FAST LANE
PROFESSIONAL SERVICES
Solution-Based Consulting and Services

Focused Services
for today's rapidly changing technology world

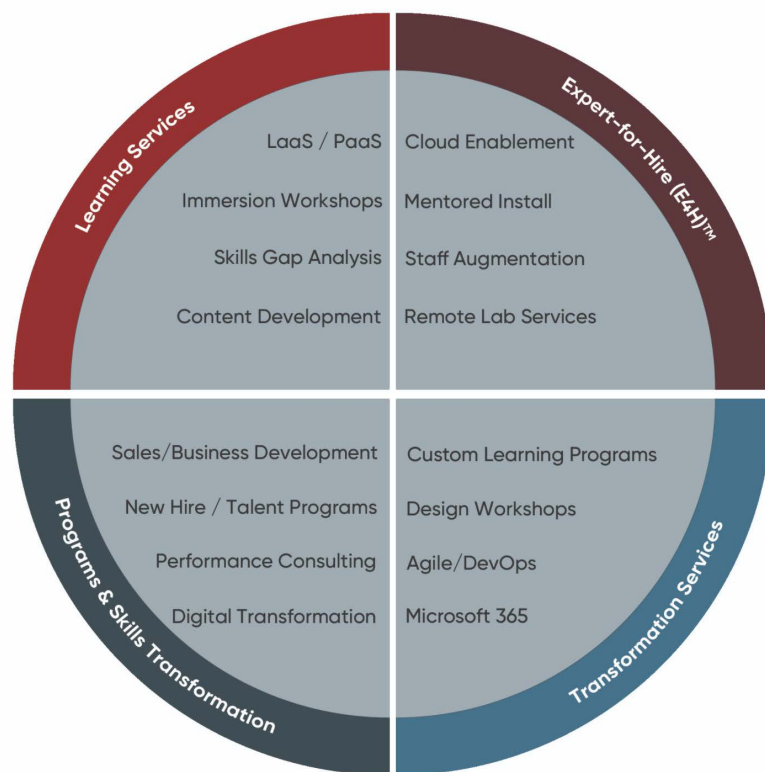**Proven Methodology**
using our 5-Stage Consulting Framework

Full Catalog
including fixed and custom services

Fast Lane

SERVICES OVERVIEW

Fast Lane Consulting and Professional Services is uniquely positioned to empower you and your team for today's rapidly changing technology world, with subject matter experts committed to helping you succeed. Our 5-Stage Consulting Framework puts your needs at the center of everything we do.

Whether you need a platform for training delivery, an expert to perform a mentored install, a new hire program, or complete business transformation, our fixed and custom services are here to support you.

Find out more below about each of our focus areas: Learning Services, Expert-for-Hire, Program & Skills Transformation, and Transformation Services.

Learning Services
- LaaS / PaaS
- Immersion Workshops
- Skills Gap Analysis
- Content Development

Expert-for-Hire (E4H)™
- Cloud Enablement
- Mentored Install
- Staff Augmentation
- Remote Lab Services

Programs & Skills Transformation
- Sales/Business Development
- New Hire / Talent Programs
- Performance Consulting
- Digital Transformation

Transformation Services
- Custom Learning Programs
- Design Workshops
- Agile/DevOps
- Microsoft 365

Learning Services
Our solutions-focused approach to learning services includes customized, scalable offerings to address your specific needs, from training design to delivery. We work with you to define your desired business outcomes, identify gaps in current skill sets and performance, and create targeted learning materials and platforms that deliver results.

Expert-for-Hire
Our unique Expert-for-Hire (E4H)™ service provides complete knowledge and skills transfer while accelerating deployments and increasing adoption. Fast Lane subject matter experts can support you with mentored product installation and solution configuration, remote labs services, targeted workshops and seminars, and test drives that demonstrate product value.

Program and Skills Transformation
Your business depends on the skill sets of your workforce. Our objective is to help you achieve your goals with services that provide rapid up-skilling and re-skilling of your personnel, from New Hire Talent Programs for faster, more focused on-boarding, to Sales Business Development and Enablement programs that drive revenue growth.

Transformation Services
Fast Lane is here to help you transform your business through just-in-time, just-enough, and just-for-you custom learning programs. No matter where your business is in your transformation campaign, we offer design workshops to update relevant skills and processes, as well as all-inclusive programs to support Agile/DevOps and cloud adoption.

Fast Lane's 5-Stage Consulting Framework

Your results are at the heart of our service methodology, which is guided by our proven 5-stage project framework. Our methodology ensures that services from all four of our focus areas will be grounded in industry best practices and tailored to your organizational needs.

1

IDENTIFY & SCOPE

Identify and document dependencies, risks, potential problems and project activities through customized pre-assessments

2

DESIGN & PLAN

Design a goal-specific roadmap based on your system capabilities and infrastructure deployment with minimal downtime

3

EXECUTE

Ensure error-free installation and integration into your network with a Fast Lane Project Manager and Security Expert

4

KNOWLEDGE TRANSFER

Learn the skills you need to manage your infrastructure with guidance and coaching from our experts through the entire project
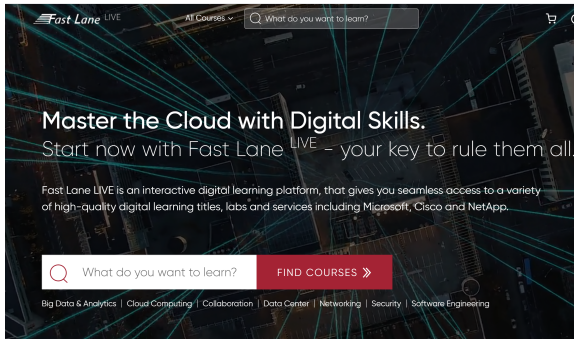
Engage us at any phase. You'll be supported by deep knowledge from:

- Subject Matter Experts
- Implementation Specialists
- Dedicated Project Management

5

POST-IMPLEMENTATION SUPPORT

Work with our experts through scheduled check-ups and continued workshops to guarantee maximum ROI

LEARNING SERVICES

Give your team the right support to grow their skills and productivity. Our Immersion Workshop™ is an exclusive offering that drives accelerated product knowledge and adoption on a micro-focused topic.

Fast Lane LIVE is an interactive digital learning platform that offers job-specific training, scalability, improved organizational performance, and reduced training costs.

BENEFIT FROM INTERACTIVE CONTENT DEVELOPED SPECIFICALLY FOR YOUR TEAM

ONLINE LEARNING AND ELEARNING

INSTRUCTOR-LED TRAINING

CUSTOM LEARNING PROGRAMS

Leverage our range of experts to develop the best outcomes for your team through high-context custom services. Our consultants take a solutions-based approach to addressing your business goals - and research supports the benefits for your team. Fast Lane is a different type of content developer - our deep subject matter expertise helps ensure you get the content right.

EXPERT-FOR-HIRE

Have expert support to guide you through your next project.

Fast Lane's Expert-For-Hire™ fixed offerings include mentored installs, remote labs, and pre-sales support.

Mentored installs provide industry best practices, minimize down time, reduce costs, and increase productivity.

Remote lab rentals offer cost-efficient access to labs that enables you to increase skill development through hands-on practice and test solutions before you buy.

Pre-sales services support educated buying decisions and accelerate product sales, deployment, and adoption.

PROGRAM AND SKILLS TRANSFORMATION

Equip your team with the skills to succeed. Our subject matter experts and consultants can work with you to maximize performance in a wide variety of situations, from sales to infrastructure.

Up-skill or re-skill your current team, or quickly and efficiently onboard new members through a comprehensive program.

Give your sales team the skills to generate new leads and drive revenue growth through our sales enablement progams. Fast Lane's programs build confidence in your sales force and help your team expand existing accounts while building your pipeline and increasing revenue.

TRANSFORMATION SERVICES

We can help as you transform your business. Tap into our expertise for support wherever you are in your transformation campaign.

Engage learners and develop skills your team needs with targeted, custom programs that provide "just-in-time, just-enough, and just for-you" learning solutions.

Explore business ideas through design workshops that investigate common use cases, architectures, technologies, and deployment models. Analyze the market and the main players as well as discussing standardization, risks and security aspects.

Transform your operations. Prepare your team for DevOps or Agile implementation, or increase efficiency with Microsoft's productivity tools.

Our robust list of fixed services addresses some of our clients' most frequent needs and reflects our expertise in the industry. Our fixed services are led by a Fast Lane Subject Matter Expert in the specific solution or technology and supported by the Fast Lane services team of project managers and logistics.

Service Name	Description
Immersion Workshop™	A four-hour workshop focused on a specific topic delivered either virtually or onsite. Can accommodate large audiences, be delivered one time or as a series, and provide hands-on demonstrations if the topic allows. Fast Lane Immersion Workshops can play a significant part in a complete Learning-as-a-Service (LaaS) roll out combined with hosted eLearning and instructor-led training for certification
Platform-as-a-Service (PaaS)	Platform for online training that can be private-labeled and host customer content along with multi-vendor courses, has extensive reporting functionality, can incorporate hands-on labs and provide coaching support to enhance training; eCommerce-enabled if needed; available in 3 tier options
Mentored Install SD-WAN Quickstart Implementation	Have Fast Lane subject matter experts assist in the solution design, implementation execution, test execution, project management, and knowledge transfer for your Cisco SD-WAN solution
DNAC 1, 3, and 5-Day Implementation	Benefit from industry best practices by having a Fast Lane subject matter expert guide the install of your DNA Center appliance, with the option to set up DNA Analytics and Assurance, Identity Services Engine (ISE), and Stealthwatch
ACI 1, 2, 3, and 5-Day	Receive expert support on your ACI installation
Remote Lab Rental	A unique lab environment for Cisco, NetApp, VMware, Microsoft, Gigamon and others. More than 550 high-speed remote labs available world-wide, 24-hours per day with dedicated live support; up to 8,000 students can work simultaneously
Pre-Sales Microsoft AI Solution Readiness POV	Follow-up for any learner, team, or organization after completion of the MS-AI-100 course to immediately validate and practice new skills; can be associated with vertical- or domain-specific offerings
Meraki v Viptela Comparison Seminar	Customized seminar outlining the functionality, capabilities, and value statements of the Cisco Viptela SDWAN and Cisco Meraki solutions; includes discussion and consultant-led demonstrations utilizing Cisco dCloud labs
Cisco SDA POV	Provides technical decision makers with a deep-dive learning experience facilitated by a Fast Lane SME and focused on the Cisco SD-Access value proposition and ROI
Cisco SDA Test Drive	Interactive pre-sales event for technical decision makers that combines structured education with hands-on experience of setting a security policy for various users, provisioning new network devices for inclusion into the SDA fabric, and managing it all via a single interface
Sales Enablement Ultimate DIY Revenue Boosting Sales Training Program	Packaged offering for businesses with existing pipeline and sales practices that will train your salesforce to adopt and practice the 5C's of our proven methodology
Sales Enablement Ultimate Pipeline Accelerator Program	An 8 to 12-week engagement that delivers lead generation growth and pipeline development; includes agent assisted dials, selling skill training, and follow up
Sales Enablement Revenue Driver Program	A 4-hour training workshop for sales professionals that includes insights on booking meetings, building pipeline, driving growth, and sales manager training
Sales Enablement Excel Program	A 4-hour training workshop for sales professionals that offers insights on building pipeline, driving growth, and selling skill training

FAST LANE ACCREDITATIONS

When you choose Fast Lane, you're choosing an accredited, award-winning team. Our consulting and professional services are offered alongside our key vendor training. Fast Lane has strong strategic partnerships and multiple accreditations.

- Cisco Mentored Install Network Training Service Partner (MINT)

- Cisco Learning Business Partner

- Cisco Platinum Learning Partner

- Microsoft Global Gold Learning Partner

- AWS Authorized Training Partner

- Gigamon Authorized Training Partner

- NetApp Authorized Learning Partner

AWARDS

2020 Microsoft Partner of the Year Finalist

2019 Bronze Winner, Annual Horizon Interactive Awards Competition

2019 Silver Winner, Brandon Hall Group Excellence Award

2018 Red Hat Ready Training Partner of the Year

2017 Microsoft Partner of the Year

2017 Cisco Global Learning Partner of the Year

2016-2020 Top 20 IT Training Company named by TrainingIndustry.com

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