



# Advanced Enterprise Networks Architecture Specialization Requirements

To earn this specialization, partner must meet the role requirements below. In some cases, one person can fill more than one role. See the [Role-Sharing Guidelines](#) (PDF) for details.

To renew this specialization annually, partner must earn 100 continuous learning points, in addition to maintaining the role requirements. For information on available continuous learning trainings, see the [Enterprise Networks Continuous Learning Library](#).

## Role requirements

### Account Manager

Responsible for sales methodology and customer engagement.

Requirements – some of which can also be met by <a href="#">discontinued exams</a>		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these two:	1. <a href="#">Introduction to Cisco Sales exam</a> (700-150 ICS)	\$80	1hr	<a href="#">E-learning</a> <sup>1</sup>	6hr	\$120
	2. <a href="#">Adopting the Cisco Business Architecture Approach exam</a> (810-440 DTBAA)	\$150	1.5hr	<a href="#">E-learning</a> <sup>2</sup>	6hr	\$280
Minimum estimate:		<b>\$80</b>	<b>1hr</b>		6hr	\$120
Maximum estimate:		<b>\$150</b>	<b>1.5hr</b>		6hr	\$280

Training titles: 1: Introduction to Cisco Sales. 2: Adopting the Cisco Business Architecture Approach (DTBAA) v1.0.



## Architecture Systems Engineer

Presales engineer responsible for Enterprise Networks Architecture solution planning and design. Possesses both business and technical skills. Understands customer business needs and issues.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these five:	1. <a href="#">Cisco Certified Design Professional certification</a> (CCDP)					
	2. <a href="#">Cisco Certified Design Expert certification</a> (CCDE)					
	3. <a href="#">CCIE Routing &amp; Switching</a>	\$450	1.5hr	Varies <sup>1</sup>	Varies	Varies
	4. <a href="#">Implementing Cisco Enterprise Advanced Routing and Services exam</a> (300-410 ENARSI)	\$300	1.5hr	<a href="#">Instructor-led</a> <sup>2</sup>	5 days	\$3895
	5. <a href="#">Implementing Cisco SD-WAN Solutions exam</a> (300-415 ENSDWI)	\$300	1.5hr	<a href="#">Instructor-led</a> <sup>3</sup>	5 days	\$3895
And this:	• <a href="#">Cisco Enterprise Networks SDA, SDWAN, and ISE for System Engineers</a> (500-470 ENSDENG)	\$300	1hr	<a href="#">E-learning</a> <sup>4</sup> <a href="#">E-learning</a> <sup>5</sup> <a href="#">E-learning</a> <sup>6</sup>	4hr 4hr 4hr	\$0 \$0 \$0
<b>Minimum estimate:</b>		\$600	2hr		5 days	\$3895
<b>Maximum estimate:</b>		\$1200	2.5hr		15 days	\$16,000

**Training titles:** 1: CCIE Routing and Switching: Cisco Expert-Level Training for CCIE Routing and Switching (Formerly Cisco 360); Implementing Cisco Quality of Service (QoS); Implementing Cisco MPLS (MPLS); IPv6 Fundamentals, Design and Deployment (IP6FD). 2: ENARSI: Implementing Cisco Enterprise Advanced Routing and Services. 3: ENSDWI: Implementing Cisco SD-WAN Solutions (SDWAN300). 4: Software Defined Access 4D On-Demand SE Foundational Training. 5: SD-WAN. 6: ISE 4D On-Demand SE Foundational Training.

## Field Engineer 1

The post sales engineer is responsible for Enterprise Networks Architecture solution implementation and operation.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these three:	1. <a href="#">CCNP Routing &amp; Switching certification</a> achieved before February 23, 2020					
	2. These certification component exams (whether as part of a CCNP-Enterprise certification or not): <ul style="list-style-type: none"> <li>After February 23, 2020 <a href="#">Designing Cisco Enterprise Networks exam</a> (300-420 ENSLD)</li> </ul>	\$300	1.5hr	<a href="#">Instructor-led &amp; virtual trainings</a> <sup>1</sup>	5 days	\$3895
	3. <a href="#">CCIE Routing &amp; Switching certification</a>	\$450	1.5hr	<a href="#">Varies</a>	Varies	Varies
And this:	• <a href="#">Designing Cisco Enterprise Networks exam</a> (500-490 ENDESIGN)	\$300	1hr	<a href="#">E-learning</a> <sup>2</sup> <a href="#">E-learning</a> <sup>3</sup> <a href="#">E-learning</a> <sup>4</sup>	4hr 4hr 4hr	\$0 \$0 \$0
<b>Minimum estimate:</b>		\$600	2hr		5 days	\$3500
<b>Maximum estimate:</b>		\$750	8hr		16,000	\$3895

**Training titles:** 1: Designing Cisco Enterprise Networks (ENSLD). 2: Software Defined Access 4D On-Demand SE Foundational Training. 3: SD-WAN. 4: ISE 4D On-Demand SE Foundational Training.



## Field Engineer 2

The post sales engineer is responsible for Enterprise Networks Architecture solution implementation and operation.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these three:	1. <a href="#">CCNP Wireless</a> certification achieved before February 23, 2020	\$1200	6hr	<a href="#">Instructor-led &amp; virtual trainings<sup>1</sup></a>	Varies	\$3500
	2. <a href="#">CCIE Wireless</a> certification (exam + lab)	\$450 written \$1600 lab	2hr	<a href="#">Instructor-led &amp; virtual trainings</a>	Varies	Varies
	3. These certification component exams (whether as part of a CCNP Enterprise certification or not):					
	<ul style="list-style-type: none"> <li>o <a href="#">Implementing Cisco Enterprise Network Core Technologies</a> exam (350-401 ENCOR)</li> <li>o and <a href="#">Implementing Cisco Enterprise Wireless Networks</a> exam (300-430 ENWLSI)</li> </ul>	\$400	2hr	<a href="#">Instructor-led &amp; virtual trainings</a>	8 days	\$3895
		\$300	1.5hr	<a href="#">Instructor-led &amp; virtual trainings</a>	5 days	\$3895
<b>Minimum estimate:</b>		<b>\$700</b>	<b>2hr</b>		5 days	\$3500
<b>Maximum estimate:</b>		<b>\$2050</b>	<b>6hr</b>		13 days	\$7790

**Training titles:** 1: CCNP Wireless: Designing Cisco Wireless Enterprise Networks (WIDESIGN); Deploying Cisco Wireless Enterprise Networks (WIDEPLOY); Troubleshooting Cisco Wireless Enterprise Networks (WITSHOOT); Securing Cisco Wireless Enterprise Networks (WISECURE).

## Security role

Not allocated to job role. A minimum of one partner must meet this role.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these three:	1. <a href="#">Implementing Cisco Secure Access Solutions</a> exam (300-208 SISAS) achieved before February 23, 2020	\$300	1hr	<a href="#">Instructor-led &amp; E-learning<sup>1</sup></a>	5 days	\$3995
	2. <a href="#">Implementing and Configuring Cisco Identity Services Engine</a> exam (300-715 SISE)	\$300	1hr	<a href="#">Instructor-led<sup>2</sup></a>	5 days	\$3995
	3. <a href="#">Securing Networks with Cisco Firepower</a> exam (300-710 SNCF)	\$300	1hr	<a href="#">Instructor-led &amp; virtual trainings<sup>3</sup></a>	5 days	\$3995
<b>Minimum estimate:</b>		<b>\$300</b>	<b>1hr</b>		5 days	\$3995
<b>Maximum estimate:</b>		<b>\$300</b>	<b>1hr</b>		5 days	\$3995

**Training titles:** 1: SISAS 300-208: Implementing Cisco Secure Access Solutions (SISAS) v1.0. 2: SISE: Implementing and Configuring Cisco Identity Services Engine v3.0. 3: SNCF: Securing Networks with Cisco Firepower Next Generation Firewall (SSNGFW); Securing Networks with Cisco Firepower Next-Generation IPS (SSFIPS).



## Ongoing requirements for renewal

### Continuous learning

Continuous learning is an integral part of maintaining a specialization. 100 continuous learning points are required annually to renew your specialization, in addition to maintaining all role requirements. For more information on available continuous learning trainings, check out the [Enterprise Networks Continuous Learning Library](#).

## Additional considerations

### Country groupings

Can one specialization apply across different countries? Yes, but only within one [country grouping](#).

### Role sharing

Can one person fill more than one role? It depends. See [Role-Sharing Guidelines](#) (PDF - 59 KB).

### Discontinued exams may meet requirements

Exams passed previously but no longer listed as current in [the above tables](#) may still meet requirements, as listed below.

Partner admins can also verify a specific candidate's status against the required job roles in the Program Management and Application (PMA) tool, by going to the Planning tab and viewing planning details.

Role	Requirement	May be met by these discontinued exams
Account Manager	700-150 ICS or 810-440 DTBAA	SBO-401 or SBO-403
Architecture System Engineer	CCDP or CCDE or CCIE Routing and Switching or 300-410 ENARSI or 300-415 ENSDWI and 500-470 ENSDENG	CCIEW, CCNAW, or CCNPW, ENCWE 500-452
Field Engineer 2	CCNP Wireless or CCIE Wireless	WIDESIGN, CCNA W
Security Role	300-208 SISAS or 300-715 SISE or 300-710 SNCF	300-208 SISAS (Last date to test: February 23, 2020)

## Related information

### Exam cost and duration

Information provided for cost and duration is an estimate only and is subject to change. It should be confirmed with the exam or training provider.

### Individual career certification costs and duration

Individual career certification duration and costs are estimates and do not include additional costs associated with achieving any Learning@Cisco career level certification.



## Document revision history

Revision History	Date	Changes
1.0	November 27, 2019	Updated document design. Rearranged and updated all "Role requirements" tables. Added "Document revision history" table.
2.0	December 11, 2019	Updates to Field Engineer 2 and Security role requirements and costs on page 3.
3.0	December 19, 2019	Added to discontinued exams and updated Field Engineer 2.
4.0	January 17, 2020	Updated document design.
5.0	February 6, 2020	Updated newly live links for professional certifications.



**Americas Headquarters**  
Cisco Systems, Inc.  
San Jose, CA

**Asia Pacific Headquarters**  
Cisco Systems (USA) Pte. Ltd.  
Singapore

**Europe Headquarters**  
Cisco Systems International BV Amsterdam,  
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at [www.cisco.com/go/offices](http://www.cisco.com/go/offices).

Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: [www.cisco.com/go/trademarks](http://www.cisco.com/go/trademarks). Third party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)