

General Services Administration

Federal Supply Service Authorized Federal Supply Schedule Price List 2012

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage is: gsaadvantage.gov.

Schedule Title: MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

FSC Group: 874 (MOBIS)

Contract Number: GS-02F-0114S

Contract Period: [Mar 17, 2011](#) – [Mar 16, 2016](#)

[TRAINING ETC, Inc.](#)

[7150 Riverwood Drive, Suite, J](#)

[Columbia, MD 21046-1245](#)

[Telephone: 410-290-8383](#)

[Fax: 410-290-9427](#)

www.trainingetc.com

Contract Administrator

[Ms. Susan Schneider](#)

[7150 Riverwood Drive, Suite, J](#)

[Columbia, MD 21046-1245](#)

[Telephone: 410-290-8383](#)

[Fax: 410-290-9427](#)

[Email: susan@trainingetc.com](mailto:susan@trainingetc.com)

Business Size: [Small, Woman Owned; Minority in our field of expertise](#)

Customer Information Page

1a.

SIN	Item Description
874-4	MOBIS Training Services
874-9	Customizable Print, Audio and Visual Training Classroom rental and Printed Instructional Material

1b. See attachment 1 for pricing.

1c. See attachment 1

2. Maximum order: \$1,000,000

3. Minimum order: \$100

4. Geographic coverage (delivery area): Domestic

5. Point(s) of production (city, county, and state, or foreign country): Columbia, MD 21046-1245

6. Discount from list prices or statement of net prices: Prices include discount

7. Quantity discounts: As shown in pricing structure below, also for orders of \$200,000.00 or greater, additional 5% discount on open enrollment prices.

8. Prompt Payment terms: None

9a. Notification whether Government purchase cards are accepted at or below the micro-purchase threshold. Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. Yes

10. Foreign items: Not Applicable

11a. Time of Delivery. 30 Days Delivered (after receipt of order) By schedule as applicable.

11b. Expedited delivery: Printed items available for expedited delivery

11c. Overnight and 2-day delivery: Overnight delivery is available.

11d. Urgent Requirements: See contract clause I-FSS-14-B. Agencies can contact the contact for Contract Administration to obtain faster delivery

12. F.O.B point(s): Destination

13a. Ordering address(es):

Ms. Susan Schneider
7150 Riverwood Drive, Suite, J
Columbia, MD 21046-1245
Telephone: 410-290-8383
Fax: 410-290-9427
Email: susan@trainingetc.com

13b. Ordering Procedures: For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA's), and a sample BPA can be found at the GSA/FSS schedule homepage (fss.gsa.gov/schedules).

14. Payment address(es):

Ms. Susan Schneider
7150 Riverwood Drive, Suite, J
Columbia, MD 21046-1245
Telephone: 410-290-8383
Fax: 410-290-9427
Email: susan@trainingetc.com

15. Warranty provision: Free audit within a 12 month period for same class for any student who is dissatisfied or overwhelmed by depth and breadth of course content.

16. Export packing charges: Not applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro purchase level): No limit to government purchase card acceptance.

18. Terms and conditions of rental, maintenance, and repair: [Not applicable](#)
19. Terms and conditions of installation: [Not applicable](#)
20. Terms and conditions of repair parts: [Not applicable](#)
- 20a. Terms and conditions for any other services: [Not applicable](#)
21. List of services and distribution points: [Not applicable](#)
22. List of participating dealers: [Not applicable](#)
23. Preventative maintenance: [Not applicable](#)
- 24a. Special attributes such as environmental attributes: [Not applicable](#)
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details and be found: [Not Applicable](#)
25. Data Universal Number System (DUNS) number: [94-230-9725](#)
26. Notification regarding registration in Central Contract Registration (CCR) database: [Active; registered since 1998; registration valid until 02/22/2011.](#)

Attachment I

Description and Price

For

SIN	Item Description
874-4	MOBIS Training Services
874-9	Customizable Print, Audio and Visual Training Classroom rental and Printed Instructional Material

Attachment I

Introduction

/training/etc Inc. was founded in 1990 by Michael Saltzman whose professional career began in 1968 at the National Cryptologic School (NCS) of the National Security Agency (NSA) of the Department of Defense, (DoD) at Fort Meade, MD where he designed, developed and taught many courses in mathematics and computer science. In 1990 Mr. Saltzman left the DOD to found /training/etc, a software training company specializing in the delivery of instructor-led technical seminars, the development of course materials, and the rental of computer classrooms.

Mr. Saltzman transferred the daily operation and management of the growing /training/etc corporation to Susan Smyth Saltzman in 1995. He remains the technical lead and visionary as the Chief Technology Officer of /training/etc Inc.

The following provides a description of our capabilities, the items proposed for each SIN, and the proposed price to GSA which includes the ¾% Industrial Funding Fee (IFF).

/training/etc Inc. represents an outstanding collaboration of masterful software trainers who specialize in the design and delivery of educational programs for the technical professional. We offer programmer and end-user instructor led training in a variety of subject matter areas, including:

- Programming Languages (including a complete Java curriculum);
- Application Servers (Websphere, WebLogic, JBoss, GlassFish, Ruby on Rails);
- UNIX / LINUX;
- Object Technologies;
- SOA;
- Agile Development;
- Web Design and Development;
- Configuration Management;
- Security and Networking; and
- CISCO;
- Program and Project Management;
- Business Analysis and
- Databases (Oracle and MySQL)

The best trainers are truly artists. They understand how to synthesize the material and make it speak to you. At /training/etc Inc., we have earned our reputation as artists in the transfer of knowledge, with an instructional staff that is consistently rated superior by our clients and our students. It is clear to us that the instructor is the most important resource in the classroom. That's why /training/etc Inc. instructors are:

- Talented subject matter experts with a wide variety of applications experience.
- Skilled practitioners who are also experienced in course development.
- Personable communicators who have the technical and interpersonal skills that insure a successful learning experience.

Since its founding in 1990, /training/etc Inc. has conducted on-site seminars at hundreds of high profile firms and federal agencies. As a **small, woman-owned** company, we are active in all sectors of the economy. Whether it's your classroom or ours, /training/etc Inc. delivers the quality training your organization needs.

874-4	MOBIS Training Services	# Days of course	Per Student	Per group of 12
ILT-100	C Language	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This course provides students with a comprehensive study of the C programming language. Lectures stress the strengths of C which provide programmers with the means of writing efficient, maintainable, and portable code. The lectures are supplemented with non-trivial lab exercises. Topics include data types, control flow, the pre-processor, arrays, functions, libraries, pointers, structures, and i/o.</p> <p>WHO SHOULD ATTEND? This course was designed for programmers who have experience in any programming language or who have been tasked with a C programming project, and other technical personnel including managers and customer support engineers who need to know C.</p> <p>BENEFITS OF ATTENDANCE Students will be able to write C programs which:</p> <ul style="list-style-type: none"> ✓ are non trivial; ✓ use arrays as part of the software solution; ✓ utilize the modular features of the language; ✓ are efficient and easy to read; ✓ include the structure data type as part of the solution; ✓ utilize pointers to efficiently solve problems; ✓ use I/O and other functions from the portable C library; ✓ obtain input from the command line; and ✓ can access the operating system environment. <p>PREREQUISITE Students should have experience with a programming language or an assembly language.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-110	C Language-Advanced	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This course broadens the skills of a C language programmer by introducing sophisticated problem solving techniques including the advanced use of pointers, abstract data types, data structures, sorting, searching techniques, portability, and optimization techniques. Skills are reinforced by hands-on laboratory exercises.</p> <p>WHO SHOULD ATTEND? This course is intended for people who have at least six months of C programming experience and skilled programmers who have taken a C introductory course.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ master the use of pointers in a variety of problems; ✓ use pointer techniques to solve problems involving advanced data structures; ✓ choose from a variety of data structures and sorting techniques to implement the most efficient solutions; ✓ optimize program execution by selecting from different optimizing techniques; ✓ write portable C code; ✓ use bit manipulation techniques for efficient solutions; ✓ write programs emphasizing modern program design techniques which emphasize code reuse; and ✓ increase productivity in writing applications through a better understanding of sophisticated C concepts. <p>PREREQUISITE Students should have at least six months of C programming experience.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			

ILT-120	C++ Programming	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This course provides students with a comprehensive study of the C++ Programming Language. The course stresses the object paradigm including classes, inheritance, encapsulation, data abstraction, and polymorphism. Topics include operator and function overloading, constructors and destructors, virtual functions, templates, i/o, and exceptions. Lab exercises reinforce the lectures.</p> <p>WHO SHOULD ATTEND? This course is for anyone who has the need to write programs in the C++ language including programmers, engineers, scientists, and other technical support personnel.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ compare the object vs. the procedural approach to writing software; ✓ use correct object oriented terminology; ✓ define and use classes in a C++ program; ✓ select the proper class protection mechanism; ✓ create and use abstract data types; ✓ derive classes using inheritance in C++; ✓ implement operator overloading; ✓ implement polymorphism by using virtual functions in a program; and ✓ write programs utilizing the C++ I/O classes. <p>PREREQUISITE Students should have completed the C Language Programming course or have equivalent knowledge.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-130	C++ Programming-Advanced	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This course broadens the skills of a C++ programmer by presenting an in-depth treatment of templates, exceptions, memory management, advanced inheritance issues, disambiguation, proxy classes, reference counting, runtime type identification, and the standard template library. Group discussions and lab exercises support the classroom lectures.</p> <p>WHO SHOULD ATTEND? This course is for people with C++ programming experience that desire to enhance their knowledge of the language.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ decide between global functions, friend functions and member functions; ✓ code customized memory management routines by overloading operators new and delete; ✓ write classes and functions with parameterized types; ✓ understand and handle exceptions in C++ programs; ✓ disambiguate data and functions using multiple inheritance; ✓ understand the difference between various kinds of inheritance; ✓ use pointers to class member functions; and ✓ use the STL containers. <p>PREREQUISITE Students should have completed the C++ Programming course or have equivalent knowledge.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-372	Java Non GUI Programming	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION Java is the programming language of the Internet. This course teaches students how to write Java applications and other Java code bodies. The course prepares students for important advanced technologies such as Servlets, JDBC, JavaBeans, and EJBs. Topics include data types, control flow, object orientation, abstract classes, interfaces, input and output, exception handling, threads, networking, and the Collection classes. Hands-on lab exercises support the classroom lectures.</p> <p>WHO SHOULD ATTEND? This course is for applications programmers and designers planning to develop standalone Java applications.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ use all of the Java primitive data types and control structures; ✓ use all of the Java control flow structures; ✓ write Java programs which take advantage of Java's object orientation capabilities – including data abstraction, inheritance and polymorphism; ✓ write Java programs, which take advantage of Java thread programming; ✓ write Java code utilizing built in methods in the "Standard" Java Class Libraries; ✓ write Java programs which support Java's exception handling capabilities; ✓ write Java programs, which use the Java Collection classes; and ✓ write Java programs which use many of the Java I/O classes. <p>PREREQUISITE Programming language experience in C, C++, Visual Basic or Smalltalk (preferably C or C++), is required.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			

ILT-360	Advanced Java Programming	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION Advanced Java is a comprehensive study of many advanced Java topics. These assertions, collection classes, searching and sorting, regular expressions, logging, bit manipulation, serialization, threads, networking with sockets, Remote Method Invocation, and Java Database Connectivity.</p> <p>WHO SHOULD ATTEND? This course is intended for programmers who have been programming in Java and who wish to write programs in Java using many of the advanced Java features.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ use assertions to write robust Java code; ✓ choose appropriate data structures from the Java Collection API; ✓ sort and search arrays and lists; ✓ use regular expressions for efficient pattern matching; ✓ capture configuration and debugging information using the Java Logging APIs; ✓ write Java code to perform bit manipulation operations; ✓ serialization Java objects; ✓ use features of the New I/O API; ✓ execute methods on a remote object using RMI; ✓ write TCP/IP Client Server applications using sockets; ✓ perform database queries and updates using JDBC; ✓ write multi-threaded Java applications; and, ✓ understand performance issues of Java language features and APIs. <p>PREREQUISITE Students should have completed a beginning Java course and been programming in Java for at least 3 months.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-365	SWING: Java Foundation Class	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This 5-day course will introduce Java programmers to the swing package. The swing package, extending the AWT, provides efficient and easy-to-use tools for manipulating graphics. Students completing this course will have the ability to create fully-functional, customizable, graphical user interfaces.</p> <p>WHO SHOULD ATTEND? This course is designed for Java programmers of any level.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ describe the key features of Swing; ✓ contrast the use of Swing and the AWT; ✓ add components to a JFrame using the ContentPane; ✓ write Swing Applications using Swing components such as JLabel, JButton, JTextField, JTree, etc.; ✓ implement keystroke handling in response to keyboard events from a user; ✓ understand InputMap and ActionMap; ✓ be able to use the printing capability to print GUIs; ✓ describe the Model View Controller Architecture; ✓ be able to encode Model View Architecture components; ✓ be able to write code that uses Border objects to alter the appearance of components; ✓ create programs using various Pane components such as JTabbedPane, JSplitPane, JScrollPane, and JOptionPane; and, ✓ write programs that support cut/paste and drag/drop. <p>PREREQUISITE Java programming experience. Experience with the AWT is helpful but not required.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-OI114	Struts Framework	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This advanced course shows JSP and servlet programmers how to build "Model-2" Web applications using the Jakarta Struts project from Apache. Students work extensively with the Struts framework to develop applications that strictly observe the model-view-controller (MVC) pattern along with multi-tier application architecture. The course also provides good grounding in the most effective custom tag libraries for Struts development.</p> <p>WHO SHOULD ATTEND? Java developers with experience in building Web applications using Servlets and JSPs who want to realize a more effective, robust, and maintainable architecture and development process for their projects.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ use Struts actions and action mappings to take control of HTTP requests/responses; ✓ manage HTML form input and output with form beans; ✓ use persistent data in a Struts application with JDBC; ✓ use JSTL and Struts custom tags to build reusable JSP presentation logic; ✓ support multiple client locales with various internationalization techniques; ✓ define validation rules for input forms, and provide clear user feedback; and 			

	<p>✓ build complex presentations using decoupled, reusable tiles, screens and layouts.</p> <p>PREREQUISITES Students should be fluent in Java programming, have experience with servlets development and JSP and have basic XML experience (can read and hand-write simple documents).</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-700	Developing Java EE Web Applications using WebLogic	5	\$2,400.00	\$19,200.00
	<p>COURSE DESCRIPTION This course is an introduction to writing J2EE-compliant Web applications using BEA WebLogic Server 9.0. An overview of J2EE technology is provided, followed by hands-on experience with JNDI, JDBC, Java servlets, and JavaServer pages. Other topics covered include servlet filters, custom JSP tags, JavaMail, and an overview of JavaServer Faces (JSF).</p> <p>WHO SHOULD ATTEND? Experienced Java programmers and software engineers preparing to write components for J2EE Web applications hosted on BEA WebLogic Server will benefit.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this class attendees will be able to:</p> <ul style="list-style-type: none"> ✓ start, stop, and configure WebLogic Server; ✓ use JNDI to access JDBC data sources; ✓ write and deploy servlets and JavaServer pages on WebLogic server; ✓ use JDBC to read and update a database; ✓ create and process HTML forms; ✓ work with cookies and HTTP sessions; ✓ assemble and configure a J2EE-compliant Web application; ✓ use servlet filters for pre- and post-processing HTTP requests; ✓ create custom JSP tags; ✓ use the JavaMail API to send email from Web applications; ✓ create security principals and roles; ✓ apply security to Web pages; ✓ implement the Model View Controller architecture; and ✓ write simple applications using the JavaServer Faces framework. <p>PREREQUISITE Students should be comfortable with Java programming and object-oriented concepts. A minimum of six months coding experience is suggested. In addition, students should be familiar with writing simple Web pages using HTML. Prior experience using SQL and/or JDBC will be helpful.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-701	Developing Enterprise Java Beans using WebLogic	5	\$2400.00	\$19,200.00
	<p>COURSE DESCRIPTION This course is a comprehensive introduction to writing Enterprise JavaBeans (EJB) using BEA WebLogic Server 9.0. An overview of J2EE technology is provided, followed by hands-on experience with JNDI, JDBC, JMS, session beans, entity beans, and message-driven beans. The EJB 2.x specification is covered, with emphasis on container-managed persistence (CMP) and container-managed relationships (CMR).</p> <p>WHO SHOULD ATTEND? Experienced Java programmers and software engineers preparing to write Enterprise JavaBeans for J2EE applications hosted on BEA WebLogic Server.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this class attendees will be able to:</p> <ul style="list-style-type: none"> ✓ start, stop, and configure WebLogic Server; ✓ use JNDI to access database and EJB resources; ✓ create JDBC data sources; ✓ write stateless and stateful session beans; ✓ use bean-managed and container-managed persistence; ✓ understand and write XML-based deployment descriptors; ✓ configure and deploy EJBs on the WebLogic server; ✓ assemble J2EE-compliant enterprise applications; ✓ use the Session Facade pattern; ✓ handle database transactions in EJBs; ✓ create security principals and roles; ✓ apply security permissions to EJB methods; ✓ create JMS destinations; ✓ write message-driven beans; and ✓ use the EJB Timer Service. <p>PREREQUISITE Students should be comfortable with Java programming and object-oriented concepts. A minimum of six months coding experience is suggested. In addition, students should have prior experience using RMI and JDBC.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			

ILT-200	Introduction to UNIX	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This is the first in a series of courses focusing on the UNIX Operating System, including Linux, Solaris, AIX, HP-UX, etc. A comprehensive study is given, including its evolution, structure, programming environment, and user interface. Topics include user interfaces, the shell (Korn, Bourne, C, etc), file system commands, data manipulation commands, editors (vi and ed), software tools, networking tools, and system administration tools. The course is supplemented with many hands-on exercises that reinforce the lectures.</p> <p>WHO SHOULD ATTEND? This course is intended for programmers and end users that are new to the UNIX operating system.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ log in and out of the system; ✓ navigate through the UNIX file system; ✓ manipulate files using the rich set of UNIX utilities; ✓ edit files using the 'vi' editor; ✓ login remotely over a network; ✓ use the UNIX shell for a wide variety of functions; ✓ send and receive mail; ✓ launch and control jobs; and ✓ use the rich set of software tools provided by UNIX. <p>PREREQUISITE Students are required to have some familiarity with an operating system such as DOS or Windows.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-208	Introduction to LINUX	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION This is the first in a series of courses focusing on the LINUX Operating System. It is vendor neutral with an emphasis on the latest version of RedHat Linux. A comprehensive study of Linux is undertaken. Topics include Linux evolution, graphical environments, terminal interfaces and bash, the file system, file manipulation commands, data manipulation commands, editors, software tools, networking tools, and system administration tools. The course is supplemented with many hands-on exercises that reinforce the lectures.</p> <p>WHO SHOULD ATTEND? This course is intended for programmers, end users, managers, and future system administrators.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ understand the relationship between UNIX and LINUX; ✓ log in and out of the system; ✓ use the various components of the GNOME desktop; ✓ perform work using terminal shell windows; ✓ navigate through the file system; ✓ get help using the on-line manual; ✓ use the rich set of LINUX file management utilities; ✓ edit files using the 'vi' editor; ✓ use network utilities including ftp and telnet; ✓ use the bash shell for a wide variety of functions; ✓ write fundamental bash scripts; ✓ kill processing through knowledge of the process tree; ✓ launch and control jobs; ✓ understand the role of the system administrator; ✓ use the robust set of software tools; ✓ use the Nautilus graphical shell; and ✓ launch applications graphically. <p>PREREQUISITE Students are required to have some familiarity with an operating system such as DOS or Windows.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PM101	Project Management Overview	2	\$750.00	\$6,000.00
	<p>COURSE DESCRIPTION This class is an introductory class to the Project Management discipline. It includes the basics of Project Management.</p> <p>WHO SHOULD ATTEND? This course is intended for project managers and team leaders who need a good foundation for further study in Project Management.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ define a project, program, and project management and its processes; ✓ determine effective ways of integrating project management and general business management in an organization; ✓ determine ways to effectively integrate a project across an entire enterprise to reduce the impact of change; ✓ determine how ethics, integrity, and objectivity affect project management; ✓ discuss ways of effectively communicating throughout the Project Lifecycle; ✓ determine stakeholders and how they affect the project; 			

	<ul style="list-style-type: none"> ✓ describe the Project Management Lifecycle and develop a basic project plan; ✓ list key qualities of a leader; ✓ form an effective project team; ✓ recognize one's own work behavior style and quickly read other people's styles; and ✓ identify how to mesh divergent styles together to achieve project success. <p>PREREQUISITE There are no prerequisites for this course.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PM102	MS Project (2-day hands-on computer course with labs)	2	\$750.00	\$6,000.00
	<p>COURSE DESCRIPTION This two-day course is designed for individuals who will use Microsoft Project 2002 as a tool to assist them in managing projects. The topics in this course cover the critical skills necessary to create and modify a project plan file that contains tasks, resources, and resource assignments. Students will then build upon these skills and work with a project plan once it has entered the project implementation phase.</p> <p>WHO SHOULD ATTEND? Students who have an understanding of project management concepts, are responsible for creating and modifying project plans, and need a tool to manage those project plans will benefit from this course. Those who intend to pursue certification as a Microsoft Office User Specialist for Microsoft Project 2002 will also benefit.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ create a project plan file containing tasks; ✓ organize tasks in a work breakdown structure containing task relationships; ✓ create and assign resources; ✓ finalize the project in order to implement the project plan; ✓ exchange project plan data with other applications; ✓ update a project plan; ✓ create custom reports; ✓ re-use existing project plan information; and ✓ collaborate on a project plan with others. <p>PREREQUISITE Students enrolling in this class should have an understanding of project management concepts and knowledge of a Windows operating system, either Windows 2000 or Windows XP. A basic knowledge of Microsoft Word and Excel is helpful but not required.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PM201	Project Scope and Requirements Management	2.5	\$937.50	\$7,500.00
	<p>COURSE DESCRIPTION This course will enable participants to effectively manage the scope and requirements of a project. As part of the Triple Constraints, Scope is often the most challenging part of the constraints to manage. In this class the participants will participate in group exercises that will enable them to learn the skills needed to properly manage the Scope of a project.</p> <p>WHO SHOULD ATTEND? This class is intended for any person functioning as a Project Manager or aspiring to be a Project Manager.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ determine the "Business Need" that is driving a project; ✓ define project vs. product scope and determine how a project integrates with the overall operations of an organization; ✓ define the Inputs, Tools and Techniques, and Outputs of proper Scope Management and identify appropriate quality requirements; ✓ list the proper techniques and tools to effectively define the Scope of a project and determine macro risks; ✓ determine ways of dealing with the change; ✓ describe how to create a Work Breakdown Structure; ✓ determine how to properly verify Scope; and ✓ determine how to control the Scope of a project during the Execution Phase of the project. <p>PREREQUISITE Students should have taken Overview of Project Management and Leadership.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PM202	Project Time and Cost Management	2.5	\$937.50	\$7,500.00
	<p>COURSE DESCRIPTION The goal of this workshop course is to develop skills required to effectively manage the schedule and budget of a project. As part of the Triple Constraints, the schedule and budget of a project (and the management thereof) are Key Performance Indicators regarding the success of any project. This course will enable the participants to hone the skills necessary to effectively manage the schedule and budget of a project.</p> <p>WHO SHOULD ATTEND? Project managers, team leaders, and others who work with project teams.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ determine how to effectively define activities; 			

	<ul style="list-style-type: none"> ✓ determine ways to effectively sequence activities; ✓ determine how to effectively estimate resource requirements and estimate durations; ✓ develop an effective schedule; ✓ effectively utilize schedule controls to keep their projects on schedule; ✓ effectively “Crash” and “Fast Track” their projects to meet time and cost requirements; ✓ determine how to estimate costs; ✓ determine how to effectively budget for project costs; ✓ effectively control the costs of a project; and ✓ influence future project activities to meet project goals. <p>PREREQUISITE Students should have taken <i>Overview of PM and PM Leadership</i> and <i>Project Scope and Requirements Management</i>.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PM203	Project Quality Management	1	\$375.00	\$3,000.00
	<p>COURSE DESCRIPTION This intensive class will guide the student through the Project Quality Management process as defined by the Project Management Institute (PMI). Students will be introduced to industry best practices.</p> <p>WHO SHOULD ATTEND? This class is intended for any person functioning as a Project Manager or aspiring to be a Project Manager.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Effectively plan quality into their project; ✓ Effectively determine quality requirements as they pertain to the scope/requirements of the project; ✓ Perform quality assurance functions on their projects; and ✓ Perform quality control functions on their projects. <p>PREREQUISITE Students should have taken Overview of Project Management and Leadership, Project Scope and Requirements Management, and Project Time and Cost Management.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PM301	Project Risk Management	3	\$1,125.00	\$9,000.00
	<p>COURSE DESCRIPTION This course will guide the student through the Risk Management process as defined by the Project Management Institute (PMI). Through a series of hands-on exercises the student will learn the proper methodology for managing risks.</p> <p>WHO SHOULD ATTEND? This class is intended for Project Managers and employees responsible for managing and tracking projects.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ define Risk; ✓ define the Risk Management process; ✓ plan for risks; ✓ effectively identify risks; ✓ perform qualitative and quantitative risk analysis; ✓ perform Risk Response Planning; ✓ perform Risk Monitoring and Control; and ✓ apply network activity techniques. <p>PREREQUISITE Students should have taken Overview of Project Management and Leadership, Project Scope and Requirements Management, and Project Time and Cost Management.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PM302	Project Communications Managements	1	\$375.00	\$3,000.00
	<p>COURSE DESCRIPTION This intensive course will guide the student through the Project Communications Management process as defined by the Project Management Institute (PMI).</p> <p>WHO SHOULD ATTEND? This class is intended for any person functioning as a Project Manager or aspiring to be a Project Manager.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Plan for the communications requirements of a project; ✓ Develop a Communications Plan; ✓ Understand how and what information to distribute; ✓ Understand and use Organizational Process Assets; ✓ Develop performance reports; ✓ Develop forecasts, change requests, and recommend corrective actions; ✓ Manage stakeholders; ✓ Resolve issues and update the Project Management Plan; ✓ Effectively listen; and ✓ Effectively communicate using the written word. <p>PREREQUISITE</p>			

	Students should have taken Overview of Project Management and Leadership and Managing the Triple Constraints; or have taken Time and Cost Management, and Project Risk Management. COURSE OUTLINE Detailed course outline at www.trainingetc.com			
ILT-PM303	Project Human Resources Management	2	\$750.00	\$6,000.00
	<p>COURSE DESCRIPTION This is an intensive, class that will guide the student through the Project Human Resource Management process as defined by the Project Management Institute (PMI).</p> <p>WHO SHOULD ATTEND? This class is intended for any person functioning as a Project Manager or aspiring to be a Project Manager.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ perform human resource planning functions; ✓ explain how to acquire a project team; ✓ create organizational charts; ✓ define roles and responsibilities of the team; ✓ use tools and techniques for human resource planning; ✓ develop project teams; and ✓ manage project teams. <p>PREREQUISITE Students should have taken Overview of Project Management and Leadership, Project Scope and Requirements Management, and Project Time and Cost Management.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-PMPEX	PMP Certification Exam Preparation Class	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION Students attending this course will develop the ability to discern project management which do, and which do not comply with Project Management Institute (PMI) expectations as outlined in the Project Management Body of Knowledge (PMBOK). The course also covers strategies, concepts, definitions, and practices whose understanding is required to pass PMI's Project Management Professionals (PMP), and Certified Associates in Project Management (CAPM) examinations.</p> <p>WHO SHOULD ATTEND? PMP or CAPM candidates should attend this course.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ understand what is required of them to finish preparing for PMI examinations independently; ✓ recognize variance from PMI standards in project processes; ✓ recognize variance from PMI standards in project management practices; and ✓ recognize PMBOK compliant project plan components. <p>PREREQUISITE Students should have taken Project Management Fundamentals, Core Processes, and Terminology</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-320	Perl Programming	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION Perl is a scripting language that allows for rapid prototyping of projects formerly done with a programming language or a shell. It incorporates all the functionality of C (including a UNIX system interface), the Shells, grep, sed, and awk. Course topics include scalars, arrays, hashes, control flow, i/o, subroutines, packages, references, reports, networking, CGI programming, and object-oriented programming. The topics will aid all computer users – from end user to programmer to administrator. Laboratory exercises support the course material.</p> <p>WHO SHOULD ATTEND? This course is for programmers, end-users, system administrators, network administrators, and CGI scriptwriters wishing to automate network tasks without having to learn the minutia of a full blown programming language.</p> <p>BENEFITS OF ATTENDANCE Students will be able to write scripts that:</p> <ul style="list-style-type: none"> ✓ manipulate files and directories; ✓ use the powerful regular expression capabilities of Perl; ✓ generate awk-like reports ✓ solve problems by using Perl's associative array capability ✓ take advantage of Perl's powerful interface to UNIX; ✓ perform network communication including those tasks accomplished by CGI programming; ✓ perform many system administrator functions, and ✓ be able to write CGI applications. <p>PREREQUISITE Experience with any programming language (preferably C), or any of the UNIX shells is required.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-325	Advanced Perl Programming	5	\$1,875.00	\$15,000.00
	<p>COURSE DESCRIPTION The course begins with a thorough treatment of packages, modules, and libraries. Next, Perl references are studied. This</p>			

	<p>gives students the necessary background to write object-oriented Perl. Various applications areas that use object orientation are studied next. These modules include the Tk.pm module for building Graphical User Interfaces, the DBI.pm module which provides a portable way of querying databases, the CGI.pm module for writing CGI programs, and the Socket.pm module used in client server networking applications. Finally a treatment of XML and Perl is undertaken.</p> <p>WHO SHOULD ATTEND? This course is for programmers, end-users, system administrators, network administrators, and CGI scriptwriters.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ download, install, and use modules from (CPAN); ✓ use the modules in the Standard Perl Distribution; ✓ write POD (Plain Old Documentation) sections of Perl modules; ✓ use Perl references to solve programming problems including those involving arbitrarily complex data structures; ✓ distinguish among packages, modules, libraries, and classes and use each one effectively; ✓ write client/server applications using the Socket.pm module; ✓ write Graphical User Interfaces (GUIs) by using the Tk.pm module; ✓ write Perl CGI (Common Gateway Interface) scripts; ✓ write Perl applications that make queries to real databases through the use of the DBI.pm module; and ✓ write Perl applications that produce and process XML documents. <p>PREREQUISITE Participants should be well versed in the fundamentals of Perl.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-4001	Developing Java EE Web Applications using JBoss	5	\$2,400.00	\$19,200.00
	<p>COURSE DESCRIPTION This course is an introduction to writing JEE-compliant Web applications using JBoss 4 and the JBoss Eclipse IDE. An overview of JEE technology is provided, followed by hands-on experience with JNDI, JDBC, Java servlets, and JavaServer pages. Other topics covered include servlet filters, custom JSP tags, JavaMail, and an overview of JavaServer Faces (JSF).</p> <p>WHO SHOULD ATTEND? Experienced Java programmers and software engineers preparing to write components for JEE Web applications hosted on JBoss 4 Application Server.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this course, students will be able to:</p> <ul style="list-style-type: none"> ✓ Start, stop, and configure JBoss Application Server ✓ Write, deploy, and test JEE components using the JBoss Eclipse IDE development tool ✓ Use JNDI to access JDBC data sources ✓ Write and deploy servlets and JavaServer pages ✓ Use JDBC to read and update a database ✓ Create and process HTML forms ✓ Work with cookies and HTTP sessions ✓ Assemble and configure a J2EE-compliant Web application ✓ Use servlet filters for pre- and post-processing HTTP requests ✓ Create custom JSP tags ✓ Use the JavaMail API to send email from Web applications ✓ Create security principals and roles ✓ Apply security to Web pages ✓ Implement the Model View Controller architecture ✓ Write simple applications using the JavaServer Faces framework <p>PREREQUISITES Students should be comfortable with Java programming and object-oriented concepts. A minimum of six months coding experience is s</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-1106	Developing EJBs using WebSphere	5	\$2,400.00	\$19,200.00
	<p>COURSE DESCRIPTION This is an advanced intro to EJB technology, introducing concepts to those who have never used EJB. Also included are advanced concepts students can use to complete large-scale EJB projects.</p> <p>WHO SHOULD ATTEND? This course is for intermediate to advanced Java programmers. System architects will find the advanced concepts especially beneficial in designing a framework.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this course, students will be able to:</p> <ul style="list-style-type: none"> ✓ Understand the EJB 2.1 specification at an expert level. ✓ Understand how to utilize EJBs with RAD. ✓ Gain knowledge of J2EE Design Patterns and Best Practices. <p>PREREQUISITES Students should understand the core Java libraries; be familiar with web application programming; and have experience using IBM RAD.</p> <p>COURSE OUTLINE</p>			

	Detailed course outline at www.trainingetc.com			
ILT-1108	Developing Java EE Web Applications using WebSphere	5	\$2,400.00	\$19,200.00
	<p>COURSE DESCRIPTION This course is an introduction to writing Java EE-compliant Web applications using IBM WebSphere Application Server 6.1 and Rational Application Developer 7. An overview of Java EE technology is provided, followed by hands-on experience with JNDI, JDBC, Java servlets, and JavaServer pages. Other topics covered include servlet filters, custom JSP tags, JavaMail, and an overview of JavaServer Faces (JSF).</p> <p>WHO SHOULD ATTEND? This course is for experienced Java programmers and software engineers preparing to write components for Java EE Web applications hosted on WebSphere Application Server.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this course, students will be able to:</p> <ul style="list-style-type: none"> ✓ Start, stop, and configure WebSphere Application Server ✓ Write, deploy, and test Java EE components using the RAD7 development tool ✓ Use JNDI to access JDBC data sources ✓ Write and deploy servlets and JavaServer pages on WebSphere Application Server ✓ Use JDBC to read and update a database ✓ Create and process HTML forms ✓ Work with cookies and HTTP sessions ✓ Assemble and configure a J2EE-compliant Web application ✓ Use servlet filters for pre- and post-processing HTTP requests ✓ Create custom JSP tags ✓ Use the JavaMail API to send email from Web applications ✓ Create security principals and roles ✓ Apply security to Web pages ✓ Implement the Model View Controller architecture ✓ Write simple applications using the JavaServer Faces framework <p>PREREQUISITES Students should be comfortable with Java programming and object-oriented concepts. A minimum of six months coding experience is suggested. In addition, students should be familiar with writing simple Web pages using HTML. Prior experience using SQL and/or JDBC will be helpful.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-1602	SUSE Linux for Developers	5	\$2,000.00	\$16,000.00
	<p>COURSE DESCRIPTION This is the first course in a series of courses in the SuSE Linux Curriculum. This course places emphasis on Linux developers. Topics include: Linux principles, a detailed view of the file system, the vi editor, fundamental Linux commands including awk, sed, and grep, a detailed view of the bash shell including its function as a programming language, other programming languages such as C, and Perl, software tools such as make and rcs, and related system administration topics. The course is supplemented with many hands-on exercises that reinforce the lectures.</p> <p>WHO SHOULD ATTEND? This course is intended for current Unix and Linux developers and those who wish to gain similar knowledge.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this course, students will be able to:</p> <ul style="list-style-type: none"> ✓ Log in and out of the system. ✓ Navigate through file system. ✓ Manipulate files using the rich set of Linux utilities. ✓ Create and modify files using the 'vi' editor. ✓ Use the Linux shell for a wide variety of functions. ✓ Launch and control jobs. ✓ Use the rich set of software tools provided by Linux. ✓ Write non-trivial Perl scripts. ✓ Use the Linux command set to solve standard problems. ✓ Write non-trivial shell scripts. ✓ Understand simple C programs. ✓ Understand the role of the system administrator. <p>PREREQUISITE Students are required to have some development experience.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-1603	SUSE Linux System Administration	5	\$2,000.00	\$16,000.00
	<p>COURSE DESCRIPTION This course equips participants with the necessary tools to insure the well being of a LINUX system. Lab sessions include the installation, troubleshooting, backup and recovery and administrative maintenance of a LINUX system.</p> <p>WHO SHOULD ATTEND The course is intended for those people who will be responsible for the operation and management of a Linux system.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this course, students will be able to:</p> <ul style="list-style-type: none"> ✓ Carry out startup and shutdown procedures 			

	<ul style="list-style-type: none"> ✓ Perform system administration tasks including adding and deleting users, adding devices, partitioning the disk, and other administrative functions ✓ Use the administrator files and commands in the /etc directory ✓ Manage disk space and file- systems ✓ Provide user guidance ✓ Backup and restore all or parts of the system ✓ Monitor system performance ✓ Establish and maintain network connectivity <p>PREREQUISITES Participants are expected to have completed the course entitled Introduction to UNIX or have equivalent experience.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-1406	Linux Security	5	\$2,000.00	\$16,000.00
	<p>COURSE DESCRIPTION This course provides an introduction to installing, configuring, and maintaining Linux systems from a security perspective. It serves as an administrative guide to implementing security and security tools on Linux. This course will not teach you how to break into systems, although some obvious tricks are described to heighten your awareness. And provide a framework - a foundation if you will - that will allow you to learn more and be as dynamic as the field of computer security itself.</p> <p>WHO SHOULD ATTEND? Linux/Unix System administrators who want to ensure the integrity and security of their networks and Linux systems will benefit from this course.</p> <p>BENEFITS OF ATTENDANCE Upon completion of this course, students will be able to:</p> <ul style="list-style-type: none"> ✓ Identify how intrusions happen ✓ Secure the physical hardware ✓ Secure the operating system and networks form intrusions ✓ Maintain and monitor secured systems and networks <p>PREREQUISITES Attendees must have basic knowledge of Unix/Linux commands. System Administrative experience is a plus.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-ICND1	ICND 1	5	\$2,695.50	\$29,650.50
	<p>COURSE DESCRIPTION ICND1 focuses on providing the skills and knowledge necessary to implement and support a small switched and routed network. For the purpose of this course, a small network is defined as 1-20 hosts connected to a single switch with the switch running a single VLAN. The switch is also connected to a router that is providing a routed link (RIP & default) to a simulated Internet and corporate office. ICND1 works from the bottom up providing knowledge and skills as they are needed. The course starts with an introduction to networking. It then introduces host-to-host communications using TCP/IP. Next Layer 2 devices (switches, etc.) are introduced into the network. Next Layer 3 devices (routers) are introduced into the network. The introduction of Layer 3 devices leads to the use of WANs and routing to connect the site to the Internet and corporate sites. Finally, device management skills (CDP, TFTP, etc.) are introduced.</p> <p>WHO SHOULD ATTEND? The primary audience for this course includes Network Administrators, Network Engineers, Network Managers, and Systems Engineers.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Describe how networks function, identifying major components, function of network components and the Open System Interconnection (OSI) reference model. ✓ Using the host-to-host packet delivery process, describe issues related to increasing traffic on an Ethernet LAN and identify switched LAN technology solutions to Ethernet networking issues. ✓ Describe the reasons for extending the reach of a LAN and the methods that can be used with a focus on RF wireless access. ✓ Describe the reasons for connecting networks with routers and how routed networks transmit data through networks using TCP/ IP. ✓ Describe the function of Wide Area Networks (WANs), the major devices of WANs, and configure PPP encapsulation, static and dynamic routing, PAT and RIP routing. ✓ Use the command-line interface to discover neighbors on the network and managing the router's startup and configuration. <p>PREREQUISITES Students should have basic computer literacy, basic Windows navigation skills, basic Internet usage skills, and basic e-mail usage skills.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-ICND2	ICND 2	5	\$2,695.50	\$29,650.50
	<p>COURSE DESCRIPTION Interconnecting Cisco Networking Devices Part 2 (ICND2) is an instructor-led course presented by Cisco training partners to their end-user customers. This five-day course focuses on using Cisco Catalyst switches and Cisco routers connected in LANs and WANs typically found at medium-sized network sites. The course helps to provide the skills and knowledge necessary to install, operate, and troubleshoot a small to medium-size branch office Enterprise network, including</p>			

	<p>configuring several switches and routers, connecting to a WAN and implementing network security</p> <p>WHO SHOULD ATTEND? The primary audience for this course include Network Administrators, Network Engineers, Network Managers, and Systems Engineers. The secondary audience for this course includes Network Designers and Project Managers.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Review how to configure and troubleshoot a small network ✓ Expand the switched network from a small LAN to a medium-sized LAN with multiple switches, supporting VLANs, Trunking, and Spanning Tree ✓ Describe routing concepts as they apply to a medium-sized network and discuss considerations when implementing routing on the network ✓ Configure, verify, and troubleshoot OSPF ✓ Configure, verify, and troubleshoot EIGRP ✓ Determine how to apply ACLs based on network requirements, and to configure, verify, and troubleshoot ACLs on a medium-sized network ✓ Describe when to use NAT or PAT on a medium-sized network, and configure NAT or PAT on routers ✓ Identify and implement the appropriate WAN technology based on network requirements <p>PREREQUISITES The knowledge and skills that a learner must have before attending this course include skills and knowledge equivalent to those learned in Interconnecting Cisco Networking Devices Part 1 (ICND1) and the ability to install, configure, and troubleshoot a small network.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-CCNAX	CCNAX	5	\$3,145.50	\$34,600.50
	<p>COURSE DESCRIPTION Interconnecting Cisco Networking Devices: Accelerated (CCNAX) v1.0 is an extended hours instructor-led boot camp that provides students with the knowledge and skills necessary to install, operate, and troubleshoot a small to medium-sized network, including connecting to a WAN and implementing network security. This course is the equivalent of Interconnecting Cisco Network Devices Part 1 v1.0 and Interconnecting Cisco Network Devices Part 2 v1.0 together. The ideal candidate would be someone who has worked in a data network environment (PC support/helpdesk or network operations/monitoring), and has had hands-on experience, though no formal training, with Cisco IOS devices. This boot camp will serve to review and expand on what the candidate already knows and add to it, the detailed configuration and implementation of Cisco IOS devices. Prospective CCNAX v1.0 students should prepare themselves for course days consisting of at least 10 hours and as long as 12 hours. Homework will be assigned and reviewed daily. Those new to networking and to Cisco IOS should consider taking the ICND1 and ICND2 classes instead of CCNAX v1.0.</p> <p>WHO SHOULD ATTEND? The primary audience for this course includes Network Administrators, Network Engineers, Network Managers, and Systems Engineers. The secondary audience for this course includes Network Designers and Project Managers.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Describe how networks function, identifying major components, function of network components, and the OSI reference model ✓ Describe issues related to increasing traffic on an Ethernet LAN and expand the switched network from a small LAN to a medium-sized LAN with multiple switches supporting VLANs, trunking, and spanning tree ✓ Describe the reasons for extending the reach of a LAN and the methods that can be used, with a focus on RF wireless access ✓ Describe the reasons for connecting networks and connecting multiple IP subnets with routers ✓ Configure and verify a Cisco router for WAN connections with HDLC and PPP encapsulation, PAT, static routing, and describe the components that make up a VPN solution ✓ Use the command-line interface to discover neighbors on the network and manage the router startup and configuration ✓ Describe routing concepts as they apply to a medium-sized network, discuss dynamic routing with distance vector and link-state routing protocols, and configure RIP ✓ Configure, verify, and troubleshoot single-area OSPF ✓ Configure, verify, and troubleshoot EIGRP ✓ Determine how to apply ACLs based on network requirements, and to configure, verify, and troubleshoot ACLs ✓ Describe when to use NAT and PAT on a medium-sized network, how to configure NAT and PAT, and explain IPv6 addressing and configuration on a Cisco router ✓ Configure, verify, and troubleshoot Frame Relay <p>PREREQUISITES Students should have basic computer literacy, basic Microsoft Windows navigation skills, and basic Internet usage skills.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-IP6FD	IPv6FD	5	\$2,965.50	\$32,620.50
	<p>COURSE DESCRIPTION The IPv6 Fundamentals, Design and Deployment v2.0 course is a five-day, instructor led training course that combines the IPVSF v1.1 and IPVSD with no overlap. IP6FD v2.0 provides baseline through advanced technical information and training on the next-generation Internet protocol, IPv6. The goal of this course is to prepare the learner for transitioning to IPv6 based networks. IP6FD encompasses design considerations, security considerations, configuration principles, configuring IOS devices for IPv6 and IPv6 transition mechanisms. Throughout the course students will be presented</p>			

	<p>justification for the principles, concepts and practices contained in each lesson. This course will help network engineers understand, configure, and support Cisco devices running IOS software and covers the IPv6 routing protocols such as RIPng, OSPF, BGP, and IS-IS; IPv6 transition mechanisms including tunnels, ISATAP, NAT-PT, and 6to4; and other features. The design and deployment components present in depth coverage of IPv6 design and deployment for DNS, DHCP, integrating IPv6 in an IPv4 network, Multicast, and much more.</p> <p>WHO SHOULD ATTEND? This course is for channel partners / resellers and customers.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Recite the factors that drove the creation of a new IP structure and its possible usages. ✓ Fundamentally explain the operation of IPv6. ✓ Demonstrate theoretical and practical knowledge of IPv6 advanced concepts and uses respectively. ✓ Identify all the updates to IPv4 routing protocols needed to support IPv6 topologies. ✓ Implement IPv6 services and applications ✓ Evaluate a given scenario and desired outcome and identify the best transition mechanism for the situation. ✓ Identify and illustrate IPv6 security threats and design practices respectively ✓ Describe the differences between Mobile IPv4 and Mobile IPv6 ✓ Discuss several IPv6 deployment concerns <p>PREREQUISITES There are no prerequisites for this course.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-ICN1k	Implementing the Cisco Nexus 1000	3	\$2,695.50	\$29,650.50
	<p>COURSE DESCRIPTION Implementing the Cisco 1000V (ICN1K v1.0) is a three-day instructor-led course with lab exercises that are intended to prepare students to install, configure and support the Cisco Nexus 1000V product in VMware servers. The course schedule consists of approximately 50 percent lecture and 50 percent lab exercises. The lab for this course is accessed using a remote access procedure coupled with a GUI application that provides connectivity to all lab devices. If ICN1K v1.0 is offered the same week as ICN52K v3.0, at the same location, you can attend both classes for \$3,995.00, giving you a \$1,795.00 discount off the regular pricing for the individual classes.</p> <p>WHO SHOULD ATTEND? The primary audience for this course is individuals involved in the technical handling of VMware servers and Cisco switch products, namely installing, configuring, operating, and troubleshooting. The decision to cover only these areas is somewhat arbitrary, because many people with Cisco certifications are called on to provide advice in network planning and design as well. This course is also intended for VMware implementers and support personnel responsible for the migration of servers from existing VMware virtual switching infrastructures to Cisco Nexus 1000V based networks. In this course, the target audience will be referred to generically as technicians.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Deploy, configure and troubleshoot data center networks using the Cisco Nexus 1000V product. ✓ Understand the enhancements associated with the Cisco NX-OS Software ✓ Understand product placement for the Cisco Nexus 1000V product ✓ Describe the migration of data center architectures, including unified I/O and unified fabric as they apply to VMware based servers <p>PREREQUISITES The recommended prerequisite for students attending the Implementing Cisco Nexus 1000V course is Interconnecting Cisco Networking Devices (ICND2) or equivalent. VMware product implementation skills will be a plus.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-ICN52k	Implementing the Cisco Nexus 5000 and 2000	2	\$2,245.50	\$24,700.50
	<p>COURSE DESCRIPTION The Implementing the Cisco 5000 Switch and 2000 Fabric Extender course is a two-day instructor-led course with lab exercises that are intended to prepare students to install, configure and support the Cisco Nexus 5000 Switch and 2000 Fabric Extender. The course schedule consists of approximately 50 percent lecture and 50 percent lab exercises. The lab for this course is accessed using a remote access procedure coupled with a GUI application that provides connectivity to all lab devices. If ICN1K v1.0 is offered the same week as ICN52K v3.0, at the same location, you can attend both classes for \$3,995.00, giving you a \$1,795.00 discount off the regular pricing for the individual classes.</p> <p>WHO SHOULD ATTEND? The primary audience is those individuals involved in the technical handling of Cisco platforms and solutions, namely installing, configuring, operating, and troubleshooting Data Center equipment, specifically the Nexus 5000 Switch and Nexus 2000 Fabric Extender. In this course, the target audience will be referred to generically as technicians.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Deploy, configure and troubleshoot data center networks using the Cisco Nexus 5000 and 2000 products. ✓ Understand the enhancements associated with the Cisco NX-OS Software ✓ Understand product placement for the Cisco Nexus Platform Family ✓ Describe the migration of data center architectures, including unified I/O and unified fabric <p>PREREQUISITES The recommended prerequisites for students attending the Implementing the Cisco 5000 and 2000 course are Interconnecting Cisco Networking Devices (ICND1) or equivalent, Interconnecting Cisco Networking Devices (ICND2)</p>			

	or equivalent, and Building Cisco Multilayer Switched Networks (BCMSN) or equivalent. COURSE OUTLINE Detailed course outline at www.trainingetc.com			
ILT-ICN7k	Implementing the Cisco Nexus 7000	3	\$2,695.50	\$29,650.50
	<p>COURSE DESCRIPTION Implementing the Cisco 7000 (ICN7K v3.0) is a three-day instructor-led course with lab exercises that are intended to prepare students to install, configure and support the Cisco Nexus 7000 Switch. The course schedule consists of approximately 50 percent lecture and 50 percent lab exercises. The lab for this course is accessed using a remote access procedure coupled with a GUI application that provides connectivity to all lab devices.</p> <p>WHO SHOULD ATTEND? The primary audience is those individuals involved in the technical handling of Cisco platforms and solutions, namely installing, configuring, operating, and troubleshooting Data Center equipment, specifically the Nexus 7000 Switch.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Deploy, configure and troubleshoot data center networks using the Cisco Nexus 7000 Switch. ✓ Describe the enhancements associated with the Cisco NX-OS Software over previous switch OSs ✓ Identify product placement within the Cisco Nexus Platform Family ✓ Describe the migration of data center architectures, including unified I/O and unified fabric <p>PREREQUISITES Students attending the Implementing the Cisco Nexus 7000 course should have taken the following classes or have equivalent experience: Interconnecting Cisco Networking Devices (ICND1), Interconnecting Cisco Networking Devices (ICND2), and Building Cisco Multilayer Switched Networks (BCMSN).</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-Net+X	Network+ with exam voucher	5	\$1,935.00	\$21,285.00
	<p>COURSE DESCRIPTION Network+ Certification is a five-day class that prepares students to take the Network+ exam. Furthermore, the Network+ Certification can be the first step in achieving a Windows MCSE or CNE Certification.</p> <p>WHO SHOULD ATTEND? This course is geared toward technicians with 18 to 24 months of experience in the IT industry who wish to earn their Network+ certification.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Identify the basic components of network theory. ✓ Identify the major network communications methods. ✓ Identify network data delivery methods. ✓ List and describe network media and hardware components. ✓ Identify the major types of network implementations. ✓ Identify the components of a TCP/IP network implementation. ✓ List the major services deployed on TCP/IP networks. ✓ Identify characteristics of a variety of network protocols. ✓ Identify the components of a LAN implementation. ✓ Identify the components of a WAN implementation. ✓ Identify major issues and technologies in network security. ✓ Identify the components of a remote network implementation. ✓ Identify major issues and technologies in disaster recovery. ✓ Identify major data storage technologies and implementations. ✓ Identify the primary network operating systems. ✓ Identify major issues, models, tools, and techniques in network troubleshooting. <p>PREREQUISITES An introductory course in a Windows operating system, or equivalent skills and knowledge, is required. CompTIA A+ certification, or the equivalent skills and knowledge, is helpful but not required.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-Net+	Network+ without exam	5	\$1,705.50	\$18,760.50
	<p>COURSE DESCRIPTION Network+ Certification is a five-day class that prepares students to take the Network+ exam. Furthermore, the Network+ Certification can be the first step in achieving a Windows MCSE or CNE Certification.</p> <p>WHO SHOULD ATTEND? This course is geared toward technicians with 18 to 24 months of experience in the IT</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Identify the basic components of network theory. ✓ Identify the major network communications methods. ✓ Identify network data delivery methods. ✓ List and describe network media and hardware components. ✓ Identify the major types of network implementations. ✓ Identify the components of a TCP/IP network implementation. ✓ List the major services deployed on TCP/IP networks. ✓ Identify characteristics of a variety of network protocols. 			

	<ul style="list-style-type: none"> ✓ Identify the components of a LAN implementation. ✓ Identify the components of a WAN implementation. ✓ Identify major issues and technologies in network security. ✓ Identify the components of a remote network implementation. ✓ Identify major issues and technologies in disaster recovery. ✓ Identify major data storage technologies and implementations. ✓ Identify the primary network operating systems. ✓ Identify major issues, models, tools, and techniques in network troubleshooting. <p>PREREQUISITES An introductory course in a Windows operating system, or equivalent skills and knowledge, is required. CompTIA A+ certification, or the equivalent skills and knowledge, is helpful but not required.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-Sec+X	Security+ with exam voucher	5	\$2,025.00	\$22,275.00
	<p>COURSE DESCRIPTION Security+™A CompTIA Certification is the primary course you will need to take if your job responsibilities include securing network services, network devices, and network traffic. It is also the main course you will take to prepare for the CompTIA Security+ examination (exam number SY0-101). In this course, you'll build on your knowledge and professional experience with computer hardware, operating systems, and networks as you acquire the specific skills required to implement basic security services on any type of computer network.</p> <p>WHO SHOULD ATTEND? This course is targeted toward an Information Technology (IT) professional who has networking and administrative skills in Windows-based TCP/IP networks and familiarity with other operating systems, such as NetWare, Macintosh, UNIX/Linux, and OS/2, who wants to: further a career in IT by acquiring a foundational knowledge of security topics; prepare for the CompTIA Security+ Certification examination; or use Security+ as the foundation for advanced security certifications or career roles.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Identify security threats. ✓ Harden internal systems and services. ✓ Harden internetwork devices and services. ✓ Secure network communications. ✓ Manage a PKI. ✓ Manage certificates. ✓ Enforce an organizational security policy. ✓ Monitor the security infrastructure. <p>PREREQUISITES Students should have CompTIA A+ and Network+ certifications, or equivalent knowledge, and six to nine months experience in networking, including experience configuring and managing TCP/IP. Although not required, students might find it helpful to obtain foundational information from introductory operating system administration courses.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-Sec+	Security+ without exam	5	\$1,795.00	\$19,745.00
	<p>COURSE DESCRIPTION Security+™A CompTIA Certification is the primary course you will need to take if your job responsibilities include securing network services, network devices, and network traffic. It is also the main course you will take to prepare for the CompTIA Security+ examination (exam number SY0-101). In this course, you'll build on your knowledge and professional experience with computer hardware, operating systems, and networks as you acquire the specific skills required to implement basic security services on any type of computer network.</p> <p>WHO SHOULD ATTEND? This course is targeted toward an Information Technology (IT) professional who has networking and administrative skills in Windows-based TCP/IP networks and familiarity with other operating systems, such as NetWare, Macintosh, UNIX/Linux, and OS/2, who wants to: further a career in IT by acquiring a foundational knowledge of security topics; prepare for the CompTIA Security+ Certification examination; or use Security+ as the foundation for advanced security certifications or career roles. There is no exam voucher in the course pricing.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Identify security threats. ✓ Harden internal systems and services. ✓ Harden internetwork devices and services. ✓ Secure network communications. ✓ Manage a PKI. ✓ Manage certificates. ✓ Enforce an organizational security policy. ✓ Monitor the security infrastructure. <p>PREREQUISITES Students should have CompTIA A+ and Network+ certifications, or equivalent knowledge, and six to nine months experience in networking, including experience configuring and managing TCP/IP. Although not required, students might find it helpful to obtain foundational information from introductory operating system administration courses.</p> <p>COURSE OUTLINE</p>			

	Detailed course outline at www.trainingetc.com			
ILT-CEHX	CEH certification with exam voucher	5	\$2,500.00	\$27,500.00
	<p>COURSE DESCRIPTION Students will be shown how to scan, test, and hack their own systems. Each student will gain in-depth knowledge and practical experience with the current essential security systems. Students will be taught how perimeter defenses work and will then learn how intruders escalate privileges. Students will also learn about Intrusion Detection, Policy Creation, Social Engineering, DDoS Attacks, Buffer Overflows and Virus Creation. At the end of the course, they will have hands on understanding and experience in Ethical Hacking. This course prepares you for EC-Council Certified Ethical Hacker exam 312-50. This course is an entry-level penetration testing course designed for those with IT security experience but not experienced penetration testers.</p> <p>WHO SHOULD ATTEND? This course will significantly benefit security officers, auditors, security professionals, site administrators, and anyone who is concerned about the integrity of the network infrastructure.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Understand how intruders escalate privileges. ✓ Understand Intrusion Detection, Policy Creation, Social Engineering, DDoS Attacks, Buffer Overflows and Virus Creation. ✓ Understand Ethical Hacking. <p>PREREQUISITES Prior to attending this course, you will be asked to sign an agreement stating that you will not use the newly acquired skills for illegal or malicious attacks and you will not use such tools in an attempt to compromise any computer system, and to indemnify EC-Council with respect to the use or misuse of these tools, regardless of intent. Not anyone can be a student - the Accredited Training Centers (ATC) will make sure the applicants work for legitimate companies.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-CEH	CEH without exam	5	\$2,250.00	\$24,750.00
	<p>COURSE DESCRIPTION Students will be shown how to scan, test, and hack their own systems. Each student will gain in-depth knowledge and practical experience with the current essential security systems. Students will be taught how perimeter defenses work and will then learn how intruders escalate privileges. Students will also learn about Intrusion Detection, Policy Creation, Social Engineering, DDoS Attacks, Buffer Overflows and Virus Creation. At the end of the course, they will have hands on understanding and experience in Ethical Hacking. This course prepares you for EC-Council Certified Ethical Hacker exam 312-50. This course is an entry-level penetration testing course designed for those with IT security experience but not experienced penetration testers. There is no exam voucher with this course pricing.</p> <p>WHO SHOULD ATTEND? This course will significantly benefit security officers, auditors, security professionals, site administrators, and anyone who is concerned about the integrity of the network infrastructure.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Understand how intruders escalate privileges. ✓ Understand Intrusion Detection, Policy Creation, Social Engineering, DDoS Attacks, Buffer Overflows and Virus Creation. ✓ Understand Ethical Hacking. <p>PREREQUISITES Prior to attending this course, you will be asked to sign an agreement stating that you will not use the newly acquired skills for illegal or malicious attacks and you will not use such tools in an attempt to compromise any computer system, and to indemnify EC-Council with respect to the use or misuse of these tools, regardless of intent. Not anyone can be a student - the Accredited Training Centers (ATC) will make sure the applicants work for legitimate companies.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-CISSPX	CISSP with exam	5	\$2,850.00	\$31,350.00
	<p>COURSE DESCRIPTION This course trains students in all areas of the security Common Body of Knowledge. They will learn security policy development, secure software development procedures, network vulnerabilities, attack types and corresponding countermeasures, cryptography concepts and their uses, disaster recovery plans and procedures, risk analysis, crucial laws and regulations, forensics basics, computer crime investigation procedures, physical security, and more.</p> <p>WHO SHOULD ATTEND? Students who wish to pass the CISSP certification exam will benefit from this class.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Confidently meet the challenge of CISSP certification exam <p>PREREQUISITES There are no prerequisites for this course, although having taken other security courses is extremely helpful.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-CISSP	CISSP certification without exam	5	\$2,250.00	\$24,750.00
	<p>COURSE DESCRIPTION This course trains students in all areas of the security Common Body of Knowledge. They will learn security policy</p>			

	<p>development, secure software development procedures, network vulnerabilities, attack types and corresponding countermeasures, cryptography concepts and their uses, disaster recovery plans and procedures, risk analysis, crucial laws and regulations, forensics basics, computer crime investigation procedures, physical security, and more.</p> <p>WHO SHOULD ATTEND? Students who wish to pass the CISSP certification exam will benefit from this class.</p> <p>PREREQUISITES There are no prerequisites for this course, although having taken other security courses is extremely helpful.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-6201	Python Programming	3	\$1,800.00	\$14,400.00
	<p>COURSE DESCRIPTION This course introduces the student to the Python language. Upon completion of this class, the student will be able to write non trivial Python programs dealing with a wide variety of subject matter domains. Topics include language components, the IDLE environment, control flow constructs, I/O, sequences, collections, mappings, classes, GUIs, modules, regular expressions, and debugging. The course is supplemented with many hands on labs using either Linux or Windows.</p> <p>WHO SHOULD ATTEND? This course is designed for anyone who needs to learn how to write programs in Python.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Execute Python code in a variety of environments ✓ Use correct Python syntax in Python programs ✓ Use the correct Python control flow construct ✓ Write Python programs using various collection data types ✓ Write home grown Python functions ✓ Use many of the standard Python modules such as os, sys, math, and time ✓ Trap various errors via the Python Exception Handling model ✓ Use the IO model in Python to read and write disk files ✓ Create their own classes and use existing Python class ✓ Understand and use the Object Oriented paradigm in Python programs ✓ Use the Python Regular Expression capabilities for data verification ✓ Write Graphical User Interfaces via the use of the Tkinter module <p>PREREQUISITES Students should have taken the Software Development for Non-Programmers course or have some experience with at least one programming language. Typically, students in this course will have already programmed in either C, C++, Java, Perl, Ruby, VB, or anything equivalent to these languages.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-2801	Introduction to Solaris	5	\$2,000.00	\$16,000.00
	<p>COURSE DESCRIPTION This course teaches students how to use fundamental UNIX commands and basic Solaris commands. This course is intended for students new to Sun's Solaris operating system. Students will learn functions of the shell, file system navigation, Solaris editors, file commands (including ls, cat, rm, mv, cp and ln), additional commonly used commands (including grep, od and pr) as well as learning user communication tools such as mailx.</p> <p>WHO SHOULD ATTEND? This course is intended for programmers and end users who are new to the Sun Microsystems Solaris Operating System.</p> <p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Log in and out of the system. ✓ Navigate through the UNIX file system. ✓ Manipulate files. ✓ File permissions. ✓ Use basic network commands. ✓ Search for file names and strings. ✓ Edit files using the 'vi' editor. ✓ Use shell productivity features. ✓ Use shell productivity features. ✓ Use the 'vi' editor. ✓ Use mailx to send mail. <p>PREREQUISITES Some familiarity with an operating system such as DOS is required.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-2802	Solaris 10 System Administration	5	\$2,000.00	\$16,000.00
	<p>COURSE DESCRIPTION Students are prepared to install and maintain a local-area network of Sun workstations running the Solaris operating system. Students learn how to install software for a server, how to add devices, how to configure the client server environment, how to add terminals, and how to configure name services.</p> <p>WHO SHOULD ATTEND? This course is for those Solaris users who are tasked with System Administration responsibilities or anybody who wishes to gain an in depth practical knowledge of Solaris System Administration.</p>			

	<p>BENEFITS OF ATTENDANCE Students will be able to:</p> <ul style="list-style-type: none"> ✓ Custom install a Solaris server. ✓ Use the Solaris device naming conventions. ✓ Use the format utility to display partition information. ✓ Administer the contract file system. ✓ Add startup files for customized services. ✓ Install and remove software packages. ✓ Add peripheral devices, such as printers. ✓ Administer disks and file systems. ✓ Configure the NFS. ✓ Use the automounter. ✓ Add and remove JumpStart clients. ✓ Backup and restore file systems. ✓ Perform basic recovery and troubleshooting procedures. ✓ Configure and administer the LDAP service. <p>PREREQUISITES Students should be able to use the desktop, edit files with either vi or another text editor, use fundamental UNIX commands, and have had three months or more experience with a Solaris 10 system.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-RH124	RH124 System Administration I RHEL v6	3	\$2,376.00	Please Call
	<p>Red Hat System Administration I (RH124) is designed for IT professionals who are new to Linux and require core Red Hat Enterprise Linux skills. Focused on administration tasks that will be encountered in the workplace, this course will actively engage students in task-focused activities, lab-based knowledge checks, and facilitative discussions to ensure maximum skill transfer and retention. In addition, GUI-based tools will be featured to build on the students' existing technical knowledge, while key command line concepts will be introduced to provide a foundation for students planning to become full-time Linux system administrators. By the end of the five-day course, students will be able to perform installation, establish network connectivity, manage physical storage, and perform basic security administration.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-RH134	RH134 System Administration II (w/o RHCSA exam) RHEL v6	5	\$2,376.00	
	<p>Red Hat System Administration II without the RHCSA Exam (RH134) is designed for IT professionals working to become full-time enterprise Linux system administrators. The course is a follow-up to System Administration I and continues to utilize today's best-of-breed, contemporary teaching methodology. Students will be actively engaged in task-focused activities, lab-based knowledge checks, and facilitative discussions to ensure maximum skills transfer and retention. Building on the foundation of command line skills covered in System Administration I, students will dive deeper into Red Hat Enterprise Linux to broaden their "tool kits" of administration skills. By the end of this five-day course, students will be able to administer and troubleshoot file systems and partitioning, logical volume management, access control, package management.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-RH135	RH135 System Administration II (w/ RHCSA exam) RHEL v6	5	\$2,574.00	
	<p>Red Hat System Administration II with RHCSA Exam (RH135) is designed for IT professionals working to become full-time enterprise Linux system administrators. The course is a follow-up to System Administration I and continues to utilize today's best-of-breed, contemporary teaching methodology. Students will be actively engaged in task-focused activities, lab-based knowledge checks, and facilitative discussions to ensure maximum skills transfer and retention. Building on the foundation of command line skills covered in System Administration I, students will dive deeper into Red Hat Enterprise Linux to broaden their "tool kits" of administration skills. By the end of this five-day course, students will be able to administer and troubleshoot file systems and partitioning, logical volume management, access control, package management. Students who attend Red Hat System Administration I & II will be fully prepared to take the Red Hat Certified System Administration (RHCSA) exam.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-RH199	RH199 RHCSA Rapid Track Class (w/o RHCSA exam) RHEL v6	4	\$2,876.00	
	<p>The RHCSA Fast Track course without the RHCSA exam (RH199) is designed for experienced Linux System Administrators who want to harden their technical skill sets and become accredited with the RHCSA certification. Using a best-of-breed contemporary teaching approach, students will learn to properly manage a Linux workstation and server, including installation and configuration of local components and services as well as connections to existing network services. To successfully navigate this course, students must already have solid Linux command line experience to perform tasks at an accelerated pace. In addition, they should possess the necessary skills to execute common commands, such as cp, grep, sort, mkdir, tar, mkfs, ssh, and yum, and be familiar with accessing man pages for help.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>			
ILT-RH200	RH200 RHCSA Rapid Track Class (w/ RHCSA exam) RHEL v6	5	\$3,053.00	
	<p>The RHCSA Fast Track course with exam (RH200) is designed for experienced Linux System Administrators who want to harden their technical skill sets and become accredited with the RHCSA certification. Using a best-of-breed contemporary teaching approach, students will learn to properly manage a Linux workstation and server, including installation and configuration of local components and services as well as connections to existing network services. To successfully</p>			

	<p>navigate this course, students must already have solid Linux command line experience to perform tasks at an accelerated pace. In addition, they should possess the necessary skills to execute common commands, such as cp, grep, sort, mkdir, tar, mkfs, ssh, and yum, and be familiar with accessing man pages for help. At the completion of the course, students will be adequately prepared to take the Red Hat Certified System Administration (RHCSA) exam.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>		
ILT-RH254	RH254 System Administration III (w/o exams) RHEL v6	4	\$2,376.00
	<p>Red Hat System Administration III (RH254) is designed for experienced Linux administrators who require networking and security administration skills. With a heavy emphasis on practical, hands-on labs, this course is tightly aligned with experienced Linux administrators' job tasks and the skills required for advancement. Focus is placed on enhancing the students' automation skills to securely configure, deploy and manage network services including DNS, Apache, SMTP, and network file sharing. In addition, this course emphasizes security, including monitoring, packet filtering, access controls, and SELinux. At the completion of this course, students already familiar with the RHCT/RHCSA administration skills will have exposure to all competencies tested by the RHCSA and RHCE exams.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>		
ILT-RH255	RH255 System Administration III (w/ 2 exams) RHEL v6	5	\$2,772.00
	<p>Red Hat System Administration III with RHCE Exam (RH255) is designed for experienced Linux administrators who require networking and security administration skills. With a heavy emphasis on practical, hands-on labs, this course is tightly aligned with experienced Linux administrators' job tasks and the skills required for advancement. Focus is placed on enhancing the students' automation skills to securely configure, deploy and manage network services including DNS, Apache, SMTP, and network file sharing. In addition, this course emphasizes security, including monitoring, packet filtering, access controls, and SELinux. At the completion of this course, students already familiar with the RHCT/RHCSA administration skills will have exposure to all competencies tested by the RHCSA and RHCE exams. This class includes the RHCSA and the RHCE exams.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>		
ILT-RH299	RH299 RHCE Rapid Track (w/o RHCSA & RHCE exam) RHEL v6	4	\$2,880.00
	<p>The RHCE Fast Track Course with no exam (RH299) is a fast-paced preparation course that combines the RHCSA Fast Track Course (RH199) and System Administration III (RH254) courses, normally eight days of training, into a single four-day course. Building on the students' extensive knowledge of command line based Linux administration, the course moves very quickly through the intermediate and advanced tasks covered by lab-based knowledge checks and facilitative discussions. By the end of this course, the senior Linux administrator students will have been exposed to all the intermediate and advanced competencies tested by the RHCSA and RHCE exams.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>		
ILT-RH300v6	RH300 RHCE Rapid Track (w/ RHCSA & RHCE exams) RHEL v6	5	\$3,240.00
	<p>The RHCE Fast Track Course with RHCSA and RHCE Exams (RH300) is designed for senior Linux system administrators who want to validate their competencies by earning the RHCSA and RHCE credentials. This is a fast-paced preparation course that combines the RHCSA Fast Track Course (RH199) and System Administration III (RH254) courses, normally eight days of training, into a single four-day course. Building on the students' extensive knowledge of command line based Linux administration, the course moves very quickly through the intermediate and advanced tasks covered by lab-based knowledge checks and facilitative discussions. By the end of this course, the senior Linux administrator students will have been exposed to all the intermediate and advanced competencies tested by the RHCSA and RHCE exams. The RHCSA and RHCE exams are included with this course.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>		
ILT-RH142	RH142/242 Red Hat Linux Troubleshooting RHEL v6	4	\$2,422.00
	<p>Troubleshooting is both an art and a science, an instinct (typically informed by experience) and a technique. In RH142 Linux Troubleshooting Techniques and Tools, participants will learn techniques for troubleshooting a Linux system and will learn to use a variety of troubleshooting tools available on Red Hat Enterprise Linux. RH142 Linux Troubleshooting Techniques and Tools is a 4 day heavily lab-oriented class designed to help participants learn (or improve) their troubleshooting skills using tools available in Red Hat Enterprise Linux. Labs will offer a range of problems from RHCT level and up to allow participants to extend their knowledge and techniques. Participants will have the opportunity to debug live systems, exercising their new troubleshooting skills on a working system so that they can start to (or continue to) develop troubleshooting experience.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>		
ILT-EX200	EX200 RHCSA Exam	.5	\$360.00
	<p>The Red Hat Certified System Administrator Examination EXAM DETAILS Detailed exam information and schedule at www.trainingetc.com</p>		
ILT-EX300	EX300 RHCE Exam	.5	\$360.00
	<p>The Red Hat Certified Engineer Examination EXAM DETAILS Detailed exam information and schedule at www.trainingetc.com</p>		
ILT-JB336	JB336 JBoss for Administrators	4	\$2,428.00
	<p>JBoss Application Administration (JB336) focuses on installation and deployment of the JBoss Application Server, as well as configuring and monitoring the server for production usage. This class balances the essential concept-based lectures</p>		

	with the real world task and project oriented labs. It reaches beyond the application programming interface (API) and enforces the applied knowledge of the technology. With the heavy emphasis real-world scenarios, the JBoss Application administrator will be able to better understand, maintain and troubleshoot their environment. COURSE OUTLINE Detailed course outline at www.trainingetc.com		
ILT-PM3011	Project Management Risk Overview	1	\$375.00
	<p>COURSE DESCRIPTION This 1-day Overview course will provide the student with a high level overview of the Risk Management process as defined by the Project Management Institute (PMI). Through a series of hands-on exercises the student will learn the proper methodology for managing risks.</p> <p>WHO SHOULD ATTEND? This class is intended for Project Managers and employees responsible for managing and tracking projects.</p> <p>BENEFITS OF ATTENDANCE Students will be introduced to the following subjects:</p> <ul style="list-style-type: none"> ✓ define Risk; ✓ define the Risk Management process; ✓ plan for risks; ✓ effectively identify risks; ✓ perform qualitative and quantitative risk analysis; ✓ perform Risk Response Planning; ✓ perform Risk Monitoring and Control; and ✓ apply network activity techniques. <p>PREREQUISITE Students should have taken Overview of Project Management and Leadership. Additional knowledge from the Project Scope and Requirements Management, course and Project Time and Cost Management course is helpful, but not necessary.</p> <p>COURSE OUTLINE Detailed course outline at www.trainingetc.com</p>		

874-9	Customizable Print, Audio and Visual Training Classroom rental and Printed Instructional Material
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/training/etc has a state-of-the-art training center in Columbia, MD featuring classrooms that may be rented on a daily or weekly basis. Seven classrooms are computer classrooms; one classroom is a conference style room which may be configured for small or large groups. Several large corporations and federal agencies, including the Department of Defense, the Social Security Administration, and Red Hat Corporation, use our classrooms as their convenient local classroom when their own corporate or agency headquarters is located too far, or is inconvenient, from their customer.

Both students and instructors enjoy our modern, professional, and comfortable training environment, open from 7:30am to 5:30pm, where parking is plentiful and free, convenient to the entire Baltimore-Washington metroplex. Instructors appreciate the spacious classroom layout as well as conveniences such as ample whiteboard space (as much as 16 linear feet in most classrooms) and powerful projection units. Students enjoy the free amenities including unlimited free coffee, tea, hot chocolate, filtered bottled water and sodas all day long in addition to snack vending machines. We offer both hot and cold catering options for breakfast, lunch, snack or dinner, as well as 8 eateries within 2 miles of our location, convenient for lunch hour.

This location offers computer classrooms with seating variations from 3 to 48 computers. Our computer rooms offer you networked Pentium IV computers with up to 3.0 GHZ processor and 4GB RAM, running Windows 7 or XP. Clients interested in a UNIX based platform may request all versions of Linux. Two computer rooms can be modified for conferences without computers for sizes ranging from 10 to 48 persons.

/training/etc Inc. provides a fulltime staff Technical Coordinator who is dedicated to overseeing all Computer Classroom software installations. You may arrange access to the classroom prior to the rental inception for your staff to complete set-up. Should you require set-up assistance, one hour of technical

set-up is included in the rental fee. Additional set-up assistance is available for \$125 per hour commercial rate, or \$100.00 per hour government rate including IFF.

ID No.	Description – Support Services: Classroom rental			
	Rental of Computer Classrooms per day rental price	# of Rooms	# of computers 1:1	Rental per day
CC-CA08	1. Computer Classroom with 8 Computers	1	8	\$ 480.00/day
CC-CO10	2. Computer Classroom with 10 Computers	1	10	\$ 560.00/day
CC-CH12	3. Computer Classroom with 12 Computers	1	12	\$ 640.00/day
CC-MO12	4. Computer Classroom with 12 Computers	1	12	\$ 640.00/day
CC-CH15	5. Computer Classroom with 15 Computers	1	15	\$ 720.00/day
CC-SV16	6. Computer Classroom with 16 Computers	1	16	\$ 760.00/day
CC-PR18	7. Computer Classroom with 18 Computers	1	18	\$ 800.00/day
CC-PR21	8. Computer Classroom with 21 Computers	1	21	\$ 880.00/day
CC-AN24	9. Computer Classroom with 24 Computers	1	24	\$ 960.00/day
CC-AL24	10. Computer Classroom with 12-Computers/24-Seats	1	12	\$ 640.00/day
	Rental of Conference Room per day rental price	# of Rooms	# of conference	Rental per day
CR-CA10	1. Conference Room with up to 10 Seats	1	10	\$ 240.00/day
CR-SA36	2. Conference Room with up to 30 Seats	1	30	\$ 480.00/day
	Technical Set Up Assistance			
SET-01	1. Hourly technical services	1		\$ 100.00/ hour

For use in our own /training/etc classes as well as for use by national training vendors and colleges, Mr. Saltzman developed extensive proprietary training course manuals, including complete courses in Linux, Perl Programming, Java Programming, C Language and C++ Programming. The US Department of Defense, national commercial training vendors, colleges and universities have used many of the instructional materials developed by Michael Saltzman and the /training/etc instructional staff. We will sell these proprietary course materials on the GSA schedule at a 20% discount from our standard rates.

Course materials developed by /training/etc are comprehensive and robust, designed with 40-45% hands-on laboratory exercises. At the conclusion of each course, students have practical and applicable non-trivial skills immediately usable upon their return to their jobs.

Prepared printed course materials are revised regularly, as often as quarterly to ensure topical technical information will be included in our courseware. This sets us apart from global courseware vendors whose annual revision schedule may omit timely information from inclusion. Additionally, our Training Manuals are customizable to include only the specific information your agency would be interested in.

874-9	SIN 874-9: Customizable Print, Audio and Visual Training Support: Printed Instructional Material	Quantity	Unit	Per Book Price
IM-208	1. Introduction to Linux <u>Courseware Description</u> This is the first in a series of courseware manuals focusing on the LINUX Operating System. It is vendor neutral with an emphasis on the latest version of Red Hat Linux. A comprehensive study of Linux is undertaken. Topics include Linux evolution, graphical environments, terminal interfaces and bash, the file system, file manipulation commands, data manipulation commands, editors, software tools, networking tools, and system administration tools.	Unlimited	each	\$200.00
IM-100	2. C Language Programming <u>Courseware Description</u> This course provides students with a comprehensive study of the C programming language. Lectures stress the strengths of C which provide programmers with the means of writing efficient, maintainable, and portable code. The lectures are supplemented with non-trivial lab exercises. Topics include data types, control flow, the pre-processor, arrays, functions, libraries, pointers, structures, and I/O.	Unlimited	each	\$200.00

IM-110	3. Advanced C Language Programming	Unlimited	each	\$200.00
	<u>Courseware Description</u> This course broadens the skills of a C language programmer by introducing sophisticated problem solving techniques including the advanced use of pointers, abstract data types, data structures, sorting, searching techniques, portability, and optimization techniques.			
IM-120	4. C++ Programming	Unlimited	each	\$200.00
	<u>Courseware Description</u> This course provides students with a comprehensive study of the C++ Programming Language. The course stresses the object paradigm including classes, inheritance, encapsulation, data abstraction, and polymorphism. Topics include operator and function overloading, constructors and destructors, virtual functions, templates, i/o, and exceptions.			
IM-130	5. Advanced C++ Programming	Unlimited	each	\$200.00
	<u>Courseware Description</u> This course broadens the skills of a C++ programmer by presenting an in-depth treatment of templates, exceptions, memory management, advanced inheritance issues, disambiguation, proxy classes, reference counting, runtime type identification, and the standard template library.			
IM-320	6. Perl Programming	Unlimited	each	\$200.00
	<u>Courseware Description</u> Perl is a scripting language that allows for rapid prototyping of projects formerly done with a programming language or a shell. It incorporates all the functionality of C (including a UNIX system interface), the Shells, grep, sed, and awk. Course topics include scalars, arrays, hashes, control flow, i/o, subroutines, packages, references, reports, networking, CGI programming, and object-oriented programming. The topics will aid all computer users – from end user to programmer to administrator.			
IM-325	7. Advanced Perl Programming	Unlimited	each	\$200.00
	<u>Courseware Description</u> The course begins with a thorough treatment of packages, modules, and libraries. Next, Perl references are studied. This gives students the necessary background to write object-oriented Perl. Various applications areas that use object orientation are studied next. These modules include the Tk.pm module for building Graphical User Interfaces, the DBI.pm module which provides a portable way of querying databases, the CGI.pm module for writing CGI programs, and the Socket.pm module used in client server networking applications. Finally a treatment of XML and Perl is undertaken.			
IM-372	8. Java Non-GUI Programming	Unlimited	each	\$200.00
	<u>Courseware Description</u> Java is the programming language of the Internet. This course teaches students how to write Java applications and other Java code bodies. The course prepares students for important advanced technologies such as Servlets, JDBC, JavaBeans, and EJBs. Topics include data types, control flow, object orientation, abstract classes, interfaces, input and output, exception handling, threads, networking, and the Collection classes.			
IM-360	9. Advanced Java Programming	Unlimited	each	\$200.00
	<u>Courseware Description</u> Advanced Java is a comprehensive study of many advanced Java topics. These assertions, collection classes, searching and sorting, regular expressions, logging, bit manipulation, serialization, threads, networking with sockets, Remote Method Invocation, and Java Database Connectivity.			
IM-387	10. Java Message Service	Unlimited	each	\$40.00
	<u>Courseware Description</u> This course introduces Java developers to the Java Message Service (JMS). Basic messaging concepts and the JMS API programming model are covered along with details of the JMS message format. Tuning mechanisms for improving JMS reliability are discussed and demonstrated. WebLogic Server is used as the JMS Provider for examples and programming exercises.			
IM-365	11. Swing: Java Foundation Class	Unlimited	each	\$200.00
	<u>Courseware Description</u> This 5-day course will introduce Java programmers to the swing package. The swing package, extending the AWT, provides efficient and easy-to-use tools for manipulating graphics. Students completing this course will have the ability to create fully functional, customizable, graphical user interfaces.			
IM-OI114	12. Struts Framework	Unlimited	each	\$200.00
	<u>Courseware Description</u> This advanced course shows JSP and servlet programmers how to build "Model-2" Web applications using the Jakarta Struts project from Apache. Students learn the Struts architecture and see how it captures a great deal of pre-existing best practice in Web application development. They build applications from scratch using the Struts 1.1 code base, advancing through actions and action mappings, form beans, and request forwarding. They use relational data at the model layer and learn to configure JDBC data sources under Struts. Throughout, the course emphasizes the great facility in Struts of using XML declarations to replace boilerplate Java coding.			
IM-OI561	13. Web Services using Java	Unlimited	Each	\$200.00
	<u>Courseware Description</u> This course prepares Java programmers to develop Web services and clients using the BEA WebLogic Platform(TM), in accordance with prevailing standards such as SOAP, WSDL, and JAX-RPC. Students get an overview of the interoperable and Java-specific Web services architectures and then learn the standard (J2EE 1.4) APIs for SOAP messaging and WSDL-driven, component-based service development.			
IM-700	14. Developing J2EE Web Applications using WebLogic 9.0	Unlimited	each	\$200.00
	<u>Courseware Description</u> This course is an introduction to writing J2EE-compliant Web applications using BEA WebLogic Server 9.0. An overview of J2EE technology is provided, followed by hands-on experience with JNDI, JDBC, Java servlets, and JavaServer pages. Other			

	topics covered include servlet filters, custom JSP tags, JavaMail, and an overview of JavaServer Faces (JSF).			
IM-701	15. Developing Enterprise Java Beans using WebLogic 9.0	Unlimited	each	\$200.00
	<u>Courseware Description</u> This course is a comprehensive introduction to writing Enterprise JavaBeans (EJB) using BEA WebLogic Server 9.0. An overview of J2EE technology is provided, followed by hands-on experience with JNDI, JDBC, JMS, session beans, entity beans, and message-driven beans. The EJB 2.x specification is covered, with emphasis on container-managed persistence (CMP) and container-managed relationships (CMR).			
IM-490	16. Developing J2EE Web Applications using WebSphere	Unlimited	each	\$200.00
	<u>Courseware Description</u> This is an introduction to writing J2EE (Java 2 Enterprise Edition) applications using IBM's WebSphere Application Server. An overview of J2EE technology is given, followed by hands-on experience using JNDI & JDBC and writing Servlets, JSPs, and Enterprise JavaBeans. Start-up, shutdown, and basic configuration of the WebSphere Server are covered, including setup for authentication and authorization of users.			
IM-479	17. WebLogic System Administration	Unlimited	each	\$120.00
	<u>Courseware Description</u> This course covers System Administration for WebLogic Server, Version 8.1. Students will learn to configure, monitor, and tune components for J2EE web and enterprise applications, including JDBC connection pools, JMS destinations, servlets, JSPs, and EJBs. Students will also configure and deploy applications to WebLogic Clusters, including both local and remote server instances.			
IM-170	18. OOAD using UML	Unlimited	each	\$80.00
	<u>Courseware Description</u> This course uses the industry-standard Unified Modeling Language (UML) as a means of depicting OO software design and providing team members with a common notation and vocabulary for communicating their ideas. Topics include: use case diagrams, class diagrams, interaction diagrams, state diagrams, implementation diagrams, the UML process, and advanced modeling concepts.			
IM-182	19. Implementing Design Patterns	Unlimited	each	\$200.00
	<u>Courseware Description</u> Design Patterns are proven solutions to recurring problems in object-oriented software systems. This course covers sixteen design patterns and includes detailed programming exercises to allow students to practice implementing selected patterns.			
IM-331	20. XML for Programmers	Unlimited	each	\$120.00
	<u>Courseware Description</u> This comprehensive course teaches you the principles, benefits and components of XML, introduces some advanced principles of XML development and emerging standards such as XSL, XPath, and XML Schemas. The course includes the use of the Java programming language to inspect, modify and create XML documents using the SAX and DOM Interfaces.			
IM-3601	21. Ruby Programming	Unlimited	each	\$120.00
	<u>Courseware Description</u> This course covers the fundamental components of the Ruby Programming Language. Emphasis is placed on the object oriented aspects of Ruby. Topics include arrays, hashes, regular expressions, io, exceptions, modules, and applications areas such as CGI, client/server, and network programming.			
IM-6501	22. Software Development for Non Programmers	Unlimited	each	\$120.00
	<u>Courseware Description</u> Software Development for Non Programmers, the course formerly known as Introduction to Programming, has a wealth of knowledge that aspiring programmers would need to master before tackling their first programming language. This course consists of topics such as: hardware and software components of a computer system, the CPU, registers, operating systems, processes, number systems, data type formats, conversions among number bases, logic and reasoning, flow charting, pseudo code, control structures, differentiation among programming languages, from machine language to assemblers and compilers, data structures, libraries, networking, web programming, and a host of other topics. After learning the fundamentals, students will be given a chance to show their knowledge by writing some simple to intermediate programs in the C programming language.			