



Advanced Data Center Networking Infrastructure Specialization



June 2008

<http://www.cisco.com/go/dcni>

Data Center Developments: 2008

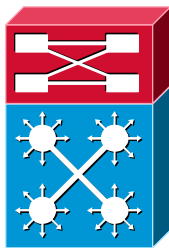
- Cisco Nexus™ family of switches(flagship data center products)
- Growing importance of application services in the data center
- First time ever: new financial incentives for channel partners to earn data center specialization



A DCNI Product Portfolio

Specialization Enhancements

Original DCNI Specialization:



Cisco® Catalyst® 6000

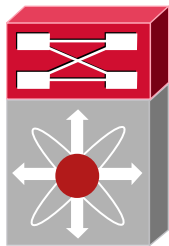
Cisco Catalyst 4948

Cisco Catalyst 6500 Series Firewall Services Module (FSM)

Cisco Catalyst 6500 Series Intrusion Detection Module (IDM)

Network Access Module (NAM)

Additions:

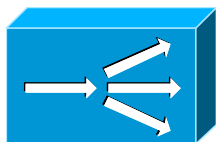


Cisco Nexus 5000 and 7000 Switches

Cisco ACE Application Control Engine Appliance

Cisco ACE Service Module (ASM)

Cisco ACE GSS 4400 Series Global Site Selector (GSS) Appliances



Cisco Application Networking Manager (ANM)

Cisco Qualified Specialists: Expanding From Six to Seven

	Existing Cisco Qualified Specialists (Total: Six)	Revised Cisco Qualified Specialists (Total: Seven)	
Networking Infrastructure	Data Center Networking Infrastructure Design Specialist	No Change (Exam Updates Only)	Expanded to Include New Cisco Nexus Products
	Data Center Networking Infrastructure Support Specialist	No Change (Exam Updates Only)	
Storage Networking	Data Center Storage Networking Design Specialist	No Change (Exam Updates Only)	
	Data Center Storage Networking Support Specialist	No Change (Exam Updates Only)	
Sales	Data Center Networking Sales Specialist	Data Center Networking Sales Specialist	Two Combined into One
	Data Center Storage Networking Sales Specialist		
Application Services	Applications Services Topics Expanded, Broken Out into Separate Exams	Data Center Applications Services Design Specialist (for New Exam)	
		Data Center Applications Services Support Specialist (for New Exam)	

Advanced Data Center Networking Infrastructure Specialization

Cost to Partner

Role	Training and Exam Hours	Course Cost	Exam Cost**
Account Manager (AM)	7 (e-Learning)	0	\$80
System Engineer (SE)	41	\$2,750	\$150
Field Engineer (FE)	74	\$4,950	\$300
Data Center Applications Design Specialist*	41	\$2,750	\$150
Data Center Applications Support Specialist*	41	\$2,750	\$150
Subtotal	204	\$13,200	\$830
Total Cost to Partners			\$14,030

*Can be filled by anyone in the partner company; 35 individuals to complete specialization

**Costs subject to change without notice

Advanced Data Center Networking Infrastructure Specialization

Cost to Partner (Detailed)

Position	Cisco Qualified Specialist	Prerequisite	Course Title	Exam Title	Total Hours Course + Exams	Course and Exam Costs**
Account Manager (AM)	Cisco Data Center Networking Sales Specialist	CSE	Selling Cisco Data Center Networking Solutions	646-976 DCNS	7.0 (e-Learning)	\$80
System Engineer (SE)	Cisco Data Center Networking Infrastructure Design Specialist	CCDA®	Designing Cisco Data Center Networking Infrastructure	642-971 DCNID	41.0	\$2,900
Field Engineer (FE)	Cisco Data Center Networking Infrastructure Support Specialist	CCNP®	Implementing Cisco Data Center Networking Infrastructure 1 (DCNI-1)	642-973 DCNIS-1	41.00	\$2,900
			Implementing Cisco Data Center Networking Infrastructure 2 (DCNI-2)	642-974 DCNIS-2	33.00	\$2,350
DCAS Design Specialist*	Cisco Data Center Application Services Design Specialist	CCDA	Designing Cisco Data Center Application Services	642-972 DCASD	41.0	\$2,900
DCAS Support Specialist*	Cisco Data Center Application Services Support Specialist	CCNA®	Implementing Cisco Data Center Application Services	642-975 DCASI	41.0	\$2,900
Totals					204.0	\$14,030

*Can be filled by anyone in the partner company; 3–5 individuals to complete specialization

**Costs subject to change without notice

Advanced Data Center Storage Networking Specialization

Cost to Partner (Detailed)

Position	Cisco Qualified Specialist	Prerequisite	Course Title	Exam Title	Total Hours Course + Exams	Course and Exam Costs**
Account Manager (AM)*	Cisco Data Center Networking Sales Specialist	CSE	Selling Cisco Data Center Networking Infrastructure Solution	646-976 DCNS	7.0 (e-Learning)	\$80
System Engineer (SE)*	Cisco Data Center Storage Networking Design Specialist	None	Designing Cisco Data Storage Networking Infrastructure	642-355 CSSDS	17.0	\$1,250
Field Engineer (FE)*	Cisco Data Center Storage Networking Support Specialist	None	Implementing Cisco Storage Network Solutions (ICSNS)		40.00	
			Implementing Cisco Advanced Storage Network Solutions (IASNS)	642-356 CSSS	41.00	\$2,900
Totals					95.0	\$4230

*Can be filled by a minimum of three individuals

**Costs subject to change without notice

Specialization Role-Sharing Rule*

- One AM can hold **other AM roles** across four specializations
- One FE can hold **other FE roles** across two specializations
- One SE can hold **other SE roles** across two specializations

*This rule applies to Express and Advanced Specializations

A DCNI Specialization

Role-Sharing Example

Role	Three Individuals	Five Individuals
Account Manager (AM)	John	John
System Engineer (SE)	Eileen*	Eileen
Field Engineer (FE)	Greg	Greg
Data Center Applications Design Specialist	Eileen*	Karl
Data Center Applications Support Specialist	Eileen*	Nigel

*Eileen can fill the SE role in any other advanced specialization, and she can also fill one or multiple Cisco Qualified Specializations in Advanced DCNI; the Cisco Qualified Specializations are not subject to the role-sharing rules that apply to AM, SE and FE

