

# ***DOCUMENT #5796***

## **Selecting the Best Authorized Cisco CCIE Training Partner**



T H E

T r o l l e y

C A R

T H E  
T r o l l e y  
C A R

# Table of Contents

Pages 1 through 3 – Misc. Stuff

Pages 4 through 8 – Fact

Pages 9 through 11 – Possibly fiction (Humor)

Page 12 – Some useless disclaimer

## **Introduction**

**With the recent introduction of the Cisco 360 program, multiple blogs from Internetwork Expert, and the Tolly Group report from IPEXpert, CCBOOTCAMP commissioned The Trolley Car to help engineers select the absolute best authorized CCIE training company in the world.**

**CCBOOTCAMP asked The Trolley Car (TTC) to evaluate Internetwork Expert, IPEXpert, Netmaster Class, and CCBOOTCAMP. CCBOOTCAMP paid TTC the necessary “tokens” required to analyze and compile this report.**

**The goal of this report is to finally put to rest which company provides the best authorized training and the effectiveness of it’s training and executive officers.**

**TTC evaluated each of vendors based on the following criteria:**

- ❖ Cisco Authorized: Which companies are Cisco Authorized?**
- ❖ Payment: What forms of payments does each company accept?**
- ❖ Longevity: How long has each company been around?**
- ❖ Successes: Which company has helped the most CCIEs since inception?**
- ❖ Joe the Plumber: Which training company does Joe think is best suited to provide CCIE training.**
- ❖ Meet the CEOs: Which CEO is the best dancer?**
- ❖ Youngest CCIE: Which company is providing training for the youngest CCIE in existence?**

## Executive Summary

The Trolley Car research showed that only CCBOOTCAMP and Netmaster Class are authorized training providers. Neither IPEXpert nor Internetwork Expert are authorized by Cisco to provide training. CCBOOTCAMP has been around over 10 years providing consistent quality and service for CCIE training. CCBOOTCAMP has helped train (no pun intended) and certify more Cisco engineers than any of the other training companies mentioned in this Trolley Car report.

CCBOOTCAMP, being the ONLY authorized training company in the USA to provide CCIE Voice, CCIE Security, CCIE R&S, and CCIE Service Provider training is clearly the overall and best choice for any CCIE candidate preparing for their CCIE lab exam. In fact, we could probably stop the report right here, but since we were paid more than 3 trolley tokens, we will continue.

## Authorized Training

The Trolley Car research showed that only CCBOOTCAMP and Netmaster Class are authorized training providers. Neither IPEXpert nor Internetwork Expert are authorized by Cisco to provide training. If a company is not authorized to provide training by Cisco, they are frequently referred to as “grey market.”

Grey market definition per wikipedia:

[http://en.wikipedia.org/wiki/Grey\\_market](http://en.wikipedia.org/wiki/Grey_market)

“A grey market or gray market is the trade of a commodity through distribution channels which, while legal, are unofficial, unauthorized, or unintended by the original manufacturer.”

Both CCBOOTCAMP and Netmaster Class work closely with Cisco maintain their authorized status. This ensures that these companies both deliver quality products and services. Cisco utilizes MTM – Metrics That Matter – to guarantee quality of performance of it’s authorized training providers. Authorized training companies must maintain a high MTM score in order to continue being an authorized training company. CCBOOTCAMP has been an authorized training provider since 2002.

Recently CCBOOTCAMP announced the iCOD – internetworking Class On Demand. A portable self-paced class on demand training solution delivered on an iPod touch. This format was reviewed by Learning@Cisco and approved as a method of authorized training.



## PAYMENT Forms

What forms of payment does each company accept? All companies do accept credit card, wire transfer, and business check. But what about Cisco Learning Credits (CLCs)? We wanted to see if all companies could accept Cisco Learning Credits (CLCs). To our surprise, you had to be a Cisco Authorized training provider in order to accept CLCs. That means only CCBOOTCAMP and Netmaster can accept CLCs.



## CCBOOTCAMP accepts CLCs!

## Longevity and Stability

**CCBOOTCAMP founded in 1998**

**IPEXPERT founded in 2001**

**INTERNETWORK EXPERT founded in 2003**

**NETMASTER founded in 2002**

**CCBOOTCAMP has been in business successfully more than 3 years it's closest competitor. It purchased the assets of one of it's biggest previous competitor's, Hello Computers/TrinetNT, after it went bankrupt in 2006. We wouldn't be surprised if CCBOOTCAMP purchases more of it's competition as they go bankrupt.**

**CCBOOTCAMP owns it's 6000 sqft training facility in Henderson, NV (no lease). CCBOOTCAMP also outright owns the \$6M (list price) of Cisco equipment in their training lab. CCBOOTCAMP is the only company in the world to offer it's students no sharing of equipment regardless of what class he/she is taking.**

## Successes

CCBOOTCAMP, literally, invented CCIE training by becoming the first CCIE training company in 1998 to offer practice labs and remote rental racks. CCBOOTCAMP has helped to certified more than twice as many engineers as it's closest competitors. Every year at Networkers (now CiscoLive!) it has met more and more of it's customers who have had success utilizing CCBOOTCAMP's approach and methodology. CCBOOTCAMP has had a booth at Networkers since 2001. None of the competitors listed in this report even come close to the successes CCBOOTCAMP has realized.



[http://www.youtube.com/watch?v=Q4HNOaf\\_qvE](http://www.youtube.com/watch?v=Q4HNOaf_qvE)

<http://www.youtube.com/watch?v=FhNUWoo9UcU>

<http://www.youtube.com/watch?v=ESyCdskQfqA>

<http://www.youtube.com/watch?v=3oF71kz-IPA>

## Joe the Plumber



TTC approached Joe the Plumber and attempted to explain what CCIE training was and gave Joe some background information on each company listed in this report. We asked Joe, if he were going for CCIE training, which company would he choose? His response,

“I really don’t have a clue as to what CCIE training is. If a router or switch thing stopped working, I’d probably want to hit it with a lead pipe. If that didn’t work, I’d bust out my plunger. Now if I had to pick a CCIE vendor, there’s no doubt in my mind I’d pick CCBOOTCAMP... Now where’s my twenty bucks?”

We want to thank Joe for commenting in our report.

## Meet the CEOs / Best Dancer



**Wayne Lawson, CEO IPexpert**



**Brian Dennis, CEO Internetwork Expert**



**Val Pavlichenko & Bruce Caslow, Partners Netmaster Class**

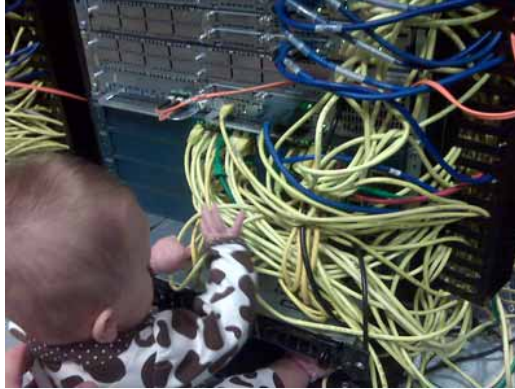


**Brad Ellis, CEO CCBOOTCAMP**

**We tried to have a dance off with the CEOs. Unfortunately, (or maybe fortunately!) we only received a single submission from CCBOOTCAMP. Therefore, CCBOOTCAMP is the winner in this category by default. Watch at your own risk!**

<http://www.youtube.com/watch?v=IAT8b6vfR0I>

## Youngest CCIE



**Madeline, seen above, attempting to fix the cabling mess at Cisco's HQ in San Jose. Cisco contracted her to correct all the cabling in the main Cisco data center. As you can see from above, in her fashionable cow attire, she is accurately connecting multiple Cisco catalyst 3560s to a barrage of ISR routers and a 3640.**

**Madeline has been receiving her training from CCBOOTCAMP. Her multiple levels of certification and persistence is paying off. She is expecting to take her CCIE lab exam within the next 6-8 months. She was hoping there was going to be a Cisco Catalyst 6500, Nexus 7000, CRS-1, or something more challenging when she takes her lab exam.**

**Kathe Saccenti, head of the CCIE proctors, when told about young Madeline preparing for her lab attempt commented,**

**"I sure hope my proctors can decipher baby talk. The fact that we will have a hard time understanding her is nothing new. We've been dealing with this for years. As long as she doesn't drool over the keyboard, we should be okay with her in the lab. Just please make sure to send her with extra diapers and formula for lunch."**

**Good luck Madeline!**

# *Terms of Usage*

Do whatever the hell you want with this, we really don't care!



T H E

T r o l l e y

C A R