



Cisco Networking Academy: Maryland Profile

Cisco® Networking Academy® is playing a critical role in the U.S. economic recovery by preparing students for the sustainable jobs that government, education and industry all agree will fuel America's ability to innovate and compete, not just today but in the future. As the focus turns to infrastructure, Networking Academy provides students with critical IT and networking skills to design, build, and maintain the infrastructure highway that both the public and private sector now depend on for sustainability.

The new Obama administration clearly recognizes the importance that technology plays in preparing students to compete in a 21st century global economy. In a speech on January 8, 2009, at Virginia's George Mason University, President Obama highlighted the current science and technology skills gap in the United States and the urgent need to address it:

“To give our children the chance to live out their dreams in a world that’s never been more competitive, we will equip tens of thousands of schools, community colleges, and public universities with 21st century classrooms, labs, and libraries. We’ll provide new computers, new technology, and new training for teachers, so that students in Chicago and Boston can compete with kids in Beijing for the high-tech, high-wage jobs of the future.”

Cisco Networking Academy is a proven model for delivering 21st century learning because it delivers:

- rigorous and interactive curricula licensed at no cost to nonprofit educational institutions
- an e-learning platform that supports different learning styles
- web-based content available to students 24/7
- online assessments
- student performance tracking
- hands-on labs
- instructor training and support

Networking Academy is a unique public-private partnership between educational institutions, national, state and local government, and community-based organizations, currently educating more than 128,000 students in over 2,200 U.S. educational institutions.

As an education solution, Networking Academy encourages seamless educational pathways between secondary and post-secondary institutions by using curricula aligned to national and state education standards for math, language arts, and technology and industry certifications. These courses also help students prepare to pursue degrees related to science, technology, engineering, and math (STEM). Networking Academy courses provide instructors with tools to help students make the connection between their educational experience and their careers. In the United States, academies are located in high schools, technical schools, colleges, universities, and community-based organizations.

Cisco Networking Academy provides:

- IT and networking skills mapped to high-skill, high-demand, high-wage 21st century jobs across virtually every industry
- sustainable partnerships at all levels of education, including community colleges at the forefront of workforce development and retraining

- strong alignment with high school career and technical education programs that build technical skills and create pathways for high school graduates going either directly into the workforce or on to post-secondary education
- the skilled pipeline of talent required to design, build and maintain the infrastructure needed for economic recovery

Included in each state profile are Networking Academy statistics, IT workforce projections, and student/graduate stories. These state-by-state profiles will provide you with important information about the value Cisco brings to government, education and business through delivery of IT/networking skills and knowledge. Cisco Networking Academy educates the architects of today's networked economy.

Profiles are updated annually with core content, and we will continue to add student/graduate profiles. For your convenience, the library of profiles for each state, plus the District of Columbia and the United States as a whole, are accessible at <http://www.cisco.com/go/netacadresourcecenter>.

We welcome your suggestions for future profiles. Please send any questions and feedback to our U.S. Marketing Team via Nancy Bischoff at nbischof@cisco.com.

Learn More

Table 1 lists data about academies in Maryland. Table 2 lists information about Networking Academy curricula in Maryland, and Table 3 shows information by student education level.

For additional information about Cisco Networking Academy, visit <http://www.cisco.com/go/netacad>

Table 1. Cisco Networking Academy in Maryland

Networking Academy students	3304
	19% female
Distinct cumulative academy students (having successfully completed a course)	7714
Academies	54
Academy instructors	88
Total estimated cumulative contribution value to Maryland academies*	\$4,722,958

Sources: AME/MRE FULL Package_10 31 08 Quarterly Metrics Date: Nov 13, 2008

Cumulative students are distinct; therefore, each student is only counted once.

*This estimate includes donations and discounts made to educational institutions implementing Cisco Networking Academy within Maryland.

*Sources: AME/MRE report #3616student and instructor enrollment by year 2008.11.24_JBZ_v8.xls

Table 2. Networking Academy Curricula in Maryland

Curriculum	All	ITE	CCNA 1, 2	CCNA 3, 4	Advanced Technologies and Other*
Number of academies by curriculum	54	59%	80%	43%	11%

The above curricula represent the core Networking Academy curricula.

*Includes CCNP, Security, Wireless, Java, UNIX and Panduit Network Infrastructure Essentials (PNIE)

Academies often teach multiple curricula and may be counted more than once in this table.

Source: AME/MRE rpt #3651 as of 10.31.08 v2 Date: Dec 8, 2008

Table 3. Maryland Academies and Students by Education Level

Education Level	Total Number	Secondary Schools	Community Colleges	Universities	Other
Maryland Students*	3304	73%	26%	1%	0%
Maryland Academies*	54	74%	20%	4%	2%

Sources: AME/MRE FULL Package_10 31 08 Quarterly Metrics Date: Nov 13, 2008

*For academies that self identify as more than one education level, the academies and students in this table are distributed proportionately across the education levels.

Academies represented in "Other" category include the following: community-based organizations, middle schools, the military, nontraditional educational settings, and post-graduate institutions



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Active Cisco Networking Academies in Maryland U.S. Congressional District Database

Data for this report was gathered using the U.S. Congressional District Database. This tool was developed to communicate with congressional representatives about Cisco Networking Academy implementation in their home districts. The database maps actively teaching academies by congressional district or by all districts within a state, providing academy name, city, state, and congressional district. The listing by state is updated annually.

Table 4 lists information about academies in Maryland congressional districts.

Table 4. Networking Academies in Maryland Congressional Districts

Number of Maryland Congressional Districts	Number of Maryland Congressional Districts <u>with</u> Networking Academies	Number of Maryland Congressional Districts <u>without</u> Networking Academies	% Maryland Congressional District Penetration
8	8	0	100%

Academies listed here have taught a class with at least three students, or adopted a new curriculum, within the last twelve months

Source: MRE/Academy Connection, U.S. Congressional District Database Date: October 31, 2008

Active Maryland Cisco Networking Academies by Congressional District

* Indicates Cisco Networking Academy Training Center

Academies listed here have taught a class with at least three students, or adopted a new curriculum, within the last twelve months

Source: MRE/Academy Connection, U.S. Congressional District Database Date: October 31, 2008

Congressional District 1

- *Anne Arundel Community College (Arnold)
- Harford Community College (Bel Air)

Congressional District 2

- 311th Theater Signal Command (Fort Meade)
- BCPS Dulaney High CNA (Timonium)
- BCPS Eastern Technical CNA (Essex)
- BCPS Loch Raven High CNA (Baltimore)
- BCPS Patapsco High SCA (Baltimore)
- BCPS Randallstown High CSA (Randallstown)
- BCPS Sollers Point Tech CNA (Baltimore)
- HCPS Joppatowne High CNA (Joppa)



Congressional District 3

- Anne Arundel County Public Schools (Annapolis)
- BCPS New Town High SCA (Owings Mills)
- Baltimore Polytechnic Institute (Baltimore)
- BCPS Parkville High SCA (Baltimore)
- BCPS Towson High CNA (Towson)
- Center of Applied Technology North (Annapolis)
- Digital Harbor HS (Baltimore)
- North Western High School (Baltimore)
- Towson University (Towson)
- Villa Julie College (Stevenson)

Congressional District 4

- Bishop McNamara High School (Forestville)
- Crossland High School (Temple Hills)
- Dr. Henry A. Wise, Jr. High School (Upper Marlboro)
- Forestville Military Academy (Forestville)
- Suitland high School (Forestville)
- *Prince George's Community College (Largo)

Congressional District 5

- Center of Applied Technology South (Edgewater)
- College of Southern Maryland (La Plata)
- Laurel High School (Laurel)
- North Point High School For Science, Technology (Waldorf)
- St. Mary's County Technical Center (Leonardtown)

Congressional District 6

- Allegany County CTE (Cresaptown)
- Carroll County Career and Technology (Westminster)
- Damascus High School (Damascus)
- Frederick County Career and Technology Center (Frederick)
- Garrett College (Mc Henry)
- Hagerstown Community College (Hagerstown)
- Washington County Technical High School (Hagerstown)

Congressional District 7

- BCPS Milford Mill Academy CNA (Baltimore)
- BCPS Western Tech CNA (Baltimore)
- Carver Vocational-Technical High (Baltimore)
- Community College of Baltimore County At Catonsville (Baltimore)
- Edmondson West Side HS (Baltimore)
- *Howard Community College (Columbia)
- Mergenthaler Voca-Tech (Baltimore)
- Technology Magnet Program (Ellicott City)

Congressional District 8

- MCPS Gaithersburg High SCA (Gaithersburg)
- MCPS - BCC (Bethesda)
- Montgomery College (Rockville)
- *Montgomery County Public Schools (Rockville)
- Northwest HS (GermanTown)
- Quince Orchard High School (North Potomac)
- Springbrook High School (Silver Spring)
- The Wilderness Technology Alliance (Silver Spring)
- Thomas S. Wootton High School (Rockville)



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Cisco Networking Academy: Workforce Development in Maryland

Cisco® Networking Academy® is ready to help U.S. workers learn critical IT and networking skills through academies located in high schools, community colleges, four-year colleges, and nontraditional settings. Developing in-demand technical skills in a timely, focused program enables students to quickly find and retain sustainable, high-paying jobs. Academy courses map to industry certifications and prepare students for technical jobs in a new, improved technical infrastructure across the nation. Even students who complete introductory courses will be prepared to work for companies that depend on a technical infrastructure for business sustainability.

“Obama’s pro-tech agenda could increase the number of technology jobs in the United States by 10 percent, adding about 300,000 high-paying IT positions.” –Katherine McGuire, VP of government relations, Business Software Alliance ¹

“Even with this economic downturn, the jobs outlook in IT for 2009 is better than that of many other industries, since IT is no longer at the peripheral of industries but at the core of their competitive edge, and IT will play a critical role in the infrastructure build out.” –David Foote, CEO of Foote Partners LLC, which analyzes IT wages and hiring data ¹

As the U.S. remains focused on economic recovery throughout 2009, there is a growing emphasis on upgrading the educational infrastructure to deliver the required knowledge and skills to build the needed technical workforce to support and maintain technology infrastructure assets and requirements. Just as the interstate highway investment created millions of construction jobs, which were then followed by maintenance and automotive jobs in the long term, so technology investments will initially create jobs necessary to design and deploy technology infrastructure, and these jobs will be followed by an array of new business opportunities.

“Investments in America’s digital infrastructure will spur significant job creation in the immediate term. An investment of \$40 billion in IT network infrastructure in 2009 will create more than 949,000 U.S. jobs, more than half of which will be in small businesses.” –Technology CEO Council press release ²

Cisco Networking Academy addresses the need for 21st century teaching and learning models that prepare students to move into the pipeline of talent needed to fill these high-skill, high-wage, high-demand careers.

“We will enable students of all ages to learn in 21st century classrooms, labs, and libraries, to help our students compete with any worker in the world.” –American Recovery and Reinvestment Plan press release ³

In a recent report, the Information Technology and Innovation Foundation “finds that investments in America’s digital infrastructure will spur significant job creation in the short run. Specifically, ITIF estimates that an additional investment of \$30 billion in America’s IT network infrastructure in 2009 will create approximately 949,000 U.S. jobs.” ⁴

¹ Computerworld, 1/5/09, *Stimulus could create thousands of IT jobs*, <http://www.computerworld.com/action/article.do?command=viewArticleBasic&articleId=331783>

² Technology CEO Council, Wash. D.C. 1/29/09, http://www.techceocouncil.org/index.php?option=com_content&task=blogsection&id=8&Itemid=159

³ American Recovery and Reinvestment Plan press release, 1/16/09, <http://appropriations.house.gov/pdf/PressSummary01-15-09.pdf>

⁴ ITIF, 1/7/09, *The Digital Road to Recovery: A Stimulus Plan to Create Jobs, Boost Productivity and Revitalize America*, <http://www.itif.org/index.php?id=212>

IT Occupational Data

Table 5 lists information about IT-related occupations in the United States, and Table 6 lists this information for Maryland.

Table 5. Selected IT-Related Occupations in the United States

Occupation	Employment		Employment Change		Average Annual Openings	Occupational Employment as of May 2007*
	2006	2016	Numeric	Percent		
Computer Support Specialists	552,000	624,000	71,000	21.9	24,000	525,570
Computer Systems Analysts	504,000	650,000	146,000	29	28,000	446,440
Network and Computer Systems Administrators	309,000	393,000	83,000	27	15,000	309,660
Network Systems and Data Communications Analysts	262,000	402,000	140,000	53.4	19,000	216,050
Computer and Information Systems Managers	264,000	307,000	43,000	16.4	9,000	264,990

U.S. Department of Labor, Bureau of Labor Statistics, <http://www.projectionscentral.com>, based on data availability as of October 31, 2008

*U.S. Department of Labor, Bureau of Labor Statistics, May 2007 State Occupational Employment and Wage Estimates (US), <http://stat.bls.gov/oes/current/oesrcst.htm>

Table 6. Selected IT-Related Occupations in Maryland

Occupation	Employment		Employment Change		Average Annual Openings	Occupational Employment as of May 2007^
	2006	2016	Numeric	Percent		
Computer Support Specialists	11,870	13,750	1880	16	555	11,660
Computer Systems Analysts	12,465	16,435	3970	31.8	727	11,770
Network and Computer Systems Administrators	9080	12,320	3150	34.7	523	9020
Network Systems and Data Communications Analysts	8990	13,965	4975	55.3	681	7400
Computer and Information Systems Managers	6665	7900	1235	18.5	231	6450

U.S. Department of Labor, Bureau of Labor Statistics, <http://www.projectionscentral.com>, based on data availability as of October 31, 2008

^ U.S. Department of Labor, Bureau of Labor Statistics, May 2007 State Occupational Employment and Wage Estimates (by state), <http://stat.bls.gov/oes/current/oesrcst.htm>



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Maryland Student and Graduate Profile

At age 23, Suzanne Jones has accomplished more than some adults twice her age. When talking about her accomplishments, Suzanne credits her experiences in the Cisco® Networking Academy® as well as her drive to achieve the very best in a career in technology.

In 2001, as a senior in high school, Suzanne had already earned her Cisco Certified Network Associate (CCNA®) certification and was enrolled in the Cisco Certified Network Professional (CCNP®) coursework at Charles County Career and Technology Center (now North Point High School). During that time she also completed an internship at Comcast, a leading cable and Internet provider. After graduating high school, Suzanne joined the United States Air Force Reserves while working in the information technology (IT) field as a network engineer. “The Networking Academy helped me get a head start in my career and I’ve applied the skills I learned on a regular basis,” says Suzanne.

Suzanne’s passion for technology began at an early age. Her father, an electrician, first introduced her to the field of technology and would give her various materials and challenge her to use her imagination to make something functional. In high school she continued to pursue her interest in technology by enrolling in the academy at Charles County Career and Technology Center, which was the first of only seven high schools in the country to offer both the CCNA and CCNP curriculum. Suzanne became the first female junior at the school to pass the CCNA course and earn her certification.

“Suzie is a sharp and capable engineer. She brought a depth of training and experience to Stanley Associates that enabled her to make an immediate impact on our network, and provided a strong foundation for her to develop skills with advanced technologies.”

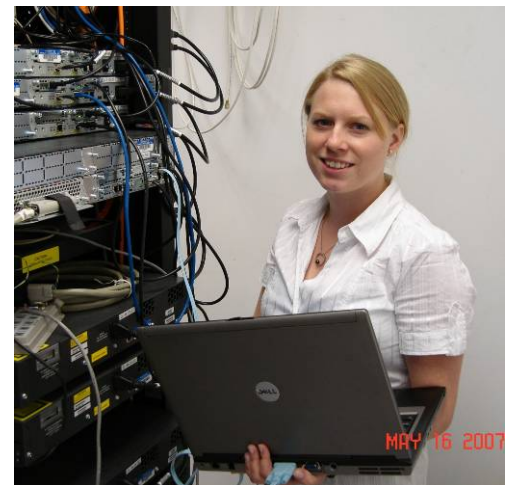
Lee Howard, Director Network Engineering, Stanley Associates

Suzanne shared about her Networking Academy experience: “My instructors always pushed us to excel in the class. I liked how the course material was written and found that the labs allowed us to put into practice what we had learned. Most importantly, the projects we completed were also a great resource for me to look back on when I started my career.”

Today, Suzanne continues to fulfill her career and education plans. She is a network engineer at Stanley Associates, a fast growing, mid-sized government contractor. Her day-to-day duties include supporting basic network operations and troubleshooting, including adding and updating Cisco voice-over-IP phones, Unity, and VPN accounts.

“Suzie is a sharp and capable engineer. She brought a depth of training and experience to Stanley Associates that enabled her to make an immediate impact on our network and provided a strong foundation for her to develop skills with advanced technologies,” commented Lee Howard, Director of Network Engineering at Stanley Associates. “Because of her focus and dedication, she is an outstanding contributor to the network engineering team.”

Suzanne is currently working to develop an internship program at her company to provide work-based learning opportunities to other Networking Academy students. “I feel I gained so much from my experience that I want to give back,” she says.



Suzanne is currently working to develop an internship program at her company to provide work-based learning opportunities to other Networking Academy students. “I feel I gained so much from my experience that I want to give back,” she says.

Suzanne intends to continue breaking new ground, this time in a higher education setting. When Suzanne earns her degree in network and communications management from DeVry University she will be the first in her family to have completed college. In addition, Suzanne plans to complete her CCNP studies and earn her CCNP certification.

For additional information on the Networking Academy at North Point High School, visit:

<http://www.ccboe.com/teachers/gstergar/>

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