# Advanced Collaboration Architecture Specialization Requirements

Role-Sharing Guidelines (PDF - 55 MB)

For country requirements, learn more about country groupings.

## Account Manager (AM)

Responsible for sales methodology and customer engagement.

| Requirement | Format | Cost (USD) | Duration |
|---|---|---|---|
| **Introduction to Cisco Sales exam (#700-150) OR** | Exam | $80 | 1 hour |
| **Adopting the Cisco Business Architecture Approach (810- 440)** | Exam | $150 | 1.5 hours |
| **Cisco Collaboration Architecture Sales Essentials (CASE, #700-651)** | Exam | $80 | 1 hour |
| **Recommended Training** | | | |
| **Introduction to Cisco Sales (ICS) OR** | E-learning | $120 | 6 hours |
| **Adopting the Cisco Business Architecture Approach (DTBAA) v1.0** | E-learning | $280 | 6 hours |
| **Cisco Collaboration Architecture Sales Essentials (CASE)** | E-learning | $0 | 3 hours |
| **Total** | | **$160 – $510** | **2–11.5 hours** |

## Architecture systems engineer

The presales engineer is responsible for Collaboration Architecture solution planning and design. This individual possesses both business and technical skills, and understands customer business needs and issues, business process, and transformation.

| Requirement | Format | Cost (USD) | Duration |
|---|---|---|---|
| **CCDA or CCDP or CCDE or CCNA Collaboration or CCIE-Voice or CCIE Collaboration** | Exam | $654 | 1.5 hours |
| **Total** | | **$654** | **1.5 hours** |

## Field engineer

The post-sales engineer is responsible for Collaboration Architecture solution implementation and operation.

| Requirement | Format | Cost (USD) | Duration |
|---|---|---|---|
| **CCNP Voice or CCNP Collaboration or CCIE Voice or CCIE Collaboration** | Exam | $1,250 | 7 hours |
| **Total** | | **$1,250** | **7 hours** |

## Requirements not allocated to job roles: Total 4 requirements

| #1. Contact Center Role | Format | Cost (USD) | Duration |
|---|---|---|---|
| Deploying Cisco Unified Contact Center Express (UCCXD, #500-052) or Unified Communications Contact Center Express Implementation (UCCXD, #500-051) | Exam | $300 | 1.25 hours |
| **Recommended Training** | | | |
| Deploying Cisco Unified Contact Center Express (UCCXD) v 6.0 | Instructor-led | $3,295 | 40 hours |
| **Total** | | **$3,545** | **41.25 hours** |

| #2. Video Collaboration Role | Format | Cost (USD) | Duration |
|---|---|---|---|
| **Choose one from the five options below:** | | | |
| Implementing Cisco Video Network Devices (VIVND, #200-001) (Last date to test is September 17, 2015) Or | Exam | $300 | 1.25 hours |
| Implementing Cisco Video Network Devices (CIVND, #210-065) Or | Exam | $300 | 1.25 hours |
| Cisco Video Infrastructure Implementation (#500-710 VII) Or | Exam | $300 | 1.5 hours |
| CCNA Collaboration Or | Exam | $300 | 2.5 hours |
| CCNP Collaboration | Exam | $300 | 5 hours |

| Recommended Training for VII, #500-710 | Format | Cost (USD) | Duration |
|---|---|---|---|
| **Cisco Video Infrastructure Implementation (VII)** | Instructor-led | $4,795 | 40 hours |
| **Total** | | **$4,795** | **40 hours** |

| Recommended Training for CIVND, #210-065 | Format | Cost (USD) | Duration |
|---|---|---|---|
| **Implementing Cisco Video Network Devices, Part 1 (CIVND1)** | E-learning | $395 | 24 hours |
| **Implementing Cisco Video Network Devices, Part 2 (CIVND2)** | Instructor-led | $4,600 | 40 hours |
| **Total** | | **$4,995** | **64 hours** |

| #3. Collaboration Servers and Appliances Role | Format | Cost (USD) | Duration |
|---|---|---|---|
| **Cisco Collaboration Servers and Appliances (CSA, # 500-325)** | Exam | $300 | 1 hour |
| **Recommended Training** | | | |
| **Cisco Collaboration Servers and Appliances (CSA)** | E-learning | $0 | 6 hours |
| **Total** | | **$300** | **7 hours** |

| #4. Cloud Collaboration Role | Format | Cost (USD) | Duration |
|---|---|---|---|
| **Cisco Cloud Collaboration Solutions (CCS, #500-301)** | Exam | $300 | 1 hour |
| **Recommended Training** | | | |
| **Cisco Cloud Collaboration Solutions (CCS)** | E-learning | $0 | 2 hours |
| **Total** | | **$300** | **3 hours** |

## Job role eligibility via past exams

Partners may have personnel who previously passed an eligible exam which still meet the job role requirements although the exam is no longer listed as current in the above tables. Please verify candidate status against the required job roles by viewing the planning details in the 'Planner' tab within the Program Management and Application (PMA) tool.

## Cost and duration

Information provided for cost and duration is an estimate only and is subject to change. It should be confirmed with the exam or training provider.

## Renewal

In addition to the above requirements, in order to renew your specialization, 100 continuous learning points will also be required. For more information on what continuous learning trainings are currently available, check out the Collaboration Continuous Learning Library.