

Channel Partner Program Announcement



Announcement Date:
July 29, 2011

Announcement: Retirement of Cisco DCNI and DCSN Specializations

Last day for new partners to apply: October 31, 2011
Retirement Date: October 31, 2011
Program End Date: October 31, 2012

Cisco will retire the Cisco Data Center Networking Infrastructure (DCNI) and Cisco Data Center Storage Networking (DCSN) Specializations effective October 31, 2011.

In support of Cisco's architectural strategy, the DCNI and DCSN Specializations will be retired and replaced by new architecture and technology specializations. These new specializations, announced in April 2011 at Cisco's Partner Summit, bring mainstream focus on Cisco data center practices and align them with Cisco's solution-driven vision, building upon the foundation established by DCNI and DCSN.

The Cisco Data Center Architecture (DCA) Specialization represents the greatest level of partner participation in the Cisco data center space, with combined focus on networking, storage, and unified computing solutions and products. It is a requirement for partners seeking the Cisco Gold Certification beginning August 2012 and was designed specifically as the means for DCUC ATP Partners to retain recognition for their expertise while reducing their investment requirements.

The Cisco Unified Fabric Technology (UFT) Specialization supports data center networking and storage technologies together as an integrated solution. This specialization offers partners a participation choice in the Cisco Channel Partner Program with focus on these specific areas but without the need for Gold Certification. Requirements are built upon those previously seen in the DCNI and DCSN Specializations to maximize previous partner investment.

The Cisco Unified Computing Technology (UCT) Specialization provides a server-focused engagement option for partners operating in that marketplace that do not require a Gold Certification. It uses requirements previously seen in the DCUC ATP Program to maximize previous partner investment.

All existing approved Cisco DCNI and/or DCSN Specialized Partners will maintain their designation in the [Partner Locator](#) until their anniversary date or program end date of October 31, 2012, whichever comes first.

Partners wishing to obtain or renew a Gold Certification after August 2012 will need to hold the DCA Specialization specifically, along with other requirements.

If you require further details, please visit the [specializations website](#), or contact your partner account manager (PAM).