

CORIAN T TRAINING SERVICES

Solutions Overview

With a proven track record delivering to network operators and service providers around the world, Coriant offers a comprehensive range of high-value service and support solutions covering all phases of the network life cycle. Coriant Training Services ensure customers get full use of Coriant solutions and maximize the return on investment in their networks.

INTRODUCTION

A worldwide network of experienced professionals supports Coriant customers during every phase of the network operations lifecycle, from initial design, installation, and training to ongoing maintenance and capacity planning. Our in-house experts and select service partners have earned a reputation for excellence from some of the world's largest service providers. For optical networks in long-haul, metro, and intelligent optical switching deployments, Coriant is uniquely qualified to meet the expectations of top tier customers. Our expertise and experience ensure consistently successful deployments, high network availability, effective training, and outstanding customer service.

This document describes Coriant Training Services.

SERVICE DESCRIPTION

An investment in training helps customers improve efficiency and productivity, as well as gives them exposure to product and solution capabilities they may not previously have been aware of. Leveraging Coriant professional training expertise can help customers optimize their operations now and into the future to ensure service levels for end customers are maintained.

Coriant offers a wide range of training options to customers to effectively deploy, provision, operate and maintain Coriant products.

Coriant Training Services has evolved from a traditional instructor-led delivery model to a dynamic "just in time" model aligned with current expectations and business needs of our customers and partners. This delivery model considers the need to have essential training available on demand and tailored to each network design and operating model. It also recognizes the need to limit the cost of training including travel and the cost of having personnel away from their job for multiple days.

Coriant Training Services

Coriant Training Services include the following service categories:

- **Coriant Subscription Library**
- **Coriant Training Webcasts**
- **Coriant Mentoring**
- **Coriant Training Workshops**

Expectations of the emerging workforce are to have online reference and “how to” information available at the click of a button. Coriant meets this need, while providing options to supplement this self-paced learning with short-duration webcasts, hands-on practice, mentoring, and tailored workshops.

Coriant training personnel have deep knowledge of Coriant products and solutions as well as underlying technology, which ensures participants can expect a high value training experience designed to give them a full understanding of Coriant solutions in their networks.

CORIAN TRAINING DELIVERY OPTIONS

Coriant Subscription Library

The Coriant Subscription Library provides students with unlimited access to Coriant’s online library of education resources. These resources include web-based self-paced courses, recorded how-to videos, and quick reference materials such as step-list demo videos illustrating provisioning steps.

Each Coriant Subscription Library member is provided an individual login for the purposes of accessing and tracking progress of any courses or reference materials that he/she has used. The Coriant Subscription Library provides educational tools across all Coriant product lines including the 8600, 7100, hiT 7300, mTera, Groove/G30, and others. Coriant makes regular updates, enhancements, and additions to the Subscription library; annual membership is inclusive of these changes at no additional cost.

Coriant Training Webcasts

Coriant offers short-duration webcasts providing the opportunity for direct interaction with a Coriant expert to complement and reinforce self-paced online content that is available in the Coriant Subscription Library. Webcast content is tailored to what the customer requests, and can include a mix of presentation, demonstration, and/or Q&A.

Coriant Mentoring

Coriant offers a mentoring service designed as an option for personnel who are active in the Coriant Subscription Library of self-paced training content. Coriant mentors are experienced technical professionals who assist customers by offering advice, answering questions, sharing knowledge and experience, and coaching in your live work environment. Coriant mentors use coaching and self-discovery techniques to encourage participants to master key skills needed to confidently work with Coriant products and solutions.* The recommended duration for the mentoring service is from three days to two weeks, depending on the number of personnel to be coached, the Coriant products and solutions in use, and the breadth of skills required.

Coriant Training Workshops

For customers who would like to supplement self-paced training options and webcasts with structured live interaction to reinforce key topics, Coriant offers training workshops. Coriant Training Workshops are led by experienced technical professionals who assist customers by presenting information, answering questions, and sharing knowledge and experience in a structured workshop setting. Workshop content is customized to target topics that are most important and relevant to your network and staff needs, and can include remote access to a Coriant training lab to provide the opportunity for hands-on practice in a risk-free environment. The recommended duration for a Coriant Training Workshop varies depending on your requirements; typically the duration is less than one week.

CORiant LEARNING UNITS

As an essential element of the Coriant dynamic learning environment, Coriant Learning Units provide a simple way to budget for training before committing to a specific set of content or type of delivery format. Coriant Learning Units can be redeemed at any time for training deliverables as you need them, including customized self-paced reference content designed for your specific network and operating environment.

Coriant Learning Units can also be used to reserve time to interact with a Coriant technical trainer over a webcast – including presentations on specific topics of interest as well as open discussion and Q&A. If your personnel need time to practice in a risk-free environment, Coriant Learning Units can be exchanged to reserve time to remotely access a Coriant Training Services lab.

Simple and flexible Coriant Learning Units help to minimize your staff training costs while providing access to information and expertise critical to the success of your business.

Pricing

| Option | Basis | Price |
|--|---|---------|
| Online Training | | |
| Per product family subscription | per subscriber per year | \$599 |
| Full subscription (all products) | per subscriber per year | \$1,799 |
| Learning Unit | per learning unit | \$599 |
| Training Workshop Mentoring | Contact your Sales Account Manager or Coriant Training Services at training@coriant.com for further details | |

For More Information

Coriant Training Services are available globally. Please contact your local Coriant sales partner for details.

About Coriant - Coriant delivers innovative and dynamic networking solutions for a fast-changing and cloud-centric business world. The Coriant portfolio of SDN-enabled, edge-to-core packet optical networking and DCI solutions enables network operators to cost-efficiently scale network capacity, reduce operational complexity, and create the resilient foundation for a new generation of mobile, video, and cloud services. Coriant serves leading network operators around the world, including mobile and fixed line service providers, cloud and data center operators, Web 2.0 content providers, cable MSOs, government agencies, and large enterprises. With a distinguished heritage of technology innovation and service excellence, Coriant is helping its global customers maximize the value of their network infrastructure as demand for bandwidth explodes and the communications needs of businesses and consumers continue to evolve. Learn more at www.coriant.com and follow us on Twitter for the latest @Coriant news and information.

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