

Cisco Express Security Specialization (ESS)



Express Security Specialization

An entry point into the Cisco® security specializations, our new, flexible program allows you to get your security business going faster. With three modules—next-generation firewall, web security, and email security—the Cisco Express Security Specialization (ESS) allows you to focus on your security business needs. Once you have completed one or more of the modules, you will be positioned as a Cisco Express Security Specialized Partner. With the ESS, you can sell the security technologies that will help you help your customers with their security concerns.

Partners Best Suited for ESS

The Cisco ESS is for new or existing Cisco partners focused on the security space. All you need to do is have the account manager (AM) and systems engineer (SE) complete the technology training for one of the modules to gain core foundational skills to sell Cisco Security. Once you have completed one of the modules, you can always go on to complete the other two as you continue to advance within the Cisco security specializations.

ESS Modules

1. Express Security Specialization – Next-Generation

Firewall module: Provides training that will enable you to sell the industry's most deployed stateful inspection firewall with comprehensive, next-generation security services such as Web Security Essentials, Application Visibility and Control, and Intrusion Prevention System (IPS).

2. Express Security Specialization – Web module:

Provides training in selling, designing, and installing Cisco web security solutions. These solutions provide multiple deployment options and integrate easily into data centers, networks, or branch offices.

3. Express Security Specialization – Email module:

Designed for partners wanting to resell Cisco's industry-leading email security solutions, which offer high-availability email protection against the constant, dynamic, rapidly changing threats affecting email today.

Benefits of ESS

Partners completing one or more of the ESS modules are eligible to become a Cisco Select Certified Partner, and receive the following benefits:

- Spending less time and money for training
- Reduced incremental cost for attaining additional Express-level specializations
- Get access to more incentives and promotions, such as:
 - Cisco Opportunity Incentive Program (OIP)
 - Cisco Teaming Incentive Program (TIP)
 - Cisco Solution Incentive Program (SIP)
 - Cisco Value Incentive Program (VIP)
- Recognition in Cisco Partner Locator
- Eligibility to sell Cisco Smart Care Service
- Cisco Certified Partner kit with sales tools, logos, guidelines, and information



Why Cisco Express Security Specialization?

With trends in the industry toward bring-your-own-device (BYOD) and cloud-based applications, the market is expected to expand even further, with security representing a significant concern for the enterprise. The Cisco Security portfolio encompasses a wide range of network and content security technology products, with a US\$12.9B market opportunity. The market is currently growing at a 7 percent compound annual growth rate, with Cisco addressing 88 percent of the broader security market.

For More Information

Visit www.cisco.com/go/expresssecurity