



Program Brief

Become an IT ROCK STAR — get NORTEL CERTIFIED!

Today's IT professional must showcase a wide range of skills, with strong knowledge of both technologies and products. Oh, and not just one vendor's products will do! A highly-valued and marketable IT professional (the ROCK STAR!) has comprehensive knowledge of technologies and multiple vendor products, and— even better — knows how to make all those products work together.

Regardless of the network or products you currently support, you need to diversify your resume. Take center stage by enhancing it with Nortel technology credentials.

Why Nortel, you ask?

Nortel understands the network of today is not dedicated to one vendor or one product. **Technology is the key.**

Nortel's certifications are steeped in leading-edge technologies, covering the key solutions so prevalent in today's environment. Our vendor-neutral technology certifications cover a multitude of valuable technologies, while our product certifications validate technology skills along with product knowledge. A Nortel credential shows you have the knowledge and expertise for today's constantly changing complex networks in a hyperconnected world.

We've teamed up with industry leaders like IBM and Microsoft to deliver the smoking-hot Unified Communications

solution. A Nortel certification on this powerful desktop application grants you ROCK STAR status, plus better career options and higher salary potential.

There's a growing demand for individuals with multiple vendor credentials, those who understand the key technologies and how to use those technologies in a multi-vendor network. The top IT professionals know more than the technology, they understand the actual vendor solutions and how to make them work together.

How do you get started?

Preparing for a Nortel certification is flexible and cost-effective. We offer Nortel Press self-study guides for several of our newest exams — designed with you in mind and covering the hottest technologies — to help you prep for under \$125. In addition, training courses (many of which are self-paced or online) focus on the key skills and knowledge you need to successfully earn your Nortel credential.

Already have a technology certification from another vendor? You could earn your Nortel credential even faster! Nortel honors many third-party certifications as satisfying the requirements associated with Nortel technology exam prerequisites.

For example, if you hold an Avaya ACA (with IP Telephony focus), a Cisco

"According to the Nemertes' benchmark, 79% of IT executives interviewed were planning to deploy unified communications during the next two years and more than 17% already deploying at least some form of unified communications services in their organization."

Unified Communications: What, Why and How?, Nemertes Research 2007

CCVP, or a TIA CTP credential, you can use that certification as a credit toward the Technology Standards and Protocols for IP Telephony Solutions (920-803) prerequisite requirement for Nortel product certifications.

Benefits of being an IT Rock Star

Nortel credentials earn you a backstage pass to join an elite group of individuals who understand the value of a technology-based program. As part of this group, you get to network with other IT Rock Stars, be the first with access to new self-study guides and beta exams, and purchase Nortel-certified merchandise to show off your superstar status!

When you add Nortel Certifications to your resume, you can rock the world!

Nortel Press Self-Study Guides

VoIP Technologies

Designed for individuals who have a working knowledge of basic networking, the guide examines the major components of VoIP networks, the incorporation of VoIP into a data network, packaging and transmitting voice, maintaining voice quality, and addressing traffic issues.

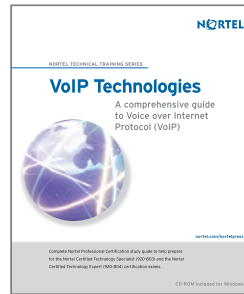
This guide also provides knowledge on VoIP standards and protocols, assessing and configuring networks for VoIP, and designing and supporting the complex VoIP solutions found in Wide and Local Area Networks (WANs and LANs).

Preps you for:

- **Nortel Certified Technology Specialist (NCTS)** — Technology Standards and Protocols for IP Telephony Solutions exam (920-803)
- **Nortel Certified Technology Expert (NCTE)** — Technology Standards and Protocols for Converged Networks exam (920-804)

*These certifications are foundational requirements for many Nortel product certifications.**

**Note — to earn the NCTE certification, a candidate must also earn the NCTS.*



List price: \$75

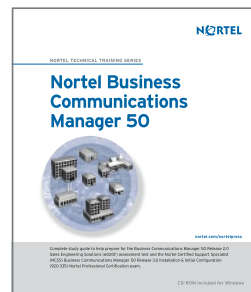
Nortel Business Communications Manager 50

Designed for individuals involved in the sale, installation, configuration and day-to-day operations of the Business Communications Manager 50 (BCM50), the guide will provide you with the requirements for properly implementing a new system.

This guide also provides installation technicians and technical support representatives with a resource to assist with the installation of the hardware. The initial configuration is covered, including messaging platforms on the Business Communications Manager 50.

Preps you for:

- **Nortel Certified Support Specialist (NCSS)** — BCM50 Release 3.0 Installation & Initial Configuration exam (920-335).



List price: \$125

Visit Nortel on the Web at www.nortel.com. For the latest Nortel news, visit www.nortel.com/news.

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NN123682-070108



BUSINESS MADE SIMPLE

Nortel Press Titles in Development

Unified Communications Solutions: A Practical Business and Technology Approach

Preps you for the NCTS – Nortel Unified Communications Solutions exam (920-807)

List price: \$75 Available Q3 2008

Nortel Ethernet Routing Switch

Preps you for the NCDS – Nortel Converged Campus ERS Solution exam (920-220) and the NCSS – Nortel Converged Campus ERS Installation and Configuration exam (920-221)

List price: \$125 Available Q4 2008

Data Networking Technology

Preps you for the NCTS – Nortel Data Networking Technology exam (920-805)

List price: \$75 Available Q4 2008

Real-Time Networking

Preps you for the NCTS – Real-Time Networking exam (920-180)

List price: \$100

Available Q4 2008 / Q1 2009

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