

# Applied Professional Training



# Newsletter

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## APT – Who We Are

Applied Professional Training

We are a CWA represented training vendor; Local 9509 (San Diego, CA), with the following affiliations: DETC, American Council on Education, Electronics Technicians Association, ACES International, Fiber Optics Association, and Federal Communications Commission.

### Corporate Philosophy

Our intent is to design training classes enriched with up-to-date information so that students will achieve success in their corporate and personal goals. Our motto is “If our students achieve success, then APT has achieved success.”

### Educational Philosophy

APT is dedicated to effective, high quality and state-of-the-art technical education that assures all students receive training on industry’s most recent developments.

### Our Instructor Staff

APT selects only the highest qualified industry professionals who understand APT's valued corporate philosophies. Our instructors bring students a combination of on the job experience, formal education, and teaching experience.

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## Broadband-VoIP Certification

Applied Professional Training’s VoIP course exceeds the new ETA (Electronics Technician Association®) certification requirements for Certified Broadband-VoIP Technicians.

Electronics Technician Association (ETA)

This training and certification course has been designed to provide the necessary skills, knowledge and abilities for future telecommunications technicians interested in telco VoIP deployment. Prepare yourselves for the coming jobs centered around Internet Protocol based services over high-speed broadband networks.



As described by their website, since 1978 ETA is a not-for-profit, independent certification and testing organization dedicated to serving the needs and interests of the industry worldwide. APT has joined with ETA to provide a Certification option for our Voice over IP class.

### Why APT Chose ETA's Certification?

With the multitude of courses available today in Convergence Technologies it is often difficult to determine which class is right for you. Simply put, Convergence Technologies is the mixing of different services onto a common communications network. The most common example is the convergence of voice services and data services over Internet Protocol - more commonly called Voice over Internet Protocol or VoIP.

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## **APT Recognition**

APT is recognized, registered, approved and/or certified by the following organizations:

- American Council on Education (ACE)
- California Bureau for Private Postsecondary and Vocational Education (BPPVE)
- Electronics Technicians Association (ETA)
- Association of Communications and Electronics Schools International (ACES Int'l)
- Fiber Optics Association (FOA)
- Federal Communications Commission (FCC)
- Distance Education and Training Council (DETC) Accreditation
- Defense Activity for Non-Traditional Education Support (DANTES) ➤

## Comparing Certifications

What should you look for?

The decision to develop a course of study with certification testing does not come easily. Careful consideration of the training requirements must be made and topic material must be decided upon to meet those requirements. For example, if we offered a Master Mechanic Certificate, it would do no good to provide training on automobiles if the majority of our students were preparing to work on Diesel Tractors. Although automobiles and tractors both require Mechanics, and some of the tools are the same – that is where the similarity ends. Just because the name of a Certificate sounds appropriate, it may not meet the student's needs.

While it would have been very easy to use an “off the shelf” training course designed to prepare for a Certificate, an evaluation of these existing Certificates did not meet the needs of our Telecommunications Industry students. These Certificates are designed to test the skills for LAN Administrator type positions. There is a good explanation for this; VoIP for LANs is an established networking environment while VoIP for the telecommunications industry is just now emerging.

While developing the curriculum for the APT VoIP Course for Telecommunications we included a

number of topics that are significantly different from other “Convergence Technologies” Certificate courses. APT's VoIP Certification course compares to our competitor's VoIP Certification courses as follows:

- **The APT** course focuses on VoIP for the Telecommunications Industry not just LAN based.
- **Our competitors'** course focuses on LAN technology.
- **The APT** course was developed in August of 2004, has been updated three times to keep up with evolving technology and regulatory issues, and is continually updated with today's changes
- **Our competitors' course** is off-the-shelf courses that were last updated in 2002 before Telephone Companies began developing Telecomm VoIP.
- **The APT** course provides training on all Industry Standard protocols including an in-depth discussion on SIP (Session Initiation Protocol). SIP is used in **all** Telco VoIP implementation projects and has supplanted the ITU H.323 protocols as the Global Industry standard of choice.
- **Our competitors'** course also provides training on all standard protocols; however the majority of time is spent learning the H.323 protocols, an older VoIP signaling protocol.
- **The APT** course provides extensive hands on experience using laptop computers, video cameras, headsets and most important – Analog Telephone Adapters (ATA), IP Phones, proxy servers and Gateways.
- **Our competitors'** course is based solely on desktop PCs with external speakers and microphone and provides very little experience with actual broadband IP based services.
- **The APT** course recognizes that most Telecomm employees do not have a background in TCP/IP or extensive Data Communications experience. Therefore APT has included chapters on TCP/IP, Data Communications and an in depth explanation of Packet Switching and the Internet
- **Our competitors'** course assumes the attendee has prior TCP/IP LAN training and Data Communications.

These are just a few examples of what you, the telco employee, should look for when comparing VoIP Certification courses.

## The Value of Certification

The question one can ask: “**How does certification help me?**” The following statements, taken from various sources, will give you an idea of the many reasons and perspectives placed on the value of certification.

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**Getting a job** - "Certification is still the tie-breaker in a tight decision making environment for hiring managers"  
John Cramer, [www.certmag.com](http://www.certmag.com)

**Job Retention** - "We believe employees don't have to be certified to be proficient, but we do think that certification means the employee has gone above and beyond"  
[www.computerworld.com](http://www.computerworld.com)

**Marketability** - "that means, for IT professionals who want or need to switch jobs, up-to-date certifications will be more important than ever"  
[www.eweek.com](http://www.eweek.com)

**Professional Credibility** - "hiring managers see applicants who've spent the time and money it takes to get certified as more credible". "It doesn't mean a person is any smarter, but it means something about their character...that the person is more committed to using their skill to further their career."  
[www.eweek.com](http://www.eweek.com)

**Degree Replacement** - "indicative of the value of certifications is the fact that IT Managers are willing to hire certified workers who don't have traditional degrees."  
[www.computerworld.com](http://www.computerworld.com)

**Increased Salary** - "more than half (53%) of the certificants studied reported they had received a raise within the first year of attaining their primary certification. Of those certificants who received a raise, 74% said their primary certification had a significant impact on their salary increase."  
[The Value of Certifications - www.cisco.com](http://www.cisco.com)

These are just a few example statements that define the value placed on certifications by industry hiring managers. At APT, we offer certifications in Data Cabling, Fiber Optics and Voice over IP. We also offer the FCC General Radiotelephone license. **ALL CERTIFICATIONS ARE PROCTORED IN CLASS!** ➤

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**Call: (800) 431-8488**

**Visit: [www.aptc.com](http://www.aptc.com)**

*for more information about our  
Certificate and Certification programs*

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VoIP and other converged applications have been used for several years in Enterprise LAN implementations. Companies like Cisco, Avaya, Nortel and others, manufacture and sell proprietary convergence products which meet the needs of the corporate LAN. These networks merge phone service, database access and other applications onto an integrated network. Most training and "Convergence Certifications" that are currently available focus on LANs, and offer prerequisite certification before attaining vendor specific certification.

As every telephone company employee knows, LANs bear very little resemblance to the Public Switched Telephone Network of the major telephone companies. The Telephone network is not a LAN! Nor are our customers using the same type of convergence applications required by businesses. LANs do not have to contend with DSL, outside plant, home wiring, service orders, or remote configuration and network troubleshooting. While LAN wiring is well defined under the 568B Commercial Building Standards, the PSTN is undergoing massive changes with the implementation of FTTN (Fiber to the Node), FTTH (Fiber to the Home), FTTP (Fiber to the Prem) and VDSL (Very High Speed DSL). **The "Converging" of satellite services with DSL, and the introduction of IPTV (Internet Television) with Movies on Demand and High-Definition TV Channels, will use the same network as the VoIP service and High Speed Internet service.** Telco competition is defined by Cable Companies and Internet Service Providers - not LAN integration. **Therefore, APT's VoIP course and now ETA's certification focus on this major difference.**

APT knows the difference between generic training or courses designed for LAN Networks and courses designed for the real Telecommunications Industry. APT has developed our VoIP course "in-house" to specifically address the issues of this Industry and Telecommunications Technicians. That is why the APT VoIP course has been adopted by the ETA for Certification! ➤

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# EARN VALUABLE CERTIFICATIONS

## Become a Certified Technician!

[www.aptc.com](http://www.aptc.com) Call Today!

### Broadband-VoIP Technician Certification



Take APT's VoIP course, pass ETA's new certification exam in class and help promote your own future as an IP based services technician. ETA's certification in Broadband VoIP verifies your knowledge and hands-on skills that are required for future telecommunications technician positions.

### Fiber Optics Certification



Validate your knowledge and hands-on skills in fiber applications, such as FTTP and receive College Credits. Be marketable for competitive fiber installation positions.

### Data Cabling Installation



Receive certification in Data Cabling Installation for inside building wiring systems. Stand out among the crowd by proving your inside plant construction knowledge and skills needed for future technician positions.

### ADD; FCC General Radiotelephone Operator License to cap it off!



Receive a LIFETIME radio license from the Federal Communications Commission mailed to your home. Cap off your job qualifications with proven wireless knowledge by obtaining this FCC license; plus receive college credits!

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