



Basic Networking And Security Training

All-round knowledge of technology is not only a basic requirement for new and experienced sales people who want to stay up to speed. This course also gives a boost to recent technical graduates who take their first steps into the world of ICT as well as inform administrative personnel such as internal sales and purchasers on the concepts of the IT jargon they face in their jobs on a daily basis.



WHAT CAN YOU LEARN IN THIS TRAINING?

In this training you will learn about the basic concepts of network and security environments.

The trainer provides you with clear answers to the following questions:

- What are the components of a network and what are they used for?
- What's an OSI model, what is a router, firewall, in fact, every common component of a network...
- What are the pitfalls when using Wi-Fi solutions?
- How does mail work and more.

In the security part you will learn about threats and how you can protect your network from them. Additionally, the training focusses on the following questions:

- How do you handle ransomware or protect an e-commerce site?
- How do you manage BYOD?
- Where is the Cloud?
- How does virtualization work?
- Why do we still need backup?

The general voice of this training is commercial. The sales approach will help you reach your targets better through cross-selling and asking the right questions.

With a role playing exercise at the end of the day, the trainee practices the theory in a safe and informal environment.

This training is vendor-neutral and brings you a general market story as an independent technology-based - but not deep technical- training.

Audience

This course is designed for sales, administrative personnel and recent technical graduates who are new to network and security concepts, or who are in need of a refresh training.

SOLUTIONS



- **ELEMENTS OF A NETWORK AND ABBREVIATIONS**
- **INTERCONNECTING NETWORKS**
- **GENERAL WIFI**
- **INTERNET TERMINOLOGY**
- **HOMEWORKING & BYOD**
- **THREATS AND PREVENTION**
- **FUNCTIONALITIES OF A FIREWALL**
- **VIRTUALIZATION**
- **CLOUD**
- **BACKUP & ARCHIVING**
- **ANALYZING AND REPORTING**

PRICING

	List Price
Basic Security/Networking Training	
KD Training Center	€ 650 p.p.
If external location	+ € 100

More info and training dates:
www.kappadata.eu/connect



THE ART OF

IT INFRASTRUCTURE AND SECURITY **DISTRIBUTION**



Prerequisites

There are no requirements for this training.

Objective

After this training you will be able to understand network and security concepts, and answer questions such as:

Agenda

- Basic Networking (MAC & IP addresses, TCP, DHCP, Switching, Cabling, VLAN, ...)
- Connected networks (Routers, WAN vs LAN, VPN, WiFi)
- Internet (WWW, URL, DNS, Translation)
- Homeworking & BYOD (NAC, Radius, MDM, SSL VPN, RDS, VDI, ...)
- Email (Basics, MX, SMTP, POP3, IMAP, Exchange)
- Threats (Malware, Ransomware, C&C, Botnet, Vulnerabilities)
- Prevention (Social Engineering, Sniffing, Typosquatting, Endpoint protection)
- Firewall (IPS, NextGen, SSL, Advanced Threat detection, WAF, Email Security, MITM, ...)
- Virtualization (Hypervisor, vMotion, ...)
- Cloud (Datacenter, Hosting, Housing, *AAS, Azure, AWS)
- Backup & Archiving (Replication, RPO, RTO, Archiving, ...)
- Performance (WAN Link- & Load balancing, QoS, ...)
- Various (MPLS, Hybrid, IoT, PoE, VOIP, ...)
- Analysing and reporting (SNMP, SIEM, ...)

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Methodology

This is a 1 day, classroom based training with both theory and exercises (role-playing).

Practicalities

Lunch is included in the training as well as refreshments.

Trainer

Frédéric Van Walle is Presales Engineer at Kappa Data with more than 20 years of experience in IT, including Networking, Security, Virtualization and Storage. Frédéric has a natural talent to explain complex technical stuff in human language with the right amount of Sales flair.

Evaluation

Evaluation is a continuous process by Kappa Data, so your feedback will be asked during the training. At the end of the training you will also receive a full survey where you can add your feedback.