



# Express Specialization Requirements

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

- [Collaboration Track](#)
- [Data Center Track](#)
- [Networking Track](#)
- [Security Track](#)
- [Service Provider Track](#)
- [Small and Midsize Business \(SMB\) Track](#)

To renew this specialization annually, partner must earn 40 continuous learning points, in addition to maintaining the role requirements. For information on available continuous learning trainings, see the [Express Continuous Learning Library](#).

A few things to note about the Express Specialization:

- Only one track is required, but multiple tracks may be achieved at the same time.
- Only one Express Specialization will be awarded regardless of how many tracks are achieved.
- Additional tracks may be achieved at any time, and they will not affect the anniversary date of your Express Specialization.

**For a limited time**, the 'Introduction to Cisco Sales (700-150 ICS)' exam for Account Managers is worth 20 continuous learning points through January 31, 2020. The continuous learning points are limited at 20 points total for this exam regardless of how many individuals pass the exam. Starting February 1, 2020, the exams will be worth 5 points without point limits.



## Collaboration track

### Account Manager (AM)

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
And one of these two:	1. <a href="#">Cisco Video Sales Essentials exam</a> (700-020 VSE)	\$80	1.5hr	<a href="#">E-learning</a> <sup>3</sup>	3hr	\$0
	2. <a href="#">Cisco Midsize Collaboration Solutions for Account Managers exam</a> (700-105 MCAM)	\$80	1hr	<a href="#">E-learning</a> <sup>4</sup>	2hr	\$0
Minimum estimate:		\$160	2hr		8hr	\$120
Maximum estimate:		\$230	3hr		9hr	\$280

**Training titles:** 1: Introduction to Cisco Sales (ICS). 2: Adopting the Cisco Business Architecture Approach (DTBAA) v1.0. 3: Cisco Video Sales Essentials (VSE). 4: Cisco Midsize Collaboration Solutions for Account Managers (MCAM).

### Engineer

Responsible for presales solution planning and design. Requires both business and technical skills.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these three:	1. <a href="#">Cisco Video Infrastructure Design exam</a> (500-701 VID)	\$300	1.5hr	<a href="#">E-learning</a> <sup>1</sup>	10hr	\$199
	2. <a href="#">Cisco Video Infrastructure Implementation exam</a> (500-710 VII)	\$300	1.5hr	<a href="#">Instructor-led</a> <sup>2</sup>	5 days	\$4,795
	3. <a href="#">Implementing Cisco Collaboration Devices exam</a> (210-060 CIGD) *	\$300	1.5hr	<a href="#">Instructor-led</a> <sup>3</sup>	5 days	\$3,495
Minimum estimate:		\$300	1.5hr		10hr	\$199
Maximum estimate:		\$300	1.5hr		5 days	\$4,795

\* Last Day to test CIGD exam is February 23, 2020

**Training titles:** 1: Cisco Video Infrastructure Design (VID). 2: Cisco Video Infrastructure Implementation (VII). 3: Implementing Cisco Collaboration Devices (CIGD).

## Data Center track

### 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	1hr	<a href="#">E-learning</a> <sup>2</sup>	6hr	\$280
Minimum estimate:		\$80	1hr		6hr	\$120
Maximum estimate:		\$150	1hr		6hr	\$280

**Training titles:** 1: Introduction to Cisco Sales. 2: Adopting the Cisco Business Architecture Approach.



## Systems Engineer (SE)

Presales engineers are responsible for unified fabric technology solution planning and design.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these two:	1. <a href="#">Designing Cisco Data Center Infrastructure</a> exam (300-610 DCID)	\$300	1hr	<a href="#">Instructor-led training</a> <sup>1</sup>	5 days	\$3,795
	2. <a href="#">Designing Cisco Data Center Infrastructure</a> exam (300-160 DCID) Achieved before February 23, 2020	\$300	1hr	<a href="#">E-learning</a> <sup>1</sup> <a href="#">Instructor-led</a>	Self-paced 5 days	\$1,500 \$3,795
Minimum estimate:		\$300	1hr		Varies	\$1,500
Maximum estimate:		\$300	1hr		Varies	\$3,795

Training titles: 1: Designing Cisco Data Center Infrastructure v7.

## Networking track

### 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</a> exam (700-150 ICS)	\$80	1hr	<a href="#">E-learning</a> <sup>1</sup>	6hr	\$120
	2. <a href="#">Adopting the Cisco Business Architecture Approach</a> exam (810-440 DTBAA)	\$150	1hr	<a href="#">E-learning</a> <sup>2</sup>	6hr	\$280
Minimum estimate:		\$80	1hr		6hr	\$120
Maximum estimate:		\$150	1hr		6hr	\$280

Training titles: 1: Introduction to Cisco Sales. 2: Adopting the Cisco Business Architecture Approach.

### Engineer

Responsible for presales solution planning and design. Requires both business and technical skills.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
This one:	• <a href="#">Cisco Networking: On-Premise and Cloud Solutions</a> exam (500-560 OCSE)	\$300	1hr	<a href="#">E-learning</a> <sup>1</sup>	16hr	\$0
Minimum estimate:		\$300	1hr		16hr	\$1,500

Training titles: 1: Cisco Express Specialization – Networking Track Technical Training.



## Security track

### 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</a> exam (700-150 ICS)	\$80	1hr	<a href="#">E-learning</a> <sup>1</sup>	6hr	\$120
	2. <a href="#">Adopting the Cisco Business Architecture Approach</a> exam (810-440 DTBAA)	\$150	1.5hr	<a href="#">E-learning</a> <sup>2</sup>	6hr	\$280
And one of these two:	1. <a href="#">Express Security for Account Managers</a> exam (700-551 ESAM *)	\$80	1.5hr	<a href="#">E-learning</a> <sup>3</sup>	4.5hr	\$0
	2. <a href="#">Security Architecture for Account Managers</a> exam (700-760 ASAEAM)	\$80	1hr	<a href="#">E-learning</a> <sup>4</sup>	4.5hr	\$0
Minimum estimate:		\$160	2hr		8hr	\$120
Maximum estimate:		\$230	3hr		9hr	\$280

**Training titles:** 1: Introduction to Cisco Sales (ICS). 2: Adopting the Cisco Business Architecture Approach (DTBAA) v1.0. 3: Express Specialization Core- Security Track AM. 4: Security Architecture for Account Manager Training.

\* The Express Security for Account Managers exam (ESAM) #700-551 will expire February 28, 2020 and will be replaced by the new Security Architecture for Account Managers (SAAM) #700-760 exam.

The “no retest” rule does not apply. Partners are required to achieve the new exams by February 28, 2020 or partner program anniversary date after February 28, 2020. View the [Program Notification](#) for more details.

### Systems Engineer

Responsible for presale solution planning. The individual must possess both business and technical skills.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these two:	1. <a href="#">Security Architecture for Systems Engineer</a> exam (500-651 SASE †)	\$300	1.5hr	<a href="#">E-learning</a> <sup>1</sup>	9hr	\$120
	2. <a href="#">Security Architecture for Systems Engineers</a> exam (700-765 ASAESE)	\$80	1.5hr	<a href="#">E-learning</a> <sup>1</sup>	9hr	\$280
Minimum estimate:		\$80	1.5hr		9hr	\$120
Maximum estimate:		\$300	1.5hr		9hr	\$280

**Training titles:** 1: Security Architecture for Systems Engineer Training.

† The Security Architecture for Systems Engineers (SASE) #500-651 will expire February 28, 2020 and will be replaced by the new security Architecture for Account Managers (SASE) #700-765 exam.

The “no retest” rule does not apply. Partners are required to achieve the new exams by February 28, 2020 or partner program anniversary date after February 28, 2020. View the [Program Notification](#) for more details.



## Service Provider track

### Sales role

A minimum of one person must meet each role requirement. Role requirements can be met by any individual(s) in the Partner organization.

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

**Training titles:** 1: Introduction to Cisco Sales. 2: Adopting the Cisco Business Architecture Approach.

### Technical role

A minimum of one person must meet each role requirement. Role requirements can be met by any individual(s) in the Partner organization.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these two:	1. <a href="#">CCNP-Service Provider</a> (or higher)	\$800	6hr	<a href="#">Instructor-led training</a> <sup>1</sup>	5 days	Varies
	2. <a href="#">Cisco Service Provider Routing for Field Engineers</a> exam (500-230 CSPRFE)	\$300	1hr	<a href="#">Instructor-led training</a> <sup>2</sup>	2 days	\$3,000
Minimum estimate:		\$300	1hr		4 days	Varies
Maximum estimate:		\$800	6hr		5 days	Varies

**Training titles:** 1: Implementing and Operating Cisco Service Provider Network Core Technologies, Implementing Cisco Service Provider Advanced Routing Solutions (SPRI), Implementing Cisco Service Provider VPN Services (SVPI), Implementing Automation for Cisco Service Provider Solutions (SPAUI). 2: Cisco IOS XR Layer 3 VPN Implementation and Verification (IOSXR301).

## Small and Midsize Business (SMB) track

### Sales role

Responsible for sales methodology and customer engagement.

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

**Training titles:** 1: Introduction to Cisco Sales. 2: Adopting the Cisco Business Architecture Approach.



## Technical role

Responsible for presale solution planning. The individual must possess both business and technical skills.

Requirements		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
<b>This one:</b>	<ul style="list-style-type: none"> <li><a href="#">SMB Product and Positioning Technical Overview exam</a> (700-751 SMBPPTO*)</li> </ul>	\$80	1.5hr	<a href="#">E-learning</a> <sup>1</sup>	7hr	\$0
<b>Minimum estimate:</b>		<b>\$80</b>	<b>1.5hr</b>		<b>7hr</b>	<b>\$0</b>

Training titles: 1: Enterprise Networking, Security, Collaboration and Data Center for the SMB segment.

## Ongoing Requirements for Renewal

### Continuous Learning

Continuous learning is an integral part of maintaining a specialization. 40 continuous learning points are required each time you renew your Express Specialization, in addition to maintaining all role requirements. For more information on available continuous learning trainings, check out the [Express 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.

Track	Role	Requirement	May be met by these discontinued exams
All	Account Manager / Sales	700-150 ICS or 810-440 DTBAA	810-401 OUTCOMES or 810-403 OUTCOMES
Data Center	SE	300-610 DCID	500-901 DCIDUC
Security	AM	700-551 ESAM or 700-760 SAAM	700-260 ASAAM, 700-551 ESAM until February 28, 2020
	SE	500-651 SASE or 700-765 SASE	500-265 ASASE
Networking		500-560 OCSE	500-551 OCSE

## 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 "Discontinued exams may meet requirements" section. Added "Document revision history" table.
1.1	January 10, 2020	Updated ICS Continuous Learning points messaging for consistency. Updated Express Service Provider training options.



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