



Welcome to Cisco!

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**Cisco NetVersity – Kingdom of Saudi Arabia**



# The Kingdom of Saudi Arabia: Well Positioned for Growth

## World's Reserves

- 17% of Global Petrochemicals Industry
- 25% of The World's Oil Reserves
- High Oil Prices and Rising Production
- WTO Membership (Dec '05)

50% of Saudis Were Born After the 1st Gulf War



## GDP Growth

12.4 Percent in 2006,  
Reaching SR1.30 Trillion

## GDP per Capita

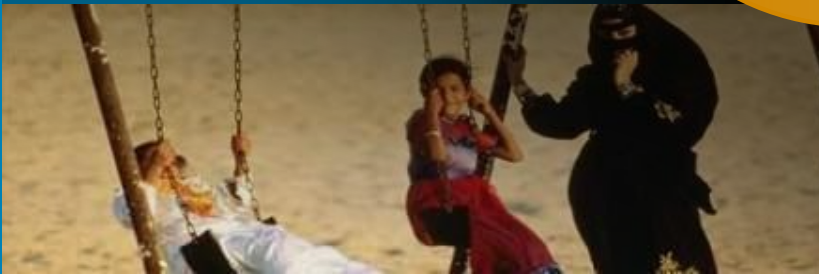
Up 83% Since 1998

## Foreign Direct Investment

Expected to Reach  
\$1.4B in 2007

## Investments

\$600B for Cities, Education,  
Health, Industrial Zones,  
Transport and Utilities



# Transforming Cities...

## Spotlight on Saudi Arabia Infrastructure

- 6 New Cities Planned in Saudi Arabia
- Each city to focus on an industry (Petrochemicals, Finance, Logistics)
- Operating under a different regulatory concept to rest of country

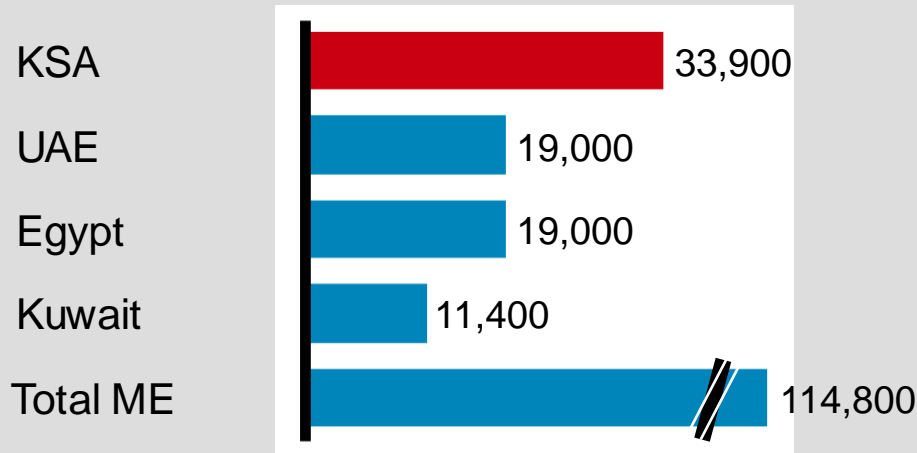


# Challenge

Supply of talent in shortage in the region, with intensifying competition

Technology workforce is in short supply in the region

Shortage of networking people 2009 estimate



Source: IDC

# Cisco and Saudi Arabia: A Unique Partnership

## Saudi Arabia Priorities

- Increase broadband
- Enhancing education
- Enhancing healthcare
- Increase tourism
- Increase infrastructure
- New ICT ministry and national ICT plan
- National security
- Foreign Direct Investment



## Saudi Arabia Market Trends

- Digital cities
- Telecom deregulation
- Youthful demographics
- Knowledge workers
- Rising middle class

## Cisco Engagement

Cisco NetVersity

Cisco  
Networking  
Academies

Innovation  
Centers

New Economic  
Cities

Cisco  
Capital

Cisco  
Services

# Making a Difference...

## Cisco Networking Academy Program

Teaching Students to  
Design, Build, and Maintain Networks



### Worldwide

155+ Countries/Territories  
~ 11,000+ Academies  
17,068 Instructors  
720,008 Participating Students  
646,245 Graduates...18% Female



### Saudi Arabia

112 Academies  
181 Instructors  
10,357 Participating Students  
2,786 Graduates...26% Female



### United States

2,847 Academies  
3,794 Instructors  
71,779 Participating Students  
223,178 Graduates...14% Female

Source: AME, June 2007



# Transforming Education: Cisco NetVersity

Cisco  
NetVersity

## University\*

Students acquire:  
Science fundamentals  
Theory  
Work experience



## NetVersity\*

Netversity provides:  
6-12 months professional  
training  
Practical experience and  
internships  
Professional English

## Employer

Employers need:  
Operational/networking  
know-how, product  
knowledge  
Business acumen  
Communication skills  
English fluency



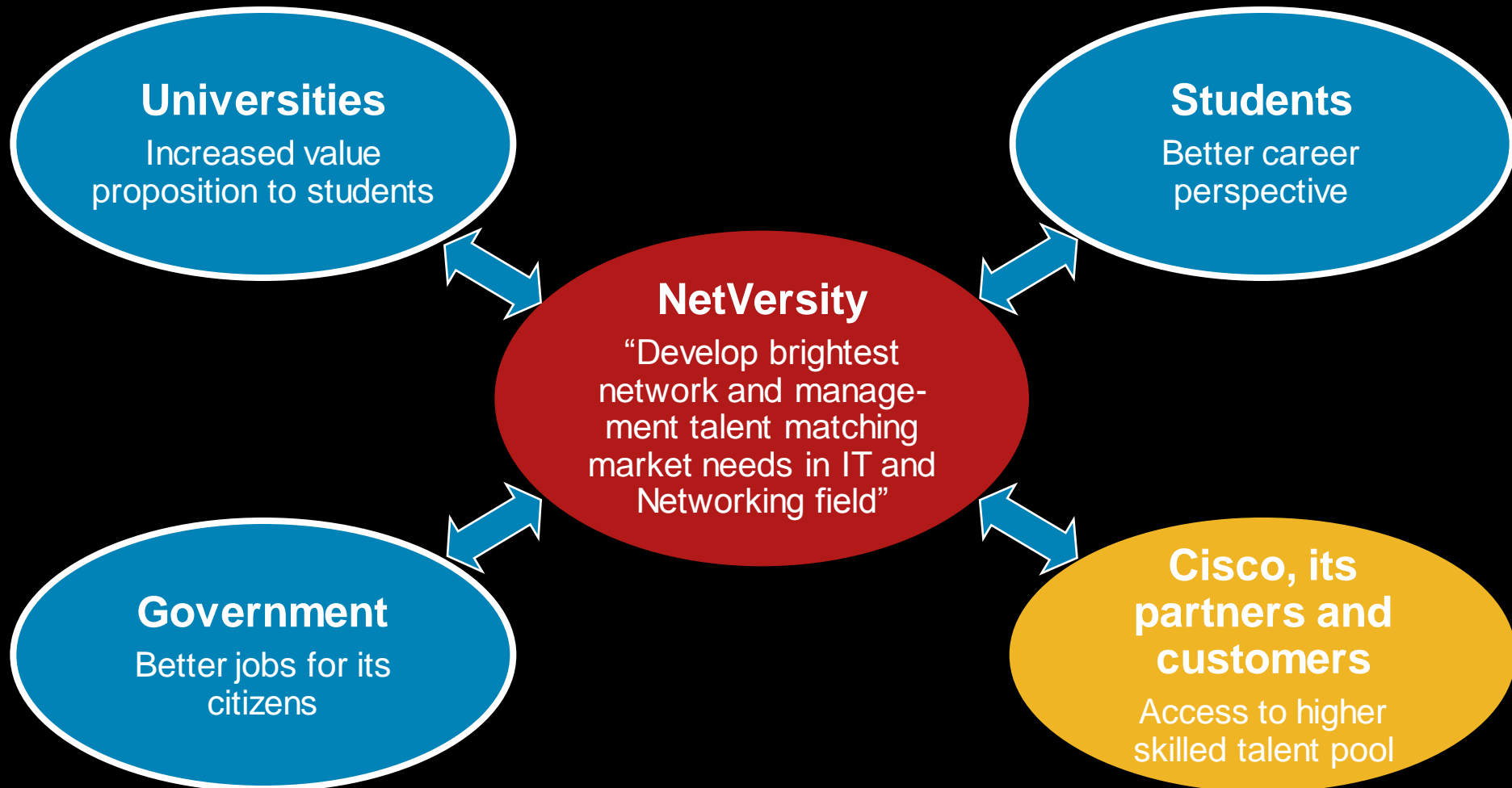
## Skill Gap

Current lack of  
18,000 ICT-skilled  
professionals in KSA  
Rising to a need  
for over 33,900  
professionals by 2009

\*Fields of COE, ICS, SWE, EE and MIS

Source: IDC; Cisco; Team Analysis

# All KSA stakeholders will benefit from NetVersity





# Cisco NetVersity Launched!!



## Cisco NetVersity

Located at **Prince Sultan University** in Riyadh, Saudi Arabia

500 sq meters of **high-quality facilities** (classrooms, labs, offices)

Top graduates chosen from top universities in KSA

**2 tracks:** Systems Engineer (10-months); Account Manager (8 months)

Use of different **learning methods** (classroom, e-learning, hands on labs, on the job training)

# FY'08 Program Snapshot – IT Certifications

## 16 Systems Engineers

### 4 CCIE Lab

10 CCIE Written

3 CCIP

1 CCVP

1 CCSP

16 CCNP

16 CCDA

16 CCNA

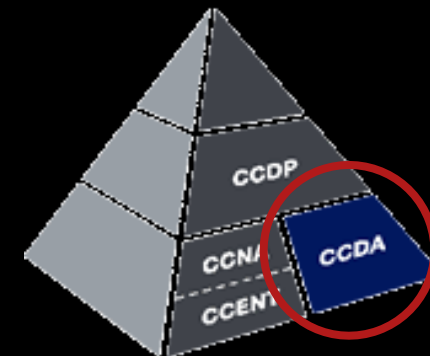
## 17 Account Managers

17 CSE (Cisco Sales Expert)

17 CCDA

# Associate Track Details

	Activity	Days
Week 1	<i>Orientation/Teamwork Activities</i>	5
Week 2	<i>ICND I</i>	5
Week 3	<i>Study session/Reinforcement Activities</i>	5
Week 4	<i>ICND II</i>	5
Week 5	<i>Study session/Reinforcement Activities</i>	4
	<a href="#">CCNA Exam</a>	1
Week 6	<i>Communication Skills</i>	2
	<i>Teamwork Training</i>	3
Week 7	<i>DESGN</i>	5
Week 8	<i>Study session/Reinforcement Activities</i>	4
	<a href="#">CCDA Exam</a>	1



## Technical Courses

- ICDN I
- ICDN II
- DESGN

## Soft Skills

- Communication Skills
- Teamwork Skills

## Certifications

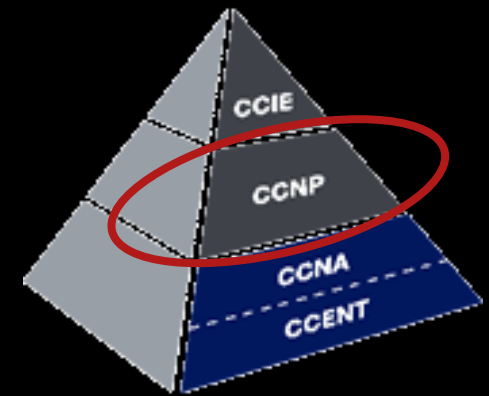
- CCNA
- CCDA

## Balanced Program

- **Soft Skills (25%)**
- **Technical Skills (75%)**

# Specialist Track Details

	Activity	Days
Week 1	<b>Orientation/Teamwork Activities</b>	5
Week 2	<b>BSCI (Routing)</b>	5
Week 3	Study session/Reinforcement Activities	5
Week 4	<b>Advanced Communication Skills</b>	2.5
	Reinforcement Activities	2.5
Week 5	<b>BCMSN (Switching &amp; Wireless)</b>	5
Week 6	Study session/Reinforcement Activities	5
Week 7	<b>ONT (formerly CIT)</b>	5
Week 8	<b>ICSW (formerly BCRAN)</b>	5
Week 9	Study session/Reinforcement Activities	4
	<b>CCNP Exam</b>	1
Week 10	<b>Project Management Training</b>	3
	Reinforcement Activity	2



## Balanced Program

- **30% Soft Skills**
- **70% Technical Skills**

## Technical Courses

- BSCI (Routing)
- BCMSN (Switching & Routing)
- ONT (Formerly CIT)
- ICSW (Formerly BCRAN)

## Soft Skills Classes

- Advanced Communications Skills
- Interpersonal Skills & PM

## Certifications

- CCNP (4 Certifications)

# Expert Track Details

	Activity	Days
Week 1	<b>Orientation/Teamwork Activities</b>	5
Week 2	<b>CCIE Bootcamp</b>	5
Week 3	<b>CCIE Bootcamp (Cont'd)</b>	5
Week 4	<b>Study Sessions</b>	4
	CCIE Written Exam	1
Week 5 - 10	Study Sessions & Practice Labs	30
Week 11	<b>Business Communication</b>	3
	<b>Technical Writing</b>	2
Week 12-17	Study Sessions & Practice Labs	30
Week 18	<b>Mock Lab Assessments</b>	5
Week 19	Final Review & Study Sessions	5
Week 20	<b>CCIE Lab Exam</b>	5



## Technical Courses

**CCIE Bootcamp**

**CCIE Hands-on lab trainings**

## Certifications

**CCIE (Written & Lab)**

**15,000 CCIE's (worldwide)**

## Soft Skills Courses

**Business Communication**

**Technical Writing**



# Delivering on our **social responsibility** commitments to the Kingdom NetVersity Sponsored Initiative: Reach-out & Inspire!





# NetVersity Sponsored Initiative: Blood Drive



## Human capital development through partnership with education institutions in Saudi Arabia

