



Data Center Storage Networking Specialization



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

Data Center Storage Networking Updates

DCSN Specialization Portfolio --

- MDS 9500 Director Switches
- MDS 9100 & 9200 Fabric Switches
- MDS Blade Switches (HP & IBM)
- NX-OS (MDS & Nexus portfolios)

Key Benefits --

- MDS back-end rebates regardless of source (EMC, IBM, HP, Cisco, etc.) See details at: www.cisco.com/go/dcadvantage
- DCSN & DCNI specializations both required for partners to qualify to sell Cisco Unified Computing System (UCS)
- Direct access 9100 & 9200 Fabric Switches
- Direct access 9500 Director Switches (exception required)



DCSN Specialization Free Online Training

Position	Cisco Qualified Specialist	Prerequisite	Course Title	Exam Title	Total E-Learning Hours	Exam Costs**
Account Manager (AM)*	Cisco DCSN Sales Specialist	CSE	Selling Cisco Data Center Networking Infrastructure Solution(changing version August 15,'09)	646-985 DCNS replaces 646-976 on August 15, '09	11.0	\$80
System Engineer (SE)*	Cisco DCSN Design Specialist	None	Designing Cisco Data Storage Networking Infrastructure	642-357 DCSNS	14.0	\$150
Field Engineer (FE)*	Cisco DCSN Support Specialist	None	Implementing Cisco Storage Network Solutions (ICSNS)	642-359 ICSNS	17.0	\$150
			Implementing Cisco Advanced Storage Network Solutions (IASNS)	642-359 ICSNS	14.00	\$0
Totals				FREE	56	\$380

* Can be filled by a minimum of three individuals

** Exam Costs subject to change without notice

Specialization Role-Sharing Rule*

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



*** This rule applies to Express and Advanced Specializations**

Partner Instructions

- Partners should go to see the requirements for the DCSN specialization at:
[http://www.cisco.com/web/partners/program/specializations/d
atacenter/dcsn/requirements.html](http://www.cisco.com/web/partners/program/specializations/datacenter/dcsn/requirements.html)
- The left navigation button “Requirements” will take partner to role requirements.
- From there partner will enter PEC and see the links on learning maps to courses and exams that they need to take for each job role to qualify for the specialization.

