

# TOP Business



***Making Knowhow Work!***

**35 years TOP Business GmbH**

## AGENDA

- | Our Story
- | Our Corporate Group
- | Our Vision & Mission
- | Our Scope Of Activities
- | Our Supplier-specific Courses
- | Our IT-Knowhow
- | Our Learning Center
- | Our Customers
- | Our Team

# OUR STORY

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## OUR STORY

### | 35 years ago

- Started 1989 as “Philips Akademie”

### | 30 years ago

- Since 1994, independent training provider

### | 20 years ago

- Since 2004, member of Grundig Akademie Group
- Core staff per 2017: 42 (GAG: 287)
- DIN EN ISO 9001 certification since 1993



# OUR CORPORATE GROUP

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# OUR CORPORATE GROUP

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Freie Gemeinschaftsschule der  
GRUNDIGAKADEMIE



**Sabel**  
Schulen Freital



digicademy  
LERNEN. VERSTEHEN. UMSETZEN



GRUNDIGAKADEMIE



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ÖPNV Akademie GmbH  
Institut für Personennahverkehr



WFA  
WISO-FÜHRUNGSKRÄFTE-  
AKADEMIE

# OUR VISION & MISSION

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## OUR VISION & MISSION

Provide **seamless communication** in vertical, horizontal, and multidimensional collaboration through training.

We give our partners training and education that enables them to communicate and collaborate with people **anywhere in the world**, securely, through any medium and the end device of their choice.

Our partners will be made the **specialist** in his region and will gain the most benefit out of his position.

Knowledge empowers your strength.



# OUR USP's

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## OUR USPs

- | Certified Training for vendors
- | Experienced in insourcing and outsourcing individual training
- | Remote Leader Led Trainings supported by Cloud Technologies
- | Hands-on Leader Led Trainings
- | Experience and capacity for large scale projects
- | Experienced in global training delivery
- | Language competence- English, German, Turkish, Russia
- | Multicultural Training approaches
- | Training delivery at customer's premises
- | Remote-Labs



# OUR SCOPE OF ACTIVITIES

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- | Next Generation Networks (3G - 5G Access, Fixed Access, IP Core, Service Development and Creation)
- | Enterprise Networks (IP-PBX, Contact Centers, UCC Solutions)
- | Information Technologies (Operating Systems, Networking, Applications)
- | Project Management, Technology and Business Consulting

# SUPPLIER SPECIFIC COURSES

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## SUPPLIER SPECIFIC COURSES

- | Operating Systems
  - MS Compact Knowledge for Telecommunication Professionals
  - Cloud Link Technology -> Administration → Advanced
  
- | Courses on fixed Network Technology
  - SDH, ATM, TCP/IP, ISDN, xDSL , MPLS, Ethernet, SIP,
  - PBX, IP-PBX (VoIP Soft Switches)
  - Contact Center & UCC Solutions
  - Virtualization platforms: (VMWare) Broadcom,
  
- | Wireless Access
  - SIP DECT, WLAN
  - Contact Center
  - MiCC Business, MiCC Enterprise, MiCC Open SIP



## SUPPLIER SPECIFIC COURSES – CONT.

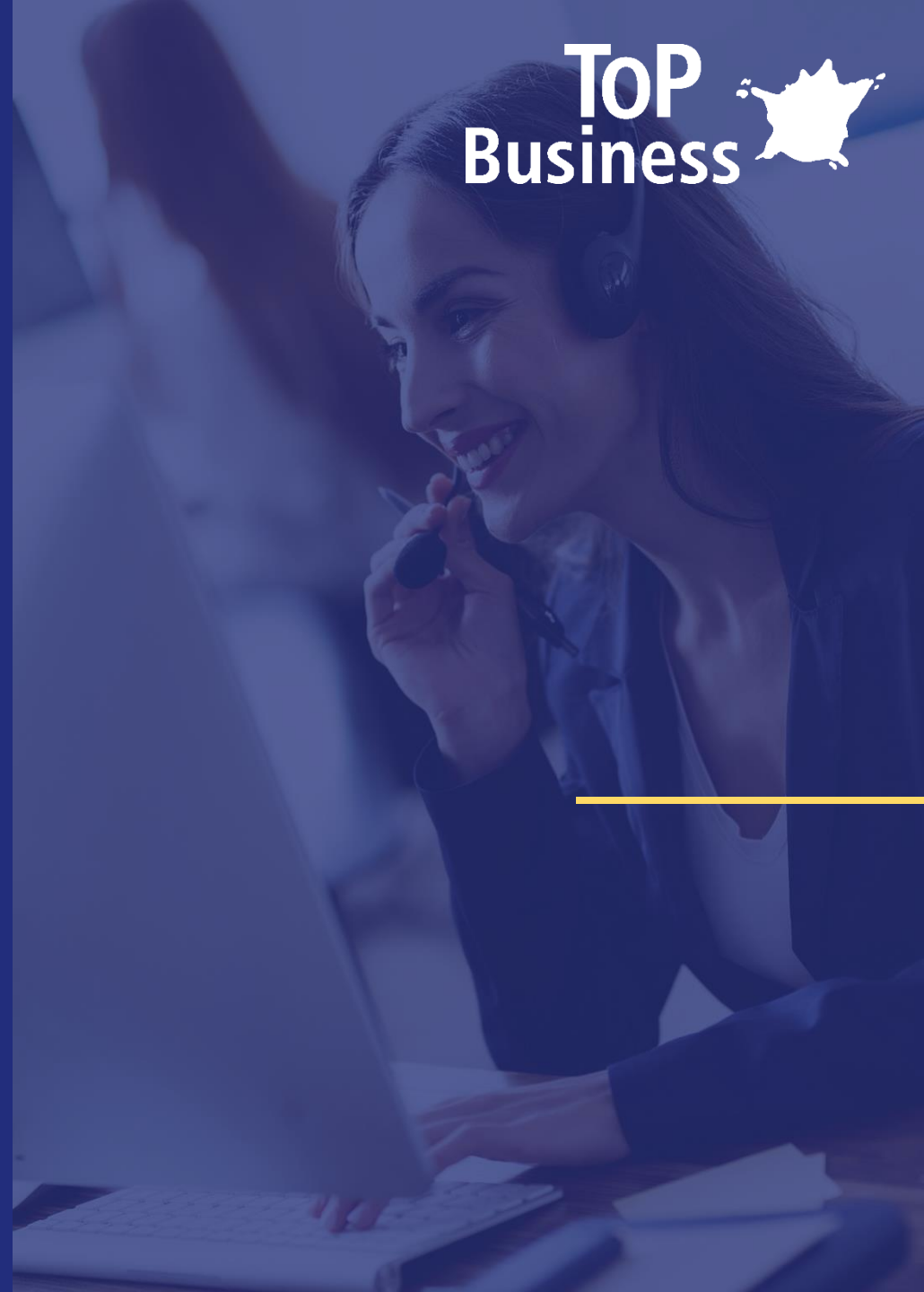
- | TOP trainers are Mitel Certified Trainers
- | TOP re-acts as Sub-contracted Partner
  - Delivery “on behalf” of Mitel Partners





- | TOP pro-acts as Approved Education Partner
  - Active course selling
  - Active consulting for Partners and End Users

  
Powering connections



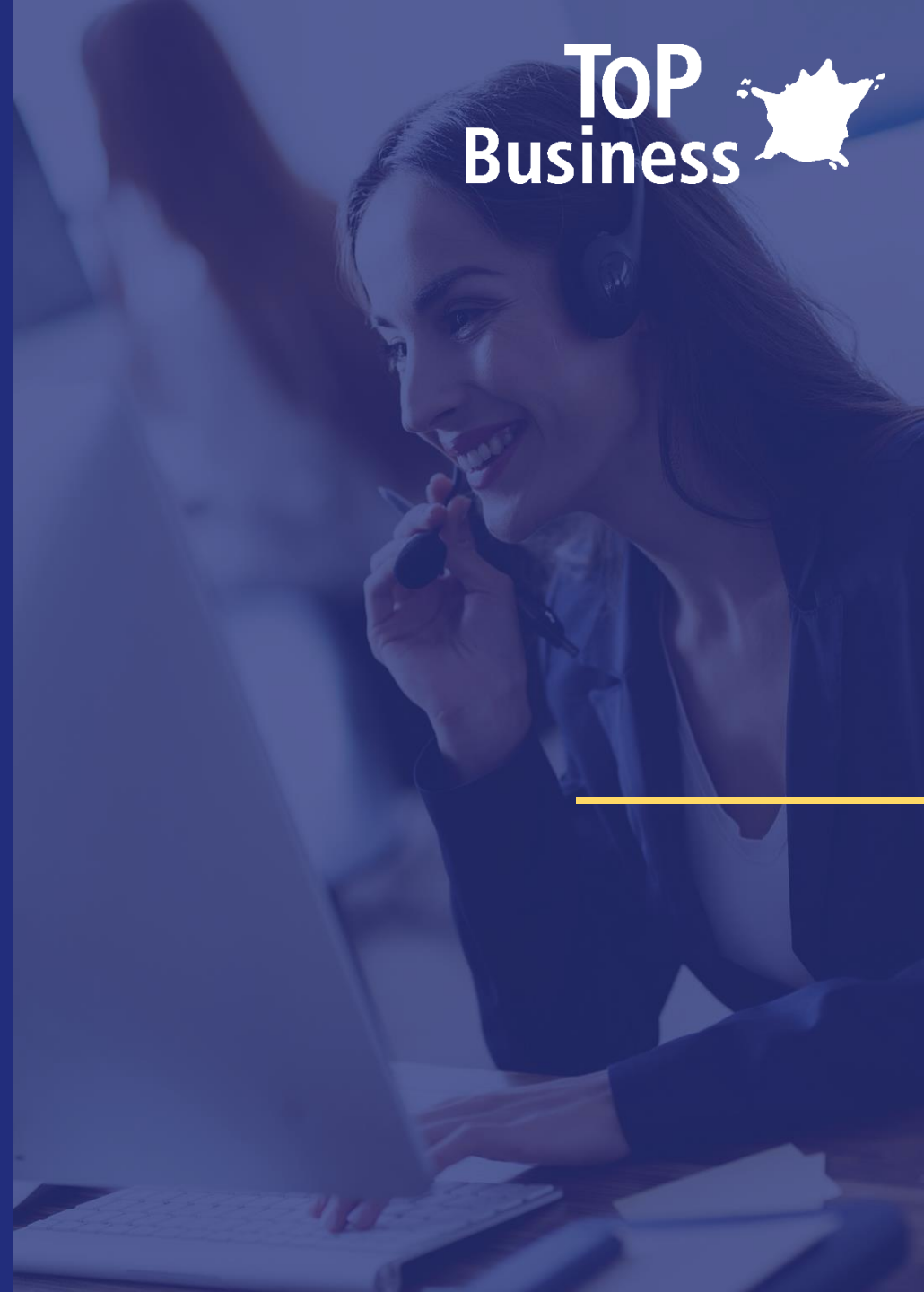
## SUPPLIER SPECIFIC COURSES – ON REQUEST

### | 2 to 5G:

- GSM, GSM-R, GPRS/EDGE, UMTS/HSPA+, IMS, LTE/ LTE Adv./LTE Adv. Pro, 5G

### | Evolution to All-Over IP

- 5G Service delivery
- Road to 5G and LTE, Hotspot 2.0
- LTE Evolution to 5G
- LTE and 5G for System Experts
- LTE and EPS Signaling Protocols and Procedures
- 5G Signaling Protocols and Procedures



## SUPPLIER SPECIFIC COURSES – SPECIALS

- | Troubleshooting (signaling protocols), operation (parameters) and optimization
- | WLAN, SIP DECT
- | IP Microwave, SDH, ATM, TCP/IP, IPv6, MPLS, Metro Ethernet (MEF 3.0), SD-WAN, SDN, NFV, NAS



# IT-KNOWLEDGE FOR TELECOM TECHNICIANS

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## IT-KNOWLEDGE FOR TELECOM TECHNICIANS

- | Qualitymanagement in Softwaredevelopment
  - CTFL / ISTQB® Certification by ISQI
  - CPRE IREB® Certified Prof. for Requirements Engineering
  
- | IT-Project and Processmanagement
  - Certification according PMI®, CAPM®, SCRUM®, PRINCE2®, ITIL®
  
- | OS and Network Administration / Virtualization
  - Client/Server OS; Services;
  - Switching & Routing;
  - Powershell; VMWare® Certification
  
- | IT Security
  - IT security for System Engineers
  - Encryption Technologies
  - IT Risk management
  - Hacker Defense in Practice

# TOP BUSINESS – TELECOMMUNICATION LEARNING CENTER

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## TOP BUSINESS – TELECOMMUNICATION LEARNING CENTER

- | 3 Leader Led Training Rooms
- | 5 Remote Leader Led Cloud Rooms
- | Positioned in the Grundig Academy
- | Training mobile and fixed
- | Communication infrastructure
- | More than 35 years experience
- | Individual Professional Network Trainings
- | Over 200 freelance trainers available

# OUR CUSTOMERS

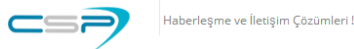
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## OUR CUSTOMERS – GSM/LTE AND PUBLIC FIXED OPERATORS



- | Operation & Maintenance
- | Field Service Staff
- | Network Planning & Optimization Staff
- | Administration IT
- | Sales, Pre-Sales

## OUR CUSTOMERS – Enterprise Network Staff und Mobile, Public Fixed & Enterprise Network infrastructure Suppliers



### Enterprise Network Staff und Mobile, Public Fixed

- Installation & Maintenance
- Administration IT
- Sales, Pre-Sales
- End Users

### Enterprise Network infrastructure Suppliers

- Service & Support Staff
- Installation, Commissioning, Integration, Administration Personnel
- Developers & Production Staff
- Product & Quality Management Personnel
- Sales & Marketing Staff

## OUR TEAM



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## WHAT ELSE SHOULD YOU KNOW ABOUT US?

- | As Grundig Akademie Group, we also offer your company a variety of future-oriented training and further education opportunities:
  - Lean Management & Six Sigma (ASQ)
  - Project Management (GPM / PMI®) & IT Project Management
  - Sustainability Management
  - Leadership & Management Skills
  - Organizational and Team Development
  - Communication & Conflict Management
  - New in the role of leadership

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***Making Knowhow Work!***

**THANK YOU FOR YOUR ATTENTION**