



# 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	<a href="#">Exam</a>	\$80	1 hour
Adopting the Cisco Business Architecture Approach (810- 440)	<a href="#">Exam</a>	\$150	1.5 hours
Cisco Collaboration Architecture Sales Essentials (CASE, #700-651)	<a href="#">Exam</a>	\$80	1 hour
<b>Recommended Training</b>			
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	<a href="#">E-learning</a>	\$280	6 hours
Cisco Collaboration Architecture Sales Essentials (CASE)	<a href="#">E-learning</a>	\$0	3 hours
<b>Total</b>		<b>\$160 - \$510</b>	<b>11 hours</b>

\* The recommended preparatory training for Introduction to Cisco Sales is being revised. Information about the updated course will be available soon. The course is not required, and the required exam remains available.

## 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	<a href="#">Exam</a>	\$654	1.5 hours
<b>Total</b>		<b>\$654</b>	<b>1.5 hours</b>

## 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	<a href="#">Exam</a>	\$1,250	7 hours
<b>Total</b>		<b>\$1,250</b>	<b>7 hours</b>

## 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)*	<a href="#">Exam</a>	\$300	1.25 hours
<b>Recommended Training</b>			
Deploying Cisco Unified Contact Center Express (UCCXD) v 6.0	<a href="#">Instructor-led</a>	\$3,295	40 hours
<b>Total</b>		<b>\$3,545</b>	<b>41.25 hours</b>

\* The recommended preparatory training for Introduction to Cisco Sales is being revised. Information about the updated course will be available soon. The course is not required, and the required exam remains available.

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

Recommended Training for VII, #500-710	Format	Cost (USD)	Duration
Cisco Video Infrastructure Implementation (VII)	<a href="#">Instructor-led</a>	\$4,795	40 hours
<b>Total</b>		<b>\$4,795</b>	<b>40 hours</b>

Recommended Training for CIVND, #210-065	Format	Cost (USD)	Duration
Implementing Cisco Video Network Devices, Part 1 (CIVND1)	<a href="#">E-Learning</a>	\$395	24 hours
Implementing Cisco Video Network Devices, Part 2 (CIVND2)	<a href="#">Instructor-led</a>	\$4,600	40 hours
<b>Total</b>		<b>\$4,995</b>	<b>64 hours</b>

#3. Collaboration Servers and Appliances Role	Format	Cost (USD)	Duration
Cisco Collaboration Servers and Appliances (CSA, # 500-325)	<a href="#">Exam</a>	\$300	1 hour
<b>Recommended Training</b>			
Cisco Collaboration Servers and Appliances (CSA)	<a href="#">E-Learning</a>	\$0	6 hours
<b>Total</b>		<b>\$300</b>	<b>7 hours</b>

#4. Cloud Collaboration Role	Format	Cost (USD)	Duration
Cisco Cloud Collaboration Solutions (CCS, #500-301)	<a href="#">Exam</a>	\$300	1 hour
<b>Recommended Training</b>			
Cisco Cloud Collaboration Solutions (CCS)	<a href="#">E-Learning</a>	\$0	2 hours
<b>Total</b>		<b>\$300</b>	<b>3 hours</b>

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## 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.

## Exam cost and duration

Information provided for cost and duration is subject to change and 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](#).




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