



## Program Brief

### Nortel Technology Solutions Academy

*Shaping the future of business communications*

For many, unified instant messaging, mobile connectivity, virtual collaboration, and real-time video aren't simply familiar terms — they're an integral and growing part of everyday life. As technology evolves, the IT workforce will need to quickly adapt and learn new skills.

Today's business communications deliver voice, video and multimedia applications at broadband speed across access-independent, multi-vendor networks. These converged solutions result from the intersection of numerous technologies at the system and application level.

Not surprisingly, the demand for IT professionals is on the increase as technology takes on a progressively more important role in the way we work, play, learn and conduct business.

IT workforces must be skilled in the technologies that form the building blocks of the complex multi-vendor solutions powering today's networks and applications. By providing students with expert advanced training before they

#### Technology Solutions Academy program highlights

- Free, industry-proven Voice Over Internet Protocol (VoIP), Data Networking and Unified Communications courseware.
- State-of-the-art lab equipment, affordably priced, that provides an ideal complement to classroom training.
- Adaptable courseware that can be taught as a standalone course or integrated with existing curricula.
- An opportunity for students to earn a Nortel Professional Certification that demonstrates their proficiency in business communications solutions.



**"We are impressed with the depth, scope and balance of the theoretical and practical components of the Nortel Technology Solutions Academy course content as well as the supporting resource materials. They cover a thematic area that is important to our teaching and research. More importantly, the students who have already come through the program were excited to enhance their resumes with a Nortel Professional Certification credential."**

— Dr. Kim I. Mallalieu, Communication Systems Group Leader, Department of Electrical and Computer Engineering, The University of the West Indies

graduate, your organization can ensure that future graduates become highly sought-after resources in the burgeoning IT market.

Nortel has been shaping the future of communications for more than a century and is uniquely positioned to partner with academic institutions to help prepare IT students for their future through the Nortel Technology Solutions Academy.

### **The Nortel Technology Solutions Academy**

Through the Nortel Technology Solutions Academy, Nortel provides educational institutions with leading-edge learning solutions that educate and certify students in technologies that are shaping the future of business communications.

By adding Nortel technology solutions training to your curriculum, your school will not only become more appealing

to prospective students, you will also provide your current enrollment with a competitive advantage as they prepare to enter the workforce. The available curricula focuses on VoIP, Data Networking and Unified Communications. The program offers three key components — courseware, labs and certification — which, when combined, offer students a relevant and rich learning experience.

#### **Proven, best-in-class courseware**

The Nortel Technology Solutions Academy curricula aligns with the available Nortel Press self-study guides and is developed in conjunction with subject matter experts from both the research and development and commercial sectors.

By taking advantage of this program, you'll receive courseware that consists of theoretical and practical knowledge in downloadable files.

#### **Putting theory into practice**

As a participating school, you'll also have access to specially priced lab configurations. As a world leader in emerging technology, Nortel is at the forefront of development and deployment — which is reflected in the in-depth, high-quality lab material you'll receive.

#### **Validating proficiency through certification**

Nortel understands the advantage professional certification offers students during the job interviewing process. Nortel Professional Certifications are developed in accordance with industry standards and recognized within the IT community as an authoritative measure of skills competency. Nortel Technology Solutions Academy program members are provided the necessary tools to deliver Nortel Certification exams in the classroom as part of the curriculum.



**“We saw Voice over IP as a ‘must have’ topic, and adopted the material as the primary source for one of the modules in our Master of Science (MSc) Mobile and Distributed Computer Networks, which we have delivered for over 10 years. Student reaction has been universally approving. In particular students welcomed the relevance and content of the material and all stated that this module had a positive impact on their overall perception of the University.”**

— Colin Pattinson, Professor in Mobile and Converging Technologies, Innovation North, Faculty of Information and Technology, Leeds Metropolitan University

## **Nortel: A company with exceptional credentials**

For more than 110 years, Nortel has been at the forefront of innovative technology solutions that encompass end-to-end broadband, multimedia services and applications, wireless broadband — and Voice over IP.

Today, hundreds of millions of people, Fortune 500 companies and government institutions around the world trust their networks to Nortel's reliable and secure solutions. Nortel is a recognized leader in delivering communications capabilities that enhance the human experience, ignite and power global commerce, and secure and protect the world's most critical information.

## **Take your curriculum to the next level**

Nortel's rich history, proven track record and industry-leading solutions have enabled us to offer best-in-class courseware that will give your students the skills, knowledge and hands-on training they need to thrive in an IT world. We're pleased to provide this courseware free of charge, so working together, we can shape the future of business communications.

To learn more about becoming a member of the Nortel Technology Solutions Academy, visit [www.nortel.com/academy](http://www.nortel.com/academy).



**"The future of business communications is about systems and synergy; it is not about any one technology or vendor. The academic institutions that will thrive in the future will be those that look to teach converged communication solutions and not simply the individual technologies."**

— John Roesse, CTO, Nortel

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Nortel is a recognized leader in delivering communications capabilities that make the promise of Business Made Simple a reality for our customers. Our next-generation technologies, for both service provider and enterprise networks, support multimedia and business-critical applications. Nortel's technologies are designed to help eliminate today's barriers to efficiency, speed and performance by simplifying networks and connecting people to the information they need, when they need it. Nortel does business in more than 150 countries around the world. For more information, visit Nortel on the Web at [www.nortel.com](http://www.nortel.com). For the latest Nortel news, visit [www.nortel.com/news](http://www.nortel.com/news).

For more information, contact your Nortel representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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