



# Express Specialization Requirements

The Express Specialization consists of six tracks. You can achieve Express Specialization by completing any one of these tracks:

- Collaboration Express Track
- Data Center Express Track
- Networking Express Track
- Security Express Track
- Service Provider Express Track
- Video Express Track

Express Specialization uses a new flexible application process. 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.

## Collaboration Express Track

### Account Manager

Responsible for sales methodology and customer engagement.

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 Hour
Cisco Midsize Collaboration Solutions for Account Managers (#700-105 MCAM)	<a href="#">Exam (online)</a>	\$80	1 hour
<b>Recommended Training</b>			
Selling Business Outcomes	<a href="#">E-Learning</a>	\$0	6 hours
Cisco Midsize Collaboration Solutions for Account Managers	<a href="#">E-learning</a>	\$0	2 hours
<b>Total</b>		<b>\$230</b>	<b>10 hours</b>

### System Engineer

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

Requirement	Format	Cost (USD)	Duration
Implementing Cisco Collaboration Devices (#210-060 CICD)	<a href="#">Exam (Proctored)</a>	\$300	1.5 hours
<b>Recommended Training</b>			
Implementing Cisco Collaboration Devices (CICD) v1.0	<a href="#">Instructor-Led</a>	\$3,495	40 hours
<b>Total**</b>		<b>\$3,795</b>	<b>41.5 hours</b>

## Data Center Express Track

### Account Manager

Responsible for sales methodology and customer engagement

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 hour
<b>Recommended Training</b>			
Selling Business Outcomes	<a href="#">E-Learning</a>	\$0	6 hours
<b>Total</b>		<b>\$150</b>	<b>7 hours</b>

### Systems Engineer

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

Requirement	Format	Cost (USD)	Duration
Designing Cisco Data Center Unified Computing Infrastructure (DCIDUC, #500-901) or (DCID, #300-175)	<a href="#">Exam</a>	\$250	1 hour
<b>Recommended Training</b>			
Designing Cisco Data Center Unified Computing Infrastructure (DCIUC) or (DCID)	<a href="#">Instructor-Led v5</a>	\$3,795	40 hours
<b>Total</b>		<b>\$4,045</b>	<b>41 hours</b>

## Networking Express Track

### Account Manager

Responsible for sales methodology and customer engagement.

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 hour
<b>Recommended Training</b>			
Selling Business Outcomes Training	<a href="#">E-learning</a>	\$0	6 hours
<b>Total</b>		<b>\$150</b>	<b>7 hours</b>

### Engineer

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

Requirement	Format	Cost (USD)	Duration
Cisco Networking: On-Premise and Cloud Solutions (#500-551)	<a href="#">Proctored Exam</a>	\$ 80	1 hour
<b>Recommended Training</b>			
Cisco Networking: On-Premise and Cloud Solutions	<a href="#">E-learning</a>	TBD	10 hours
<b>Total</b>		<b>\$ TBD</b>	<b>11 Hours</b>

## Security Express Track

### Account Manager

Responsible for sales methodology and customer engagement.

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 Hour
Express Security for Account Managers (ESAM) #700-551	<a href="#">Exam</a>	\$80	1 hour
<b>Recommended Training</b>			
Selling Business Outcomes	<a href="#">E-Learning</a>	\$0	6 hours
Express Security Account Manager Training	<a href="#">E-learning</a>	\$0	1.5 hours
<b>Total</b>		<b>\$230</b>	<b>9.5 hours</b>

### Systems Engineer

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

Pre-Requisite (optional)	Format	Cost (USD)	Duration
CCNA – Security*	-	-	-
Requirement	Format	Cost (USD)	Duration
Security Architecture for Systems Engineer (SASE) #500-651	<a href="#">Exam</a>	\$250	1 hour
<b>Recommended Training</b>			
Express Security Systems Engineer Training	<a href="#">E-learning</a>	-	4 hours
<b>Total</b>		<b>\$250</b>	<b>5 hours</b>

\*will be required starting June 1, 2018

## Service Provider Express Track

Requirements can be met by any individual in the Partner organization:

Requirement	Format	Cost	Duration
CCNP-SP or higher OR Cisco Service Provider Routing Field Engineer Exam (#500-230)	<a href="#">Exam</a>	\$800	6 hours
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 Hour

Recommended Training	Format	Cost	Duration
Cisco Service Provider Routing Field Engineer Trainings	<a href="#">Instructor Led</a> <a href="#">Instructor Led</a>	\$3000	24 hours
Selling Business Outcomes	<a href="#">E-Learning</a>	\$0	6 hours

**\*\*NOTE:** The Cisco Express Service Provider specialization does not require individuals to fill the traditional Account Manager, Systems Engineer, and Field Engineer roles. The new single role requirement can be met by any individual in the Partner organization. Filling the role requirement for this specialization will not count against role sharing restrictions in any other specializations.\*\*

## Express Video Track

### Account Manager

Responsible for sales methodology and customer engagement.

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 Hour
Cisco Video Sales Essentials (#700-020 VSE)	<a href="#">Exam (online)</a>	\$80	1.5 hour
<b>Recommended Training</b>			
Selling Business Outcomes	<a href="#">E-Learning</a>	\$0	6 hours
Cisco Video Sales Essentials (VSE)	<a href="#">E-learning</a>	\$0	3 hours
<b>Total</b>		<b>\$230</b>	<b>11.5 hours</b>

### Engineer

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

Requirement	Format	Cost (USD)	Duration
Cisco Video Infrastructure Design exam (#500-701 VID)	<a href="#">Exam (online)</a>	\$300**	1.5 hours
<b>Recommended Training</b>			
Cisco Video Infrastructure Design (VID)	<a href="#">E-learning</a>	\$199**	10 hours
<b>Total**</b>		<b>\$499</b>	<b>11.5 hours</b>

\*\* There is an optional 'Bundle' Price for VID (Exam + Training) for \$399.

## Renewal

In addition to the above requirements, in order to renew your specialization, 40 continuous learning points will also be required.

For more information on what continuous learning trainings are currently available, check out the [PMA tool](#).



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