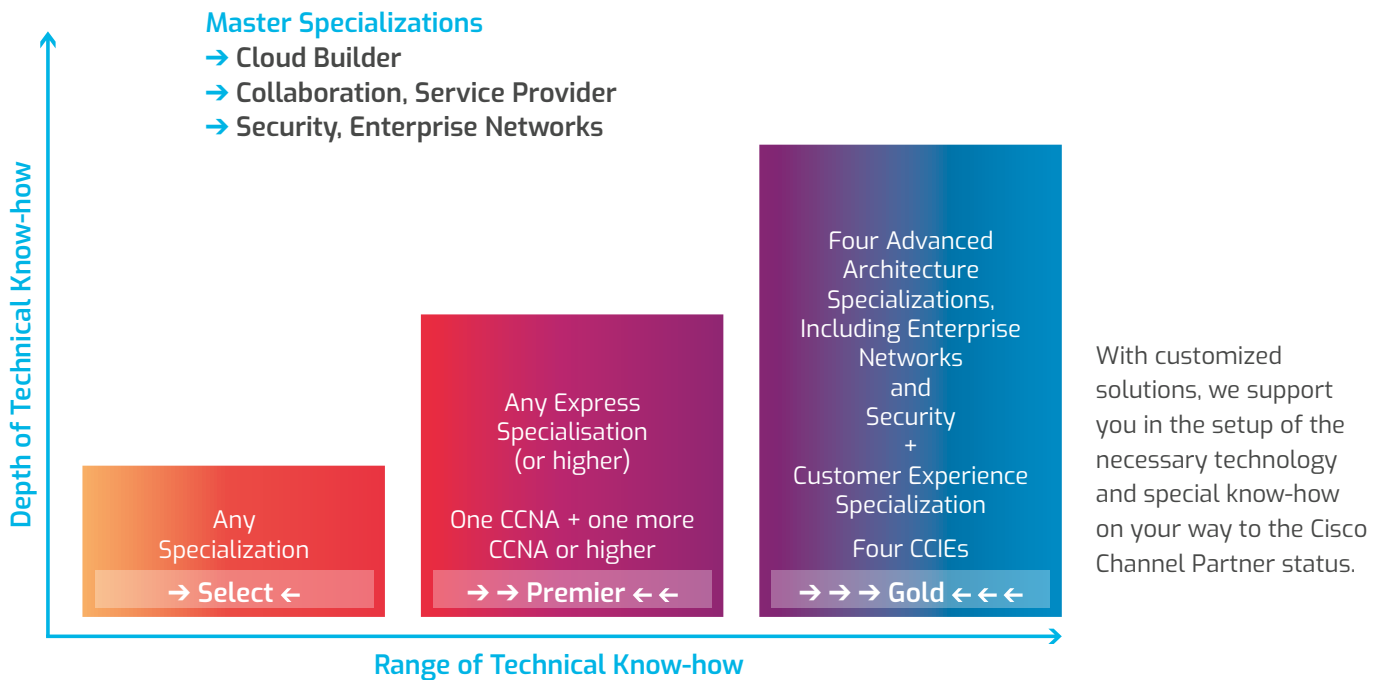




# Channel Partner



### → Partner Certification

Companies can certify as Select, Premier or Gold Partner and, thus, prove the range of their special competence. According to the aspired partner status, candidates have to provide proof of specializations with different know-how levels for a minimum number of qualified persons.

### → Partner Specialization

They mirror the status of the sales, technical or service-based expertise and depth of know-how in a technology. Within the specialization groups, various roles are to be distributed to different employees in the company: Account Manager (AM), System Engineer (SE), and Field Engineer (FE).

### Channel Partner Specialization – Workshops Including Examinations

As an alternative to e-learning, we offer you individual workshops for the purpose of efficient preparation, making the students ready for the examinations in a purposeful manner. The preparation for the examination can be combined with further contents. Frequently, a 1- or 2-day workshop is the optimum solution.

# Channel Partner Specialization (recertification\*)

Role**		Prerequisite	Course/Workshop/E-Learning and Examination	Days***
SMB AM	SMB Account Manager	none	ICS 700-150	WS

## → Specializations

### Data Center

AM	Data Center AM	SMB AM	–	–
SE	Data Center SE	none	DCID 300-610	5

### Networking

AM	Networking AM	SMB AM	–	–
SE	Networking SE	none	OCSE 500-560	EL

### Security

AM	Security AM	SMB AM	ASAEAM 700-760	EL
SE	Security SE	none	ASAESE 700-765	EL

### Small Business Track

SE	Sales Role	SMB AM	–	–
TR	Technical Role	none	SBTO 700-755	EL

## → Advanced & Advanced Architecture

### DevNet

AM	1 Software Sales Lead	DevNet Associate	–	–
SE	2 Software Practitioners	DevNet Professional	–	–
FE	2 Field Practitioners	DevNet Specialist	–	–

### Collaboration Architecture

AM	Collaboration Architecture AM	SMB AM	CASE 700-651	EL
SE	Collaboration Architecture SE	none	CLCOR 350-801	5
FE	Collaboration Architecture FE	none	CLCOR 350-801, CLICA 300-810	5+5
further	Collaboration Servers & Appliances	none	CSA 500-325	EL
further	Cloud Collaboration Solutions	none	CCS 500-301	EL
further	Video Collaboration	none	VII 500-710	5+5

### Enterprise Networks Architecture

AM	Enterprise Networks Architecture AM	SMB AM	–	–
SE	Enterprise Networks Architecture SE	none	ENARSI 300-410, ENSDENG 500-470	5+EL
FE1	Enterprise Networks Architecture FE 1	none	ENSLD 300-420, ENDESIGN 500-490	5+EL
FE2	Enterprise Networks Architecture FE 2	none	ENCOR 350-401, ENWLSI 300-430	5+5
further	Cisco Security Access	none	SISE 300-715	5

### Security Architecture

AM	Security Architecture AM	SMB AM	ASAEAM 700-760	EL
SE	Security Architecture SE	CCNA	SCOR 350-701, ASAESE 700-765	5+EL
FE	Security Architecture FE	none	SCOR 350-701, SNCF 300-710, SISE 300-715	5+5+4

### Data Center Architecture

AM	Data Center Architecture AM	SMB AM	–	–
SE	Data Center Architecture SE	none	DCID 300-610	5
FE1	Data Center Architecture Unified Computing FE 1	none	DCCOR 350-601, DCIT 300-615	5+5
FE2	Data Center Architecture Unified Fabric FE 2	CCNP DC	DCIT 300-615	5

### Service Provider Architecture

AM	Service Provider Architecture AM	SMB AM	–	–
FE1	Service Provider Architecture FE1	CCNP SP	–	–
FE2	Service Provider Architecture FE2	CCNP SP	SPRI 300-510	5

## → Business Practices

The program was completed by means of the Business Practices with the Customer Experience Specialization in order to support customers over the complete life cycle of their solutions.

### Customer Experience

–	Customer Success Manager	none	DTCSM 820-605	3
–	Renewals Manager	none	CRM 700-805	EL

\* A recertification within the Partner Channel Specializations will only be necessary if the contents/examinations change significantly.

\*\* AM = Account Manager, SE = System Engineer, FE = Field Engineer, further qualifications required for specialization.

Please also note the information about Cisco Role Sharing in the Web.

\*\*\* EL = Cisco E-Learning, OD = On-Demand, Workshops on request.