





The bridge to possible

# Netherlands NetAcad Day 2023

Instructor event

Rik Bleeker

- CSR Manager Europe North

Willem-Jan Derks

- CSR Manager Netherlands



# Agenda

- 1000 Opening & Ontwikkelingen
- 1010 Netacad Programma Updates
- 1040 Engineering Showcases
- 1100 Cisco Security Solutions
- 1130 NetAcad Impact Report
- 1140 Wrap up & Awards

# Opening & Ontwikkelingen





# NetAcad Programma Updates



# Programma Updates

- NetAcad.com & Skillsforall.com Portfolio
- Nieuwe Certificeringen
- Nieuw “Data” pathway
- Vertalingen
- IT Essentials v8
- Europe North Instructor Training
- Instructor Professional Development
- Talent Program
- NetAcad.nl & Communicatie

## Explore

Introduction to exciting opportunities in technology.

- ▲ Get Connected
- ▲ NDG Linux Unhatched
- ▲ Introduction to Cybersecurity
- ▲ Introduction to IoT and Digital Transformation
- ▲ Getting Started with Cisco Packet Tracer
- ▲ Exploring Networking with Cisco Packet Tracer
- ▲ Exploring IoT with Cisco Packet Tracer
- ▲ Introduction to Data Science

## Career

Preparation for entry level positions.

### Digital Essentials

- ★● IT Essentials
- ▲ NDG Linux Essentials
- ▲ Networking Essentials

- ▲ Cybersecurity Essentials
- ▲ PCAP: Programming Essentials in Python

### Networking

- ▲ Networking Basics
- ▲ Networking Devices and Initial Configuration
- ▲ Network Addressing and Basic Troubleshooting
- CCNA:
  - ★●■ Introduction to Networks
  - ★●■ Switching, Routing, & Wireless Essentials
  - ★●■ Enterprise Networking, Security & Automation
- CCNP Enterprise:
  - ★●■ Core Networking (ENCOR)
  - ★●■ Advanced Routing (ENARSI)

### Programmable Infrastructure

- ▲ Python Essentials 1
- ▲ Python Essentials 2
- ★●■ DevNet Associate
- Workshop: Experimenting with REST APIs
- Workshop: Model-Driven Programmability

### Cybersecurity

- ▲ Endpoint Security
- ▲ Network Defense
- ▲ Cyber Threat Management
- ▲ Cybersecurity Pathway
- ★●■ CyberOps Associate
- ★■ Network Security
- ▲ Cloud Security

## Practice

Develop skills with interactive tools & experiences

Cisco Packet Tracer

Gaming

Virtual Labs

Assessments

Physical Equipment

## Complementary Offerings

Additional offerings available from Partners.



- ▲ NDG Linux I
- ▲ NDG Linux II
- ▲ NDG NETLAB+
- ▲ NDG CyberOps Lab



- ▲ JavaScript Essentials 1 (JSE)
- ▲ CLA: Programming Essentials in C
- ▲ CLP: Advanced Programming in C
- ▲ CPA: Programming Essentials in C++
- ▲ CPP: Advanced Programming in C++

○ Aligns to Certification/Certificate

□ Instructor Training Required

△ Self-paced

★ ASC Alignment Required

Includes courses on [NetAcad.com](https://www.netacad.com) and [SkillsForAll.com](https://www.skillsforall.com)



# Nieuwe Certificeringen

- **Cisco Certified Support Technician (CCST) Networking**
  - Ensures successful candidates have the foundational knowledge and skills necessary to demonstrate how networks operate, including the devices, media, and protocols that enable network communication.
- **Cisco Certified Support Technician (CCST) Cybersecurity**
  - Validates entry-level Cybersecurity knowledge and skills to support and assist with tasks including security principles, network security and endpoint security concepts, vulnerability assessment and risk management, and incident handling.

# Cybersecurity Analyst

## Description:

Security operations personnel that supports and participates in cybersecurity-related activities, including vulnerability assessment, incident handling, and security reporting and documentation.

Not yet ready to take lead roles but have a broad range of knowledge and skills to participate in and assist with tasks performed by seasoned cybersecurity professionals.



## Aliases:

- Junior Cybersecurity Technician
- Cybersecurity Support
- Cybersecurity Specialist
- IT Technician with Security Focus
- Tier 1 Help Desk Support

## Skills:

- ✓ Understand core security concepts
- ✓ Assist with network security and data analysis
- ✓ Assist with systems and software security, including malware, cloud & endpoint security, and identity management
- ✓ Assist in applying risk management principles and processes
- ✓ Assist in incident response and disaster recovery

## Experience level:

0-1 years

## Desired Certification:

Cisco Certified Support Technician (CCST) Cybersecurity



# Easy starting points for instructors

Coming in Q3 in  
Full instructor-led mode

Networking  
Basics

Networking  
Devices and Initial  
Configuration

or

Networking Essentials

or

CCNA 1: ITN

**Prerequisites:**  
Fundamental understanding of  
Networking concepts

Endpoint  
Security

Network  
Defense

Cyber Threat  
Management

or

Cybersecurity Essentials  
Version 3.0 (Instructor-Led)



**Cisco Certified Support Technician: Cybersecurity**  
Certification-ready curriculum



**NEW**

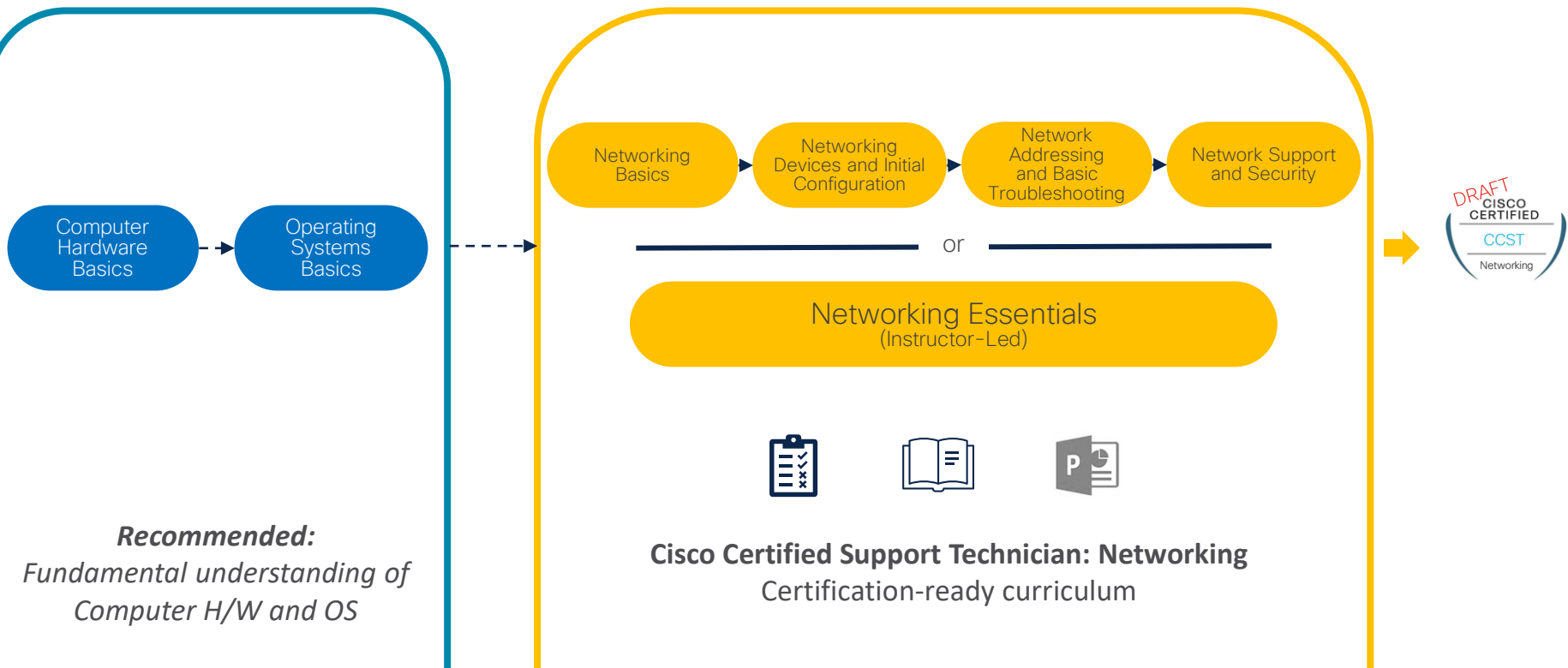


# Network Support Technician Competency Skills

Standards and Concepts	<ul style="list-style-type: none"><li>• 1.1. Identify the fundamental building blocks of networks.</li><li>• 1.2. Differentiate between bandwidth and throughput.</li><li>• 1.3. Differentiate between LAN, WAN, MAN, CAN, PAN, and WLAN.</li><li>• 1.4. Compare and contrast cloud and on-premises applications and services.</li><li>• 1.5. Describe common network applications and protocols.</li></ul>
Addressing and Subnet Formats	<ul style="list-style-type: none"><li>• 2.1. Compare and contrast private addresses and public addresses.</li><li>• 2.2. Identify IPv4 addresses and subnet formats.</li><li>• 2.3. Identify IPv6 addresses and prefix formats.</li></ul>
Endpoints and Media Types	<ul style="list-style-type: none"><li>• 3.1. Identify cables and connectors commonly used in local area networks.</li><li>• 3.2. Differentiate between Wi-Fi, cellular, and wired network technologies.</li><li>• 3.3. Identify types of endpoint devices.</li><li>• 3.4. Demonstrate how to set up and check network connectivity on Windows, Linux, Mac, Android, and Apple mobile OS.</li></ul>
Infrastructure	<ul style="list-style-type: none"><li>• 4.1. Identify the status lights on a Cisco device when given instruction by an engineer.</li><li>• 4.2. Use a network diagram provided by an engineer to attach the appropriate cables</li><li>• 4.3. Identify the various ports on network devices.</li><li>• 4.4. Explain basic routing concepts.</li><li>• 4.5. Explain basic switching concepts.</li></ul>
Diagnosing Problems	<ul style="list-style-type: none"><li>• 5.1. Demonstrate effective troubleshooting methodologies and help desk best practices, including ticketing, documentation, and information gathering.</li><li>• 5.2. Perform a packet capture with Wireshark and save it to a file.</li><li>• 5.3. Run basic diagnostic commands and interpret the results.</li><li>• 5.4. Differentiate between different ways to access and collect data about network devices</li><li>• 5.5. Describe how to use network monitoring tools.</li></ul>
Security	<ul style="list-style-type: none"><li>• 6.1. Describe how firewalls operate to filter traffic.</li><li>• 6.2. Describe foundational security concepts.</li><li>• 6.3. Configure basic wireless security on a home router (WPAx)</li></ul>

# Easy starting points for learners and instructors

- Will be available in self-paced and instructor guided first
- Coming late Q3 in Full instructor-led mode



**Recommended:**  
Fundamental understanding of  
Computer H/W and OS

**Cisco Certified Support Technician: Networking**  
Certification-ready curriculum

# Data Analyst, Scientist & Engineer Pathway Details

## Introduction to Data Science

**Course Overview**

This course provides an overview of the data science process, from data collection to data analysis and data visualization. It covers the fundamentals of data science, including data collection, data cleaning, data analysis, and data visualization. This course is designed for students who are new to data science and want to learn the basics of the field.

**Benefits**

- Gain a solid understanding of the data science process and its applications.
- Learn the fundamentals of data science, including data collection, data cleaning, data analysis, and data visualization.
- Develop the skills and knowledge needed to succeed in a data science career.

**Explore Opportunities in Technology**

- Discover the various career paths available in the data science field.
- Learn about the skills and knowledge needed to succeed in a data science career.
- Explore the various roles and responsibilities of data scientists, data analysts, and data engineers.

**Requirements & Resources**

- High School Diploma or GED
- Basic Computer Skills
- Access to a Computer and Internet

**Course Completion: 10 Hours**

**Cisco Networking Academy**

## Data Analytics Essentials

**Course Overview**

This course provides a comprehensive overview of data analytics, including the fundamentals of data collection, data cleaning, data analysis, and data visualization. It covers the various tools and techniques used in data analytics, including Excel, Tableau, and Python. This course is designed for students who want to learn the fundamentals of data analytics and how to apply it in a real-world context.

**Benefits**

- Gain a solid understanding of the data analytics process and its applications.
- Learn the fundamentals of data analytics, including data collection, data cleaning, data analysis, and data visualization.
- Develop the skills and knowledge needed to succeed in a data analytics career.

**Prepares for Careers**

- Data Analyst
- Data Engineer
- Data Scientist

**Requirements & Resources**

- High School Diploma or GED
- Basic Computer Skills
- Access to a Computer and Internet

**Course Completion: 10 Hours**

**Cisco Networking Academy**

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**Prepares for Careers**

- Data Analyst
- Data Engineer
- Data Scientist

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- High School Diploma or GED
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**Course Completion: 10 Hours**

**Cisco Networking Academy**

**Requirements & Resources**

- High School Diploma or GED
- Basic Computer Skills
- Access to a Computer and Internet

**Course Completion: 10 Hours**

**Cisco Networking Academy**

## Data Engineering Essentials

**Course Overview**

This course provides a comprehensive overview of data engineering, including the fundamentals of data collection, data cleaning, data analysis, and data visualization. It covers the various tools and techniques used in data engineering, including Excel, Tableau, and Python. This course is designed for students who want to learn the fundamentals of data engineering and how to apply it in a real-world context.

**Benefits**

- Gain a solid understanding of the data engineering process and its applications.
- Learn the fundamentals of data engineering, including data collection, data cleaning, data analysis, and data visualization.
- Develop the skills and knowledge needed to succeed in a data engineering career.

**Prepares for Careers**

- Data Analyst
- Data Engineer
- Data Scientist

**Requirements & Resources**

- High School Diploma or GED
- Basic Computer Skills
- Access to a Computer and Internet

**Course Completion: 10 Hours**

**Cisco Networking Academy**

**Requirements & Resources**

- High School Diploma or GED
- Basic Computer Skills
- Access to a Computer and Internet

**Course Completion: 10 Hours**

**Cisco Networking Academy**

### Learning Goals:

- Immersive, Gamified Experience
- Excitement About the Domain
- 360 View
- Data Analytics, Science, Engineering, AI/ML, etc.
- Understanding Job Roles and Career Pathways

### Learning Goals:

- Develop Employable Skills for "Data Analysts"
- Using Tools like Excel and SQL and Tableau to Analyze Data
- Develop Skills in Storytelling with Data

### Learning Goals:

- Develop Employable Skills for "Data Scientists"
- Using Python and Data-related Modules to Collect and Analyze Data
- Exploratory Data Analytics
- Understanding Statistical Modeling
- Using Python for AI/ML applications

### Learning Goals:

- Develop Employable Skills for "Data Engineers"
- Using ETL and Data Pipeline Tools
- Experience using tools like Spark, Kafka, Hadoop, etc.
- Understanding various Cloud-based Data Solutions (AWS, GCP, Azure)

# Introduction to Data Science

## Course Overview

This introductory course takes learners inside the world of data science. They will learn the basics in the fields of data science, data analytics and data engineering to better understand how machine learning is shaping the future of business, healthcare, education and more.

## Benefits

Data science professionals who can provide actionable insights for data-driven decisions are in high demand.

## Explore Opportunities in Technology

- ✓ Develop your awareness of opportunities that data analytics enable.
- ✓ Explore career opportunities in the Data Science, Analytics, Engineering and Artificial Intelligence and Machine Learning landscapes.

## Course Details

**Target Audience:** High-school, Secondary and 2-Year college students, General audience

**Estimated Time to Completion:** 6 hours

**Prerequisites:** None

**Course Delivery:** Instructor-guided or Self-paced

### Learning Component Highlights:

- ✓ 4 modules
- ✓ 5 practice lab activities
- ✓ 1 interactive pivot table widget
- ✓ 14 videos
- ✓ Knowledge checks and module quizzes
- ✓ Final exam

**Course Recognitions:** Digital Badge

**Recommended Insertion Points:** A great start for learners exploring the area of data science, analytics and engineering, as well as AI/ML.



## Requirements & Resources

- ASC Alignment Required: No
- Instructor Training Required: No
- Physical Equipment Required: No

# Data Analytics Essentials

## Course Overview

Students in this course will learn how to use the fundamental tools of a data analyst, how to transform, organize and visualize data with spreadsheet tools such as Excel. They will also learn how to query data from a relational database using SQL and how to improve their data presentations using powerful business intelligence tools like Tableau. By the end of the course, they will have an analytics portfolio complete with an analysis of popular datasets, showcasing their skills in Excel, SQL and Tableau.

## Benefits

Organizations all over the world recognize the value of analytics. This course will teach students the tools of the trade.

## Prepares for Careers

- ✓ SQL and Excel are used in every organization.
- ✓ Dashboarding, data visualizations and storytelling with data are highly sought after.

## Course Details

**Target Audience:** High school, secondary and 2 – year college vocational students, college and university students studying IT or non-IT fields, career changers

**Estimated Time to Completion:** 30 hours

**Prerequisites:** None

**Course Delivery:** Instructor-guided or Self-paced

### Learning Component Highlights:

- ✓ 9 modules and 26 practice labs
- ✓ 42 videos
- ✓ 90 practice opportunities
- ✓ 9 module exams
- ✓ 1 final exam

**Course Recognitions:** Digital Badge



## Requirements & Resources

- ASC Alignment Required: No
- Instructor Training Required: No
- Physical Equipment Required: No

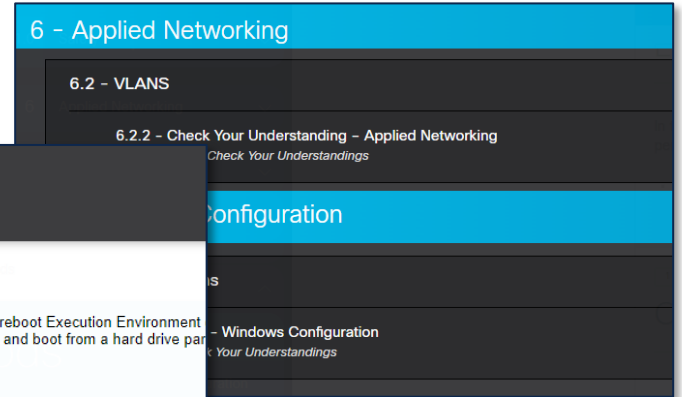
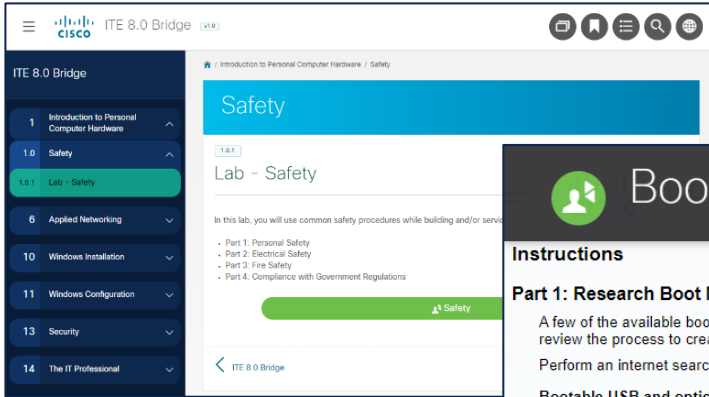


# Vertalingen

- NetAcad.com (Intro Iot, Intro Cyber, IT Essentials V7)
- Maart 2023 – Intro Cybersecurity Skills for All
- April 2023 – Intro Internet of Things and Digital Transformation
- TBA IT Essentials V8

# IT Essential V8

- Vertaling Nederlands
- CompTIA A+



## Boot Methods

**Instructions**

**Part 1: Research Boot Methods**

A few of the available boot methods are USB optical media, USB flash media, and Preboot Execution Environment review the process to create a bootable USB and optical media, use a network boot, and boot from a hard drive partition.

Perform an internet search to answer the following questions.

**Bootable USB and optical Media**

What is the process to create a bootable USB or optical media?

Answer Area

Type your answer here.

Show Answer

**PXE and Internet-Based Boot**

# IT Essentials Updates



IT Essentials 8 Bridge course (standalone) & Scope & Sequence

- No translation for Bridge Material



- [Available](#)  
ITE 8 Scope and Sequence draft (full course)



- [Available](#)  
IT Essentials 8 Bridge Alumni Course



- [Available](#)  
IT Essentials 7.02 + IT Essentials 8 Bridge



- [Available](#)  
IT Essentials 8 Full Course

- [End of calendar year](#)



# IT Essentials New Content

6.0.1	DNS Records	<ul style="list-style-type: none"> <li>- A</li> <li>- AAAA</li> <li>- Mail exchanger (MX)</li> <li>- Text (TXT)</li> </ul>
6.0.2	Spam Management	<ul style="list-style-type: none"> <li>- DomainKeys Identified Mail (DKIM)</li> <li>- Sender Policy Framework (SPF)</li> <li>- Domain-based Message Authentication, Reporting, and Conformance (DMARC)</li> </ul>
6.1.1	DHCP Operation	<ul style="list-style-type: none"> <li>- Leases</li> <li>- Reservations</li> <li>- Scope</li> </ul>
6.2.1	Virtual Lan (VLAN)	Virtual Lan (VLAN)
11.1.1	Graphics Considerations	Dedicated graphics card vs. integrated Video random-access memory (VRAM) requirements
11.1.2	External Hardware Tokens	External hardware tokens
11.1.3	ISO Mountable	ISO mountable
11.1.4	Other Considerations	<ul style="list-style-type: none"> <li>• Other considerations for new applications               <ul style="list-style-type: none"> <li>- Impact to operation</li> <li>- Impact to business</li> </ul> </li> </ul>
14.0.1	Asset Databases	<ul style="list-style-type: none"> <li>- Database system</li> <li>- Asset tags and IDs</li> </ul>
14.0.2	Asset Procurement	<ul style="list-style-type: none"> <li>- Procurement life cycle</li> <li>- Warranty and licensing</li> <li>- Assigned users</li> </ul>
14.1.1	Reports and Procedures	<ul style="list-style-type: none"> <li>• Types of documents               <ul style="list-style-type: none"> <li>- Splash screens</li> <li>- Incident reports</li> <li>- Standard operating procedures</li> <li>- Procedures for custom installation of software package</li> </ul> </li> </ul>
14.1.2	User Checklists	<ul style="list-style-type: none"> <li>• Types of documents               <ul style="list-style-type: none"> <li>- New-user setup checklist</li> <li>- End-user termination checklist</li> </ul> </li> </ul>
14.1.3	Knowledge Base and Articles	<ul style="list-style-type: none"> <li>• Knowledge base/articles</li> </ul>

# Europe North Instructor Training



## Instructor Training Europe North March 2023



Pathway	Course	Hours	Start	End	Day	Time	Prerequisites
Networking	CCNA 1 Introduction to Networks (English)	70	16-03-23	01-06-23	Thu	1900-2030 (CET)	N/A
	CCNA 1 Introduction to Networks (Dutch)	70	13-03-23	29-05-23	Mon	1800-1930 (CET)	N/A
	CCNA 1 Introduction to Networks (French)	70	15-03-23	31-05-23	Wed	1900-2030 (CET)	CCNA1
	CCNA 2 Switching, Routing, and Wireless Essentials (English)	70	14-03-23	30-05-23	Tue	1830-2000 (CET)	CCNA1
	CCNA 2 Switching, Routing, and Wireless Essentials (Dutch)	70	13-03-23	29-05-23	Mon	1830-2000 (CET)	CCNA1
	CCNA 2 Switching, Routing, and Wireless Essentials (French)	70	16-03-23	01-06-23	Thu	1900-2030 (CET)	CCNA1
	CCNA 3 Enterprise Network, Security & Automation	70	15-03-23	31-05-23	Wed	1800-1930 (CET)	CCNA 2
	CCNP Enterprise: Encor	70	16-03-23	01-06-23	Thur	1930-2100 (CET)	CCNA 1-3
Programmability	DevNet Associate	70	16-03-23	01-06-23	Thur	1900-2030 (CET)	Basic Network and Programming Skills
Security	CyberOps Associate	70	13-03-23	29-05-23	Mon	1900-2030 (CET)	Cybersec Essentials
	Network Security	70	15-03-23	31-05-23	Wed	1930-2100 (CET)	CCNA 1 & CCNA 2
Programming	PCAP: Programming Essentials in Python	60	16-03-23	11-05-23	Thu	1630-1800 (CET)	N/A
NetAcad	Introduction NetAcad and Skills for All	2	23-03-23	N/A	Thu	1600-1730 (CET)	N/A
	Introduction Packet Tracer	2	27-03-23	N/A	Mon	1600-1730 (CET)	N/A

End Dates are an indication and allow for some break weeks. The instructor trainer will communicate a studyplan. Start dates could change due to schedule changes.

# Instructor Professional Development

## Instructor Professional Development

Welcome to your one-stop-shop for IPD options  
Stay informed every step of the way for ongoing success



Instructor Professional Development (IPD) Week is a virtual conference with many webinars for you to learn more and teach your students better.

[IPD Week Page](#)



Today education online is possible. Cisco and Cisco Networking Academy helps you to enable remote teaching at your school.

[Resources for Virtual Learning](#)



New Instructors Welcome!

Self-paced Academy Orientation Course for new



Meet the Technical Managers

Find contact details for the Technical Manager in your



Join us on Facebook!

See what NetAcad instructors are saying. Join our

# HBO & MBO Talent Program



netacad.nl/talent-program-overview/

Networking  
CISCO Academy

Fast Lane  
SLEDIENSTEN.NL

Nieuws HBO & MBO Talent Program Over Ons

## HBO en MBO Talent Program



In dit programma krijg je de kans om je afstudeerstage te lopen en een uitdagende baan te krijgen bij belangrijke partners van Cisco. Wij werken samen met de volgende toonaangevende en innovatieve IT-bedrijven in Nederland.

- Avit
- Axians
- Conscia
- NTT
- Simac
- Telindus

### Meld je aan voor het Talent Program

Landelijke

#### Word talent bij Avit (HBO/MBO)

Emmeoord, Vianen, 1 Hardo (Hybride werken mogelijk)

#### Word talent bij Axians (HBO/MBO)

Capelle a/d IJssel, Breda, Eindhoven, Nieuwegein, Groningen (Hybride werken mogelijk)

#### Word talent bij Conscia (HBO/MBO)

Gloota (Hybride werken mogelijk)

avit

axians

conscia

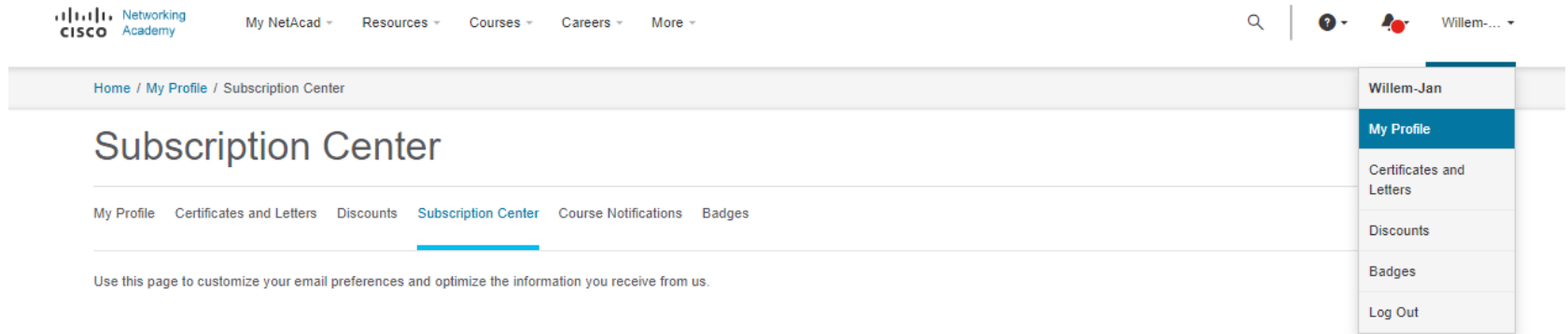
NTT

simac

telindus  
a Proximus company

# Communicatie

- Netacad.nl voor alle NL specifieke ontwikkelingen
- Netacad.nl Nieuwsbrief (<https://www.netacad.nl/about/>)
- Netacad.com E-mail adres
- Netacad.com preferences



Home / My Profile / Subscription Center

## Subscription Center

My Profile Certificates and Letters Discounts **Subscription Center** Course Notifications Badges

Use this page to customize your email preferences and optimize the information you receive from us.



# Marketing

<https://www.cisconetacadyearbook.com/>



1997-2002 2003-2007 2008-2012 2013-2017 2018-2022   

Submit your NetAcad story [Click here! >](#)



  
25  
Years  
Networking  
Academy

Yearbook 1997 - 2022

Educating the learners  
who connect the world

#CiscoNetAcad #SuccessStories

# Marketing


Home / Global Marketing Toolkit

## Global Marketing Toolkit

Welcome. Please peruse these marketing tools so that you can generate greater awareness around the fact that Cisco Networking Academy is taught at your academy! Brand a classroom, hallway or break room. Promote additional courses and pathways for students. And bring in new instructors by sharing with them all that NetAcad has to offer. Note: Multi-language options are shown alongside each deliverable. Others—not aligned with a particular tool—are shown last. All art files are print-ready and downloadable directly from this Toolkit. Please enjoy—and so feel free to contact Field Marketing Team with questions.

### NetAcad 25th Anniversary


Educating the learners who carried the world.



[See all](#)

### Cybersecurity Month 2022


Help make students see themselves in cyber- and interested in your courses. Begin by using these new marketing tools and social media campaign content.



[Start now](#)

### Additional Campaigns


Don't miss marketing campaigns and the strategies and marketing tools used.



[View now](#)

### Skills for All Assets


Use these assets to promote Skills for All to your academies.



[Get Started](#)

### Banners and Backdrops


Perfect for a splash of color and extra brand recognition.



[See All](#)

### Brochures

Create more demand for your courses!



[See All](#)

### Email Templates & Signatures

Ready-made for your ease of use.

### Flyers

The right tools to inspire students.

### Logos


Use for all your academy marketing needs.

Home / NetAcad 25th Anniversary Assets

## NetAcad 25th Anniversary Assets

### JPG banner


JPG file, 99 KB



[Download - 25th Banner](#)

### Powerpoint Template


PPTX file, 7.8 MB



[Download - 25th Powerpoint](#)

### Logo Animation


MOV file, 89 MB



[Download - 25th Animation](#)

### Partner IDs


ZIP file, 92 KB (6 variations)



[Download - 25th Partner IDs](#)

### Webex Backgrounds


ZIP file, 15 MB (6 variations)



[Download - 25th Webex backgrounds](#)

### Word Template


DOCK file, 137 KB



[Download - 25th Word](#)

### Email signature

PHG file, 54 KB




[Download - 25th Email signature](#)

## Videos and Animations

### Impact videos


MP4 files, ~40 MB each



[Download - 25th Global](#)  
[Download - 25th APJC](#)  
[Download - 25th EMEA](#)  
[Download - 25th LATAM](#)

### Animated GIF


GIF file, 6.9 MB



[Download - 25th Animation](#)

### Logo Animation


MOV file, 89 MB



[Download - 25th Logo animation](#)

### Digital Signage

MP4 file, 4.3 MB



[Download - 25th Signage](#)



# Engineering Showcases

Jason Davis – Distinguished Engineer Cisco  
Jara Osterfeld – Technical Solutions Specialist Cisco



# Cisco Security Solutions

Maarten Lutterman  
Technical Solution Architect - Cisco

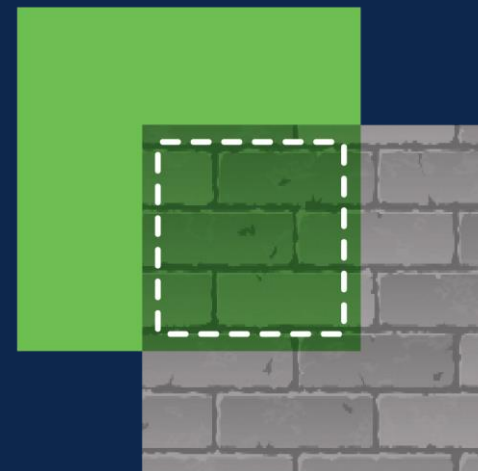


# Cisco Security

Netacad

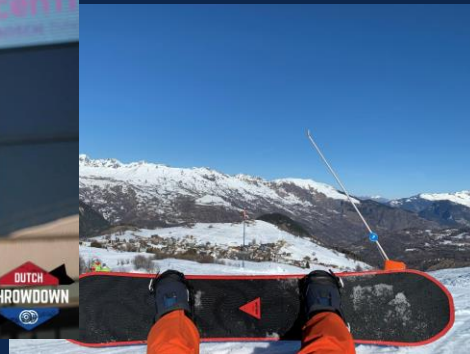
Maarten Lutterman – Technical Solution Architect Security

Feb 2023



# Who am I

- TSA for Cisco Security Portfolio
- 14 years in IT Security





# Previous Jobs & education

**ZU  
YD**

**Zuyd Hogeschool -  
Heerlen**

Network Infrastructure Design  
2004-2008

ecommerce park

**E-Commerce Park  
Curacao**



Ministerie van Binnenlandse Zaken en  
Koninkrijksrelaties

**BIZA**

Security Expert



an atos company

**Motiv ICT Security**

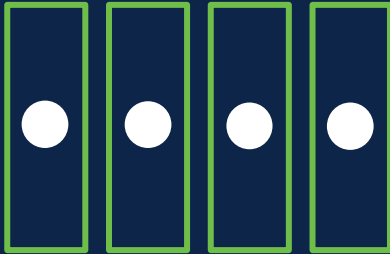
Security Architect



**SECURE** Network Engineer



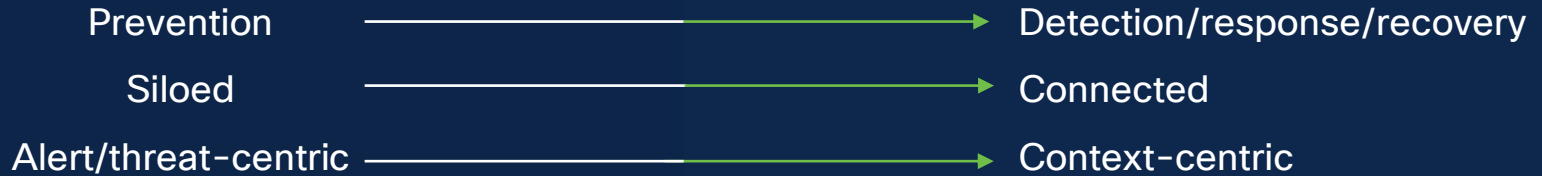
Resilience requires a shift to **a new security strategy**



Point Solutions



Security Resilience



# The 5 Dimensions of Security Resilience

- 1 See More: Activate Billions of Signals**  
telemetry across ecosystem, active monitoring and filtering
- 2 Anticipate What's Next: Embrace Shared Intelligence**  
actionable intelligence and expertise
- 3 Take Right Action: Prioritize What is Most Important**  
risk-based contextual analysis, continuous trust assessment
- 4 Close Gaps: Pervasive Defense Across Ecosystem**  
open platform across users/devices/networks/applications
- 5 Get Stronger Every day: Optimize Efficacy**  
orchestrate, automate, spring back faster

**Security Operations**

**SECURE X (XDR)**

**Managed Detection and Response Services**

**Security, Orchestration, Automation and Response**

**Incident Response and Remediation Services**

**Threat Visibility & Hunting**

**Device Insights**

**Kenna Vuln Mgmt**

**Secure Cloud Insights**

**3rd Party Integrations**

**User/Device Security**

**ZERO TRUST WORKFORCE**

Adaptive MFA | Passwordless | Trust

Duo Secure Access Secure E-mail

**SASE/REMOTE WORKER**

Unified Client | EDR | Cloud Managed



**Cisco Secure Client**

- VPN
- Posture
- Telemetry
- Threat
- Query



ThousandEyes (Visibility)

**Network Security**

**Cloud Edge**

**SECURE ACCESS SERVICE EDGE (SASE)**

Threat Protection | Secure Access Control | Managed Remote Access

**Umbrella/Duo**

ZTNA DNS-layer security Secure web gateway L7 firewall + IPS Cloud access security broker/shadow IT

RAaaS SSL decryption Remote browser isolation Data loss prevention Cloud malware detection

**PRIVATE CLOUD EDGE (MSP or CUSTOMER)**

Reliable | Scalable | Flexible

**SDWAN**

Cisco Meraki SDWAN SDWAN by Viptela Secure Firewall ThousandEyes

**On-Premises**

**SASE/SDWAN**

Scalable | Flexible | Visibility | Comprehensive Security

Network Edge

Cisco Meraki SDWAN SDWAN by Viptela Secure Firewall ThousandEyes

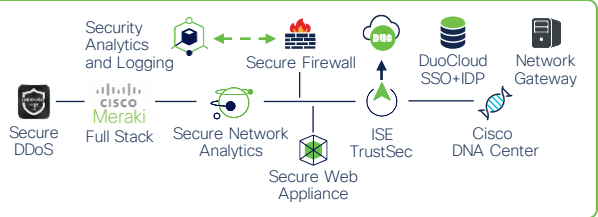
**IoT/OT SECURITY**

Secure Critical Infrastructure | Unified IT and OT

Industrial Router Industrial Firewall Industrial Switch/AP Cyber Vision ISE TrustSec

**ZERO TRUST WORKPLACE**

Segmentation | Identity and Context | Profiling | Containment | Encrypted Visibility



**Application Security**

**ZERO TRUST WORKLOAD**

Policy | API Security  
Application Segmentation  
Run-time Application Security

**Application Security Stack**

SCN APIC

Cloud Native Security APIC

Secure Workload Secure Application by AppDynamics



App Visibility | Detection | Response

Hybrid Private Public Cloud\*

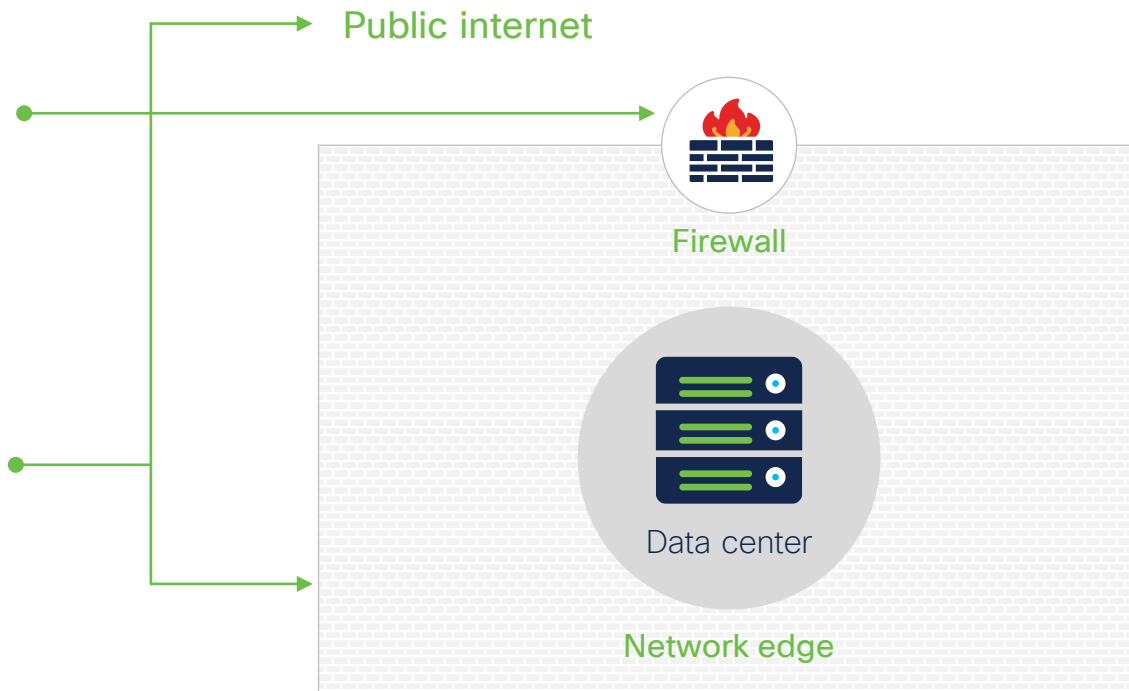
Secure Cloud Analytics Secure Firewall

ThousandEyes

# Traditional Network Security

One control point for all traffic

Internal traffic was considered trustworthy, and external traffic was untrustworthy



# The New Reality

A one-size fits all approach has proved ineffective in today's landscape

## Single control point is not adequate

Every environment needs its own micro-perimeter

## Evolving form factor

Single control point replaced by multiple firewalls, both physical and virtual

## Policy sprawl

Harmonizing policies across micro-perimeters is challenging



## Management complexity

NetSec and IT use dozens of point products, each with its own management console

## Evolving threat landscape

Security products need a continuous feed of threat intelligence to stay ahead of attackers

# Firewall Validated Use Cases

Where can Cisco help?



Internet Edge



Data Center



Branch



Cloud/Virtual



Secure IPS



Remote  
Access VPN

# Cisco's Comprehensive Security Portfolio



## World-class security controls



Secure Firewall Threat Defense



Secure Firewall ASA

TalOS Talos



## Consistent policies and visibility



Secure Firewall Management Center



Secure Firewall Device Manager



Cisco Defense Orchestrator



SecureX threat response



Secure Network Analytics



## Integrated security portfolio



Secure Workload



Secure Access by Duo



Secure Endpoint



TrustSec



Cisco Identity Services Engine



Rapid Threat Containment



Application Centric Infrastructure

# Secure Firewall Appliances

Supporting your choice of FTD or ASA software

650 Mbps AVC  
650 Mbps AVC+IPS

1.5-2.2 Gbps AVC  
1.5-2.2 Gbps AVC+IPS

2.3-20 Gbps AVC+IPS

17-45 Gbps AVC+IPS  
8- 22.4 Gbps IPSec VPN

Stand-alone device:  
12-53 Gbps AVC  
10-47 Gbps AVC+IPS 6  
Six node cluster:  
Up to 254 Gbps AVC  
Up to 226 Gbps AVC+IPS

One Module:  
30-70 Gbps AVC  
24-64 Gbps AVC+IPS  
Six node (2 chassis) cluster:  
Up to 336 Gbps AVC  
Up to 307 Gbps AVC+IPS



FPR 1010

SMB



FPR 1120/40/50

Branch  
Office



FPR 2110/20/30/40

Mid  
Enterprise



3110/20/30/40

Data  
Center



FPR 4115/25/45



FPR 9300 Series  
SM-40  
SM-48  
SM-56

Service  
Provider



# What's new? – Firewall Virtual Platforms

## Private Cloud

- FMCv and FTDv
  - ESXi 7.0 support
  - Support for: Cisco Hyperflex, Nutanix Enterprise Cloud, OpenStack
- ASAc Docker containers



## Public Cloud

- Azure Application Insights for FTD metrics
- FMCv/FTDv ASA on Google Cloud Platform & Oracle Cloud Infrastructure



# Cisco Firepower 1010

Support / Product Support / Security /

## Cisco Firepower 1000 Series

Overview	Product Overview
Product Type	Firewalls
Status	Available <a href="#">Order</a>
Series Release Date	01-MAY-2019



- NetAcad Equipment list for Network Security

# NetAcad Impact Report

Solve Consulting





Networking  
Academy

# 25 Jaar Networking Academy

Impact over de jaren heen

09.02.2023

Maaïke Zuyderwijk, Sjors van de Brug, Sophie de Heus, Maarten van Oversteeg, Bram Rovers



- Interstedelijke studenten consultancy
- Focus op social impact & sustainability
- Wetenschappelijke handvaten voor maatschappelijke vraagstukken
- Opdrachten variëren van brainstormen tot analyses



- 25 jaar lang een succesvol platform vol met netwerkkennis
- Samenwerking met IT-partners, scholen, docenten en studenten
- Wat voor impact heeft 25 jaar NetAcad gehad?



# Global Impact Report



## Current Annual Students from selected countries



## Public-Private Partnerships

- 800 Academy Support Centers and Instructor Training Centers

### Global partnerships

- International Telecommunication Union (ITU)
- United Nations Educational, Scientific and Cultural Organization (UNESCO)
- World Tourism Organization (UNWTO)
- Global Partnership for Education (GPE)
- Anglo American
- United States Agency for International Development (USAID)
- Bureau of Educational and Cultural Affairs (ECA)
- SOS Children's Villages
- African Childs Project
- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

### Government partnership examples

- White House Cyber Education and Workforce Commitment and CyberPatriot competition
- Ministries of Education in Argentina, Chile, China, Colombia, Costa, Ecuador, Egypt, Germany, Italy, Israel, Mexico, Morocco, Nigeria, Peru, Rica, Spain, Turkey and UAE
- Additional partnerships with Ministries around the world: Communication and Information Technology (ICT), Defense, Digital Innovation and Interior Affairs, Economy, Justice, Industry, Labor Skill Development and Entrepreneurship, Skill Development and Entrepreneurship and Social Affairs



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## Students



## Instructors



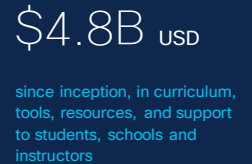
Cisco Networking Academy celebrates 25 years of educating the learners who connect the world. We are sustained by our deep, purpose-driven commitment to empower all people with career possibilities through inclusive workforce development.

Laura Quintana  
Vice President and General Manager, Cisco Networking Academy

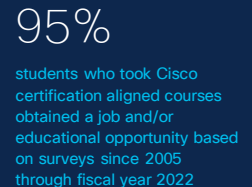
## Cisco Academies



## In-kind Contributions



## Jobs



# Netherlands Impact Report



## Students

15,859

current annual students

151,267

total students since inception

7%

are female since inception  
based on those who identified gender

## Key Partnership

- ROC Mondriaan, Axiens.- Bonaire Classroom of the future
- UWV (National Employee Insurance Agency), Fast Lane And Startel- Junior Network Engineer reskilling project
- Brainstud- All you can learn education platform collaboration
- Rotterdam & Randstad – Reskilling and upskilling project

## Instructors

366

active instructors

6%

are female

## Key Programs

- SLBdiensten and Fast Lane

## Cisco Academies

89

partner organizations offering Cisco courses

## In-kind Contributions



\$64.5M USD

since inception, in curriculum, tools, resources, and support to students, schools and instructors

## Jobs

93%

students who took Cisco certification aligned courses obtained a job and/or educational opportunity based on surveys since 2005 through fiscal year 2022

Cisco Networking Academy celebrates 25 years of educating the learners who connect the world. We are sustained by our deep, purpose-driven commitment to empower all people with career possibilities through inclusive workforce development.





# Studenten



# Docenten & Scholen



## Community

- Veel onderling contact tussen docenten
- Kennis scheidt een band
- Collectieve passie

## Praktisch

- Verandert mee met de tijd
- Curriculum bouwt op elkaar voort

## Ontwikkeling

- Blik op de toekomst
- Overleg tussen docent en student over carrière





# IT Partners



- Vele succesverhalen tussen student en partner
- Van beide kanten tevredenheid



- Talent bridge zorgt voor verbinding
- Uitstraling op events

Talent Bridge Matching Engine  
Bridging the divide between talent and employment





Networking  
Academy

Educating the learners  
who connect the world.

# Wrap up & Awards

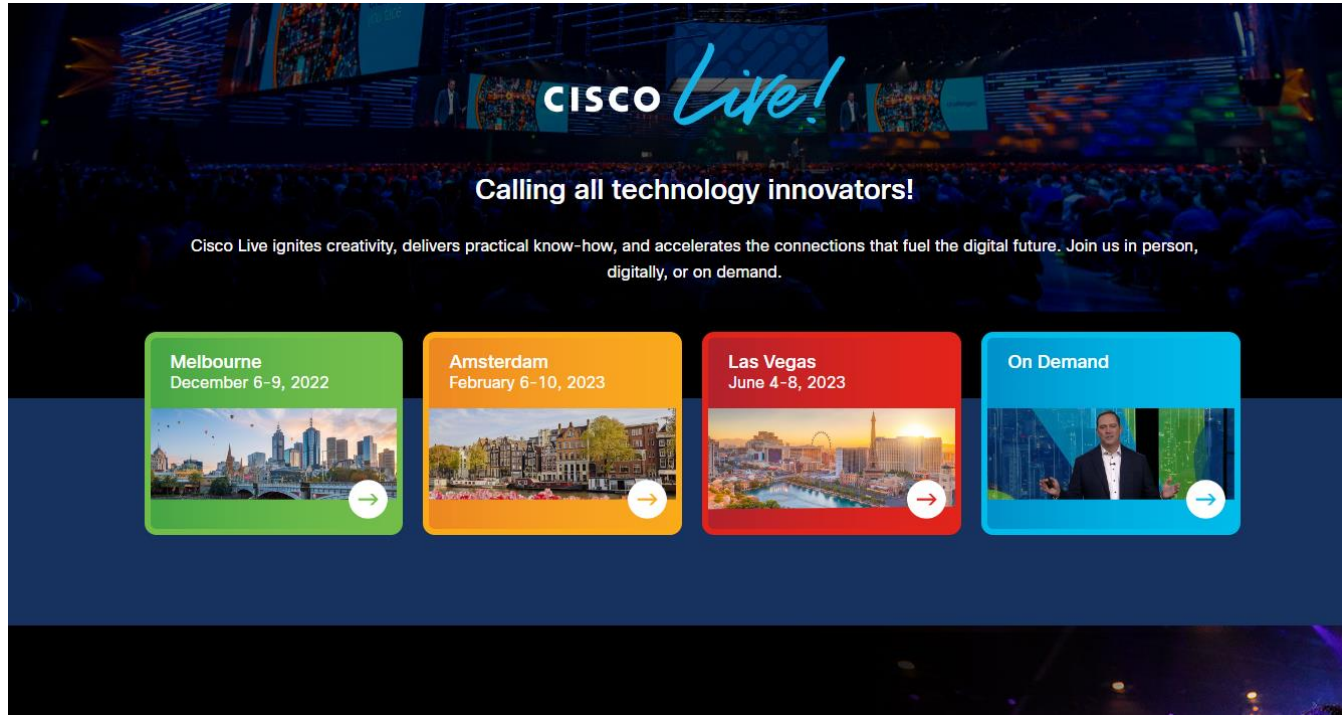


# Key Takeaways

- NetAcad.com & Skillsforall.com Intro Courses
- New Data Pathway
- Skills for all broad skilling (students, employees)
- Instructor Training
- Programmability & Security
- 25 Years NetAcad
- Talent Program



# Cisco Live 2024 – RAI Amsterdam



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December 6-9, 2022
- Amsterdam**  
February 6-10, 2023
- Las Vegas**  
June 4-8, 2023
- On Demand**





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