

**WSCA Data Communications Equip & OEM Associated Maintenance and  
Training  
Contract AR1464  
3COM Training and Value Add Information**

3Com University connects you to education opportunities at 3Com - all you need to know about 3Com products and solutions, networking technologies, and other related topics.

3Com University's e-Campus gives you plenty of learning options. You can take an online course or download a self-study course whenever and wherever it's convenient. Or, you can sign up to attend an instructor-led class at a specific time and place. It's easy to access course descriptions, as well as schedules, locations, and registration information for classroom sessions. Simply use the Search or Browse tools at the following web site to find courses in the Learning Catalog:

[http://www.3com.com/support/en\\_US/training/index.html](http://www.3com.com/support/en_US/training/index.html)

A list of the 3Com University courses currently available is included in the Supporting Materials section of this proposal.

3Com University also offers certification programs, provides information on special learning events and offers additional learning support tools through the 3Com University Bookstore and the 3Com University Learning Assistant.

3Com University has authorized select companies to deliver additional instructor-led training on 3Com products. 3Com University's partnerships with Authorized Technical Education Centers (ATECs) extend the opportunity to learn about 3Com products and solutions.

Resellers and end-users that need training on currently offered or discontinued products can choose from a selection of region-specific instructor-led courses. Details on courses currently available are included in the Supporting Materials Section of this proposal and on the following web site:

[http://www.3com.com/support/en\\_US/training/courses/atec/americas\\_partners.ht  
ml](http://www.3com.com/support/en_US/training/courses/atec/americas_partners.html)

Customized training at the Buyers location may be arranged through 3Com's Professional Services Group. The cost for this type of training will vary. Any of the Consultants listed in the 3Com Account Representatives Section may be contacted for more details.

## **Value Added Services**

3Com can provide value-added services in all of the WSCA states. These services listed below are typically delivered direct from 3Com with a Statement of Work and may require zone charges for travel depending on the location. Additional value-added services are available from 3Com's authorized WSCA reseller partners.

Examples of 3Com's direct value-added services include:

- Network Integration
  - Project management
  - Third party coordination
  - Installation
  
- Security Consulting
  - Remote security audits
  
  - Full network security analysis
  
- Wireless Consulting
  - Site surveys
  - Wireless networking engineering
  - Building to building wireless bridge installation
  
- Network Management Consulting
  - Network assessments
  - OpenView platform integration, 3Com Network Supervisor implementation, and automation scripting
  
- Customized Training
  - Personalized training courses
  - Installation certification