Skillsoft Support for NICE – Opportunities and Challenges

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Skillsoft Overview – By the Numbers

- **Content-Focused eLearning and Performance Support Company**

- **20+ Years Providing Content and Technology to Support the Attainment of Critical IT and Business Skills**

- **More than 7000 Clients and 14M Learners World Wide**

- **More than 3M Licensed Public Sector Clients**

  - **Every Branch of the Armed Forces**

  - **Every Cabinet Level Federal Agency**

  - **Most Small and Mid-Size Agencies and DoD Components**

- **Provider of Choice to Government Contracting Community**

- **More than 500 State, Local, and Academic Customers**

- **15+ Year History Helping DoD Meet Technology and IT/Cyber Security Training Needs**

- **More than 3M DoD Course Completions in FY 13**

- **$30M+ Each Year Devoted to Product Development and Refresh**

IT Professional Courseware

Web Design	Internet, Network & Security	Project Effectiveness	IT Business

Adobe Design Tools
- Dreamweaver
- Flash
- Photoshop
- Fireworks
- Illustrator
 	
Scripting Languages
- JavaScript
- XML
- DHTML
- VBscript
	CompTIA
	- Network+ 2012
	- Security+ 2011
	
	Cisco
	- CCNA
	- CCNA Specialization
	  - Security
	  - Voice
	- CCNP
	- CCNP Specialization
	  - Security
	  - Voice
	- CCDA
	
	CISSP
	
	CISA, CISM
	
	Data/Telecomm
		PRINCE2® Foundations
		
		PMI PMP & CAPM PMI-ACP (Agile)
		
		IIBA – Certified Business Analyst Professional
		
		IT Project Management Essentials
		
		Project Management for Non-Project Managers
			ITIL 2011 Foundation
			
			ITIL V3 Intermediate: Operational Support & Analysis
			
			Technical Management Essentials
			
			Writing Skills for Technical Professionals
			
			Customer Service Representative

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IT Professional Courseware

Software Development	OS & Server Technologies	Enterprise Resource Planning	Enterprise Database Systems
Java EE 6	**CompTIA Server+ 2009**	**Oracle E-Business Suite**	**Oracle Database**
Java SE 7	**ComptTIA A+ 2012**	▪ 11i	▪ 10g
Microsoft .NET Development Tools	**CompTIA Network+ 2012**	**SAP Business Objects**	▪ 11g
▪ VB.NET	**Microsoft SharePoint Server**	**SAP R/3**	▪ 9i
▪ C#	▪ 2010		**Microsoft SQL Server**
Generic Languages	▪ 2013 *(coming soon)*		▪ 2008 R2
▪ C	**Microsoft Exchange Server 2010**		▪ 2012
▪ C++	▪ 2010		**Systems and Database Design**
▪ Perl	▪ 2013 *(coming soon)*		
Software Programming Fundamentals	**Windows Server**		
Software Development	▪ 2008		
Software Testing Foundations	▪ 2012 *(coming soon)*		
	Windows 7 & 8		
	Linux & UNIX		

Skillsoft

Books24x7®: 42,300+ Titles and Growing

Books24x7 Core (SkillChoice)	Premium Executive Content	Specialized Collections	Localized Collections
ITPro™ • 12,000+ titles **BusinessPro™** • 9,400+ titles **OfficeEssentials™** • 670+ titles	**ExecSummaries™** • 660+ summaries of best-selling business books **ExecBlueprints™** • 1,150+ articles authored by C-level execs **ManagerSuite™** • ExecSummaries, • ExecBlueprints • BusinessPro	**ITIL®** • 26 Official ITIL curriculum guides **GovEssentials™** • 1,475+ titles **FinancePro™** • 1,600+ titles **AnalystPerspectives™** • 3,950+ reports **EngineeringPro™** • 4,150+ titles **Well-BeingEssentials™** • 1,440+ titles	**German Complete** • 565+ titles **ElementsEssentiels Francais™** • 280+ titles **Books24x7® en Español** • 290+ titles

Live titles as of July 2013

Skillsoft IT & Desktop Videos

- Responding to the market need for shorter, high fidelity, informal content, Skillsoft introduces new collections of performance support oriented videos

- Short videos—3 to 5 minutes—covering many IT and Desktop subjects

- Video assets can be viewed on tablets and other mobile devices

- Perfect complements to our formal courseware offering

- Nearly 1,000 topics covered across Desktop Apps, Design & Media apps, Programming & Web Development, Social Media, Mobile App Development and other hot IT topics such as Security, Virtualization, Cloud, etc.

The On-Going Quest for Alignment to Key Needs

- **The Closer We Can Align our Resources with Critical Client Needs, the More value We Bring**

  - National Initiative for Cyber Education (NICE) Alignment

  - DoD 8570 Certification Support Resource

  - IT 2210 Job Series

  - Support for Continuing Professional Education – CompTIA, ISC2, PMI, others

  - Many Technology Focused Learning Programs

- **Other**

  - OPM ECQ Alignment

  - DoD Civilian Leader Development FrameworkCollege Credit through American Council on Education (ACE)

  - Many Custom Mappings

Skillsoft DoD Presence

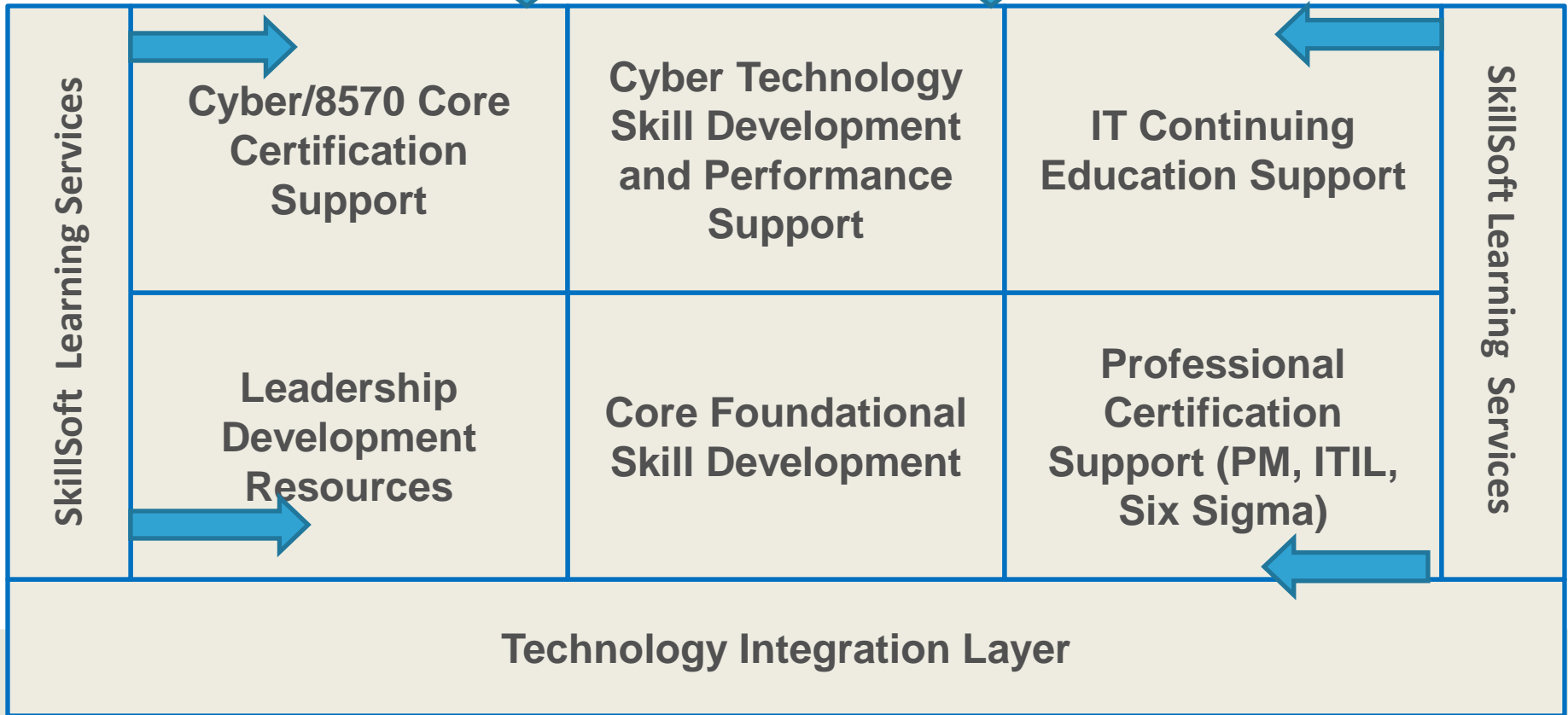| Skillsoft - Department of Defense Customers	Skillport	eLearning Courseware	Digital Referenceware	Leadership Videos	Dedicated Consulting Support
Joint Forces Command	X	X			
US Defense Contract Management Agency (DCMA)	X	X	X	X	
US Defense Finance & Accounting Service (DFAS)	X	X	X	X	
US Defense Logistics Agency (DLA)	X	X	X		
US Defense Threat Reduction Agency (DTRA)	X	X	X		
US Dept of the Army	X	X	X		X
US DoD Washington Headquarters Services (WHS)		X			
US Tricare Management Activity (TMA)	X	X	X	X	
US Navy	X	X			
US Marine Corps		X			
US Defense Acquisition University (DAU)	X	X			
US Air Force	X	X	X		X
US Defense Information Systems Agency (DISA)	X	X	X		
US DoD Inspector General	X	X	X	X	
US Defense Commissary Agency (DeCA)	X	X			
US Missile Defense Agency	X	X	X		
US Transportation Command	X	X			
US Defense Security Service (DSS)	X	X	X	X	

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DoD/SkillSoft Partnership

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New and Updated Content;

New features, etc

Skillsoft Learning Resource Cloud

(video, 1-hr courses, audio books, simulations, mobile content, test prep exams, gaming, mentoring, performance support videos, digitized references, white papers, learning portals, practice, feature-length courses, virtual ILT)

SkillSoft Learning Services				SkillSoft Learning Services
	Cyber/8570 Core Certification Support	**Cyber Technology Skill Development and Performance Support**	**IT Continuing Education Support**	
	Leadership Development Resources	**Core Foundational Skill Development**	**Professional Certification Support (PM, ITIL, Six Sigma)**	

Technology Integration Layer

Skillsoft and The National Initiative for Cyber Education

- **Skillsoft has been tracking NICE since we first became aware of the initiative.**

  - **We have been proactively raising awareness across Federal, State, Local, Commercial, and Academic Customers**

- **Performed a mapping of our courseware, digital books, and performance support resources to the NICE requirements and update this mapping quarterly**

  - **Mapping is done at the "Specialty Area" Level**

- **Worked with DHS to be represented on the NICCS Portal**

- **Continuing to explore how to better align our solutions with the needs of the global cyber workforce**

Discussion Items and Challenges

- **Application of Mappings Across Non-Skillsoft Platforms**

- **How to most effectively leverage non-courseware assets to enhance the learning and on-the job performance**

- **Relevance, Accuracy, and Granularity of the Mappings**
  - Mappings represent Skillsoft's View – Tailoring and Refinement is needed for increased precision and organization-specific relevance
  - Current Mappings at the Course Level – More granular mappings (even KSA level) would be beneficial but require resources and expertise beyond that available at Skillsoft.
  - Granularity also introduces 3rd party integration challenges

- **Building an Internal Business Case for a Cyber Security-Focused Solution**
  - What would this look like to best meet your needs?