		
VMware vSphere: Install, Configure & Manage V6	VCP6-DCV	WGAC-VMW-VSICM	5	✓			R			✓		✓				✓		
VMware vSphere What's New v5.5 to v6.5	VCP6-DCV	WGAC-VMW-WNEW	3	✓			R			✓		✓				✓		
VMware vSphere: Fast Track V6	VCP6-DCV	WGAC-VMW-VSFTRACK	5	✓			R			✓		✓				✓		
VMware vSphere: Troubleshooting V6	VCP6-DCV	WGAC-VMW-VSTRBSH	5	✓			R			✓		✓				✓		
VMware vSphere Optimize & Scale v6.5	VCP6-DCV	WGAC-VMW-OPTZ	5				R					✓				✓		
VMware vSphere Optimize & Scale V6	VCP6-DCV	WGAC-VMW-OPTZ	5	✓			R			✓		✓				✓		
VMware vSphere: Skills for Operators V6		WGAC-VMW-VSSKILL	3	✓			R			✓		✓				✓		
VMware Sphere Design & Deploy Fast Track V6	VCAP6-DCV Design, VCAP-DCV Deployment, VCIX6-DCV	WGAC-VMW-DDFT	5				R					✓				✓		
VMware vCenter Site Recovery Manager V6.1		WGAC-VMW-VCSRM	2	✓			R			✓		✓				✓		

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VMWare Training (2/2)

Course name	Certification level	Training reference	# of days	Africa	Austria	Belgium	France	Germany	Italy	Morocco (MAT)	Netherlands	Portugal	UAE	UK	South Africa	Spain	Sweden (Nordics)	Switzerland
VMware Horizon View Install Configure & Manage V6.2	VCP6-DTM	WGAC-VMW-HVICM	4	✓			R			✓		✓				✓		
VMware Mirage: Install, Configure & Manage V5.0		WGAC-VMW-MRGICM	5	✓			R			✓		✓				✓		
VMware Mirage V5.0 and Horizon with View v6.0	VCP6-DTM		5				R					✓				✓		
VMware vCloud Director: Install, Configure, Manage v8.10		WGAC-VMW-VCICM	5	✓			R			✓		✓				✓		
VMware vCenter Configuration Manager: Install, Configure, Manage V5.7		WGAC-VMW-VCVIM	2	✓			R			✓		✓				✓		
VMware vRealize Operations Manager: Install, Configure, Manage v6.2		WGAC-VMW-VROMICM	5	✓			R			✓		✓				✓		
VMware NSX Install, Configure and Manage V6.2	VCP6-NV	WGAC-VMW-NSX-ICM	5				R					✓				✓		
VMware NSX for Internetworking Experts Fast Track v6.2	VCP6-NV	WGAC-VMW-NSX-ICM V6.X	5				R					✓				✓		
VMware Virtual SAN Deploy & Manager v6.2		WGAC-VMW-VSAN6	3				R					✓				✓		
VMware vRealize Automation: Install, Configure, Manage V7.0	VCP7-CMA		5				R					✓				✓		

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Guaranteed Pass

We do our utmost to ensure our students pass their certification exam first time. However, should you fail, we will offer you an additional training course at Westcon-Comstor Academy free of charge.*



*Free course participation for a previously booked and attended training in the case of not passing the equivalent certification exam for the training you attended at Westcon-Comstor Academy. The free participation cannot be guaranteed for all scheduled courses. Please contact your Westcon-Comstor Academy to check availability. Certification exam must be completed within 1 month after the training course. A guaranteed pass course will run for a maximum of *6 months*. If you have not passed after this time you will be charged for additional courses. Selected courses only delivered by Westcon-Comstor Academy.



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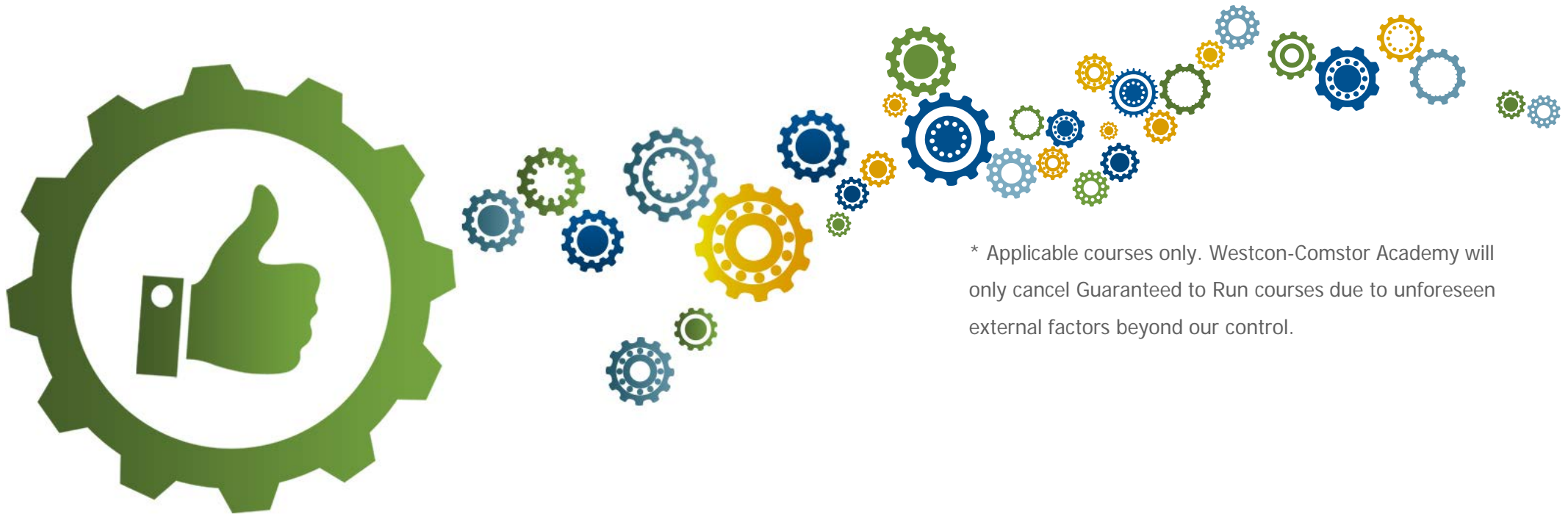
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“Guaranteed to Run” courses

We appreciate the time and effort it takes to schedule training. With our “Guaranteed to Run” courses, planning your teams training is now easier! You can enrol with confidence, assured that your course will not be re-scheduled or cancelled*.



* Applicable courses only. Westcon-Comstor Academy will only cancel Guaranteed to Run courses due to unforeseen external factors beyond our control.

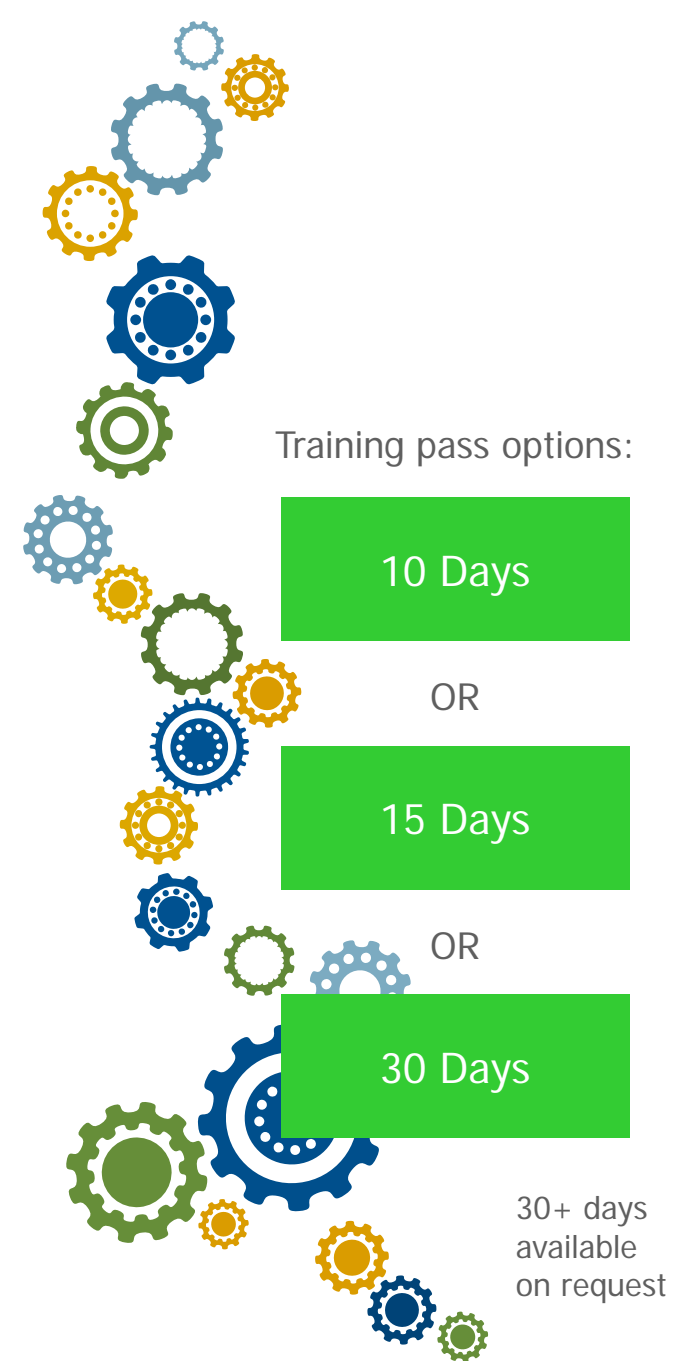
“Training Pass”

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A training pass from Westcon-Comstor lets you purchase a pre-set amount of training days for your whole company at the best possible price!

- Safeguard your training budget and reduce expenses
- Minimise the number of purchase transactions
- Enjoy the flexibility of redeeming your training credits over a 12-month period
- Share your training credits amongst your teams
- Leverage the expertise of our field-experienced trainers
- Gain competitive advantage by becoming an expert on cutting-edge technologies

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Attend as many classes as you need with a monthly subscription – and get a boost to your technical expertise as soon as required!

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- Applicable to all public classes running in a Westcon-Comstor office
- Fee is nominated to a single individual, who can only be replaced by someone else after the termination of the subscription contract, or in the event that the student has left the company
- Subject to course availability



A monthly subscription gives you unlimited access to the following courses:

- Blue Coat Certified Proxy SG Administrator (BCCPA)
- Blue Coat Certified Proxy SG Professional (BCCPP)
- Blue Coat Content Analysis System (CAS)
- Blue Coat SSL Visibility Appliance (SSLv)
- Check Point Cyber security engineering (CCSE) R80.10
- Check Point Security Administrator R80 (CCSA)
- F5 Administering Big IP
- F5 Configuring BIG-IP AFM: Advanced Firewall Manager
- F5 Configuring BIG-IP APM: Access Policy Manager
- F5 Configuring BIG-IP ASM: Application Security Manager
- F5 Configuring BIG-IP GTM: Global Traffic Manager
- F5 Configuring BIG-IP LTM: Local Traffic Manager
- F5 Configuring BIG-IP Viprion
- F5 Developing iRules for BIG-IP
- F5 Troubleshooting Big IP LTM
- Infoblox Core DDI Basic Configuration (CDBC)
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- Juniper Advanced Junos Enterprise Routing (AJER)
- Juniper Advanced Junos Enterprise Switching (AJEX)
- Juniper Advanced Junos Security (AJSEC)
- Juniper Intro to the Junos Operating System (IJOS-NEW)
- Juniper Junos Enterprise Switching (JEX)
- Juniper Junos Intermediate Routing (JIR)
- Juniper Junos Intrusion Prevention System Functionality (JIPS)
- Juniper Junos Security (JSEC)
- Palo Alto Firewall 8.0 Essentials: Config & Mngt (EDU-210)
- Palo Alto Firewall: Debug and troubleshoot (EDU-311)
- Palo Alto Panorama: Manage multiple firewalls (EDU-221)
- Palo Alto Traps: Deploy and optimize (EDU-285)
- Palo Alto Traps: Install, configure and manage (EDU-281)
- Trend Micro™ Certified Professional Deep Security
- Trend Micro™ Deep Discovery Inspector (DDI) Training



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Our students love our courses...

Students typically praise us for:

- Our **highly-knowledgeable instructors** and their field expertise
- **Hands-on, practical** exercises
- The **high-quality** course content, which is well balanced between theory and practice

"Knowledgeable instructor, able to **put things into context** including product knowledge outside of the course specifics."

Alastair McCallum, Senior Solutions Architect at Camworth

"The instructor explained all the topics in detail and showed **real-world scenarios**, which will help during implementation in a production environment."

Murtuza Sathaliya, IT infrastructure at Nakheel

"Very knowledgeable and pedagogue instructor. Very clear and detailed explanations, sometimes **even better than in the user manual.**"

Fanny Sanchez, Sales Engineer at ITS Group

97%

of Westcon-Comstor Academy students have rated our **instructors** as outstanding or good.

84%

of Westcon-Comstor Academy students have rated the **course documentation** as outstanding or good.

82%

of Westcon-Comstor Academy students have rated our **facilities** as outstanding or good.

86%

of Westcon-Comstor Academy students have rated the **registration process** as outstanding or good.



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Westcon-Comstor Academy in EMEA

45 instructors
holding **910**
technical certifications

ABC

Speaking **8** official languages
English, German, French, Portuguese,
Spanish, Italian, Arabic, Dutch

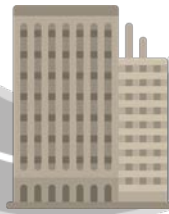
5,145 students

982 training events, with
14,015 individual training days



32%
repeat customers

On average, **3+** individuals
trained per customer



45 training rooms,
with a capacity of **539** training seats



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Academy is part of our Services offering

Westcon-Comstor Services help to develop opportunities that deliver greater strategic insight, richer margin and longer term customer engagements through our decades of experience and unique in-house skillsets of engineers, support desks, certifications and global delivery models.

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Our Support Services are designed in modules to guarantee our service can be tailored to fit your client's needs. Our investment in global technical support provides you with the ability to deliver proactive support solutions – building your insight into customer strategy and developing longer term engagements.

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- Onsite Support
- Device Monitoring
- Service Monitoring

- Solution design
- Implementations
- Migrations and updates
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- Logistic Services
- Reverse Logistics
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- Supply Chain Project Management

Westcon-Comstor Academy in EMEA

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