



Advanced Enterprise Networks Architecture Specialization Requirements

[Role-Sharing Guidelines](#) (PDF - 59 KB).

For country requirements, learn more about [country groupings](#). Notification about changes to Advanced Enterprise Networks Architecture Specialization is available [here](#).

Account manager

Responsible for sales methodology and customer engagement.

Requirement	Format	Cost (USD)	Duration
Introduction to Cisco Sales exam (#700-150) OR	Exam	\$80	1
Adopting the Cisco Business Architecture Approach exam (#810- 440)	Exam	\$150	1.5
Recommended Training			
Introduction to Cisco Sales (ICS) OR	E-learning	\$120	6
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-learning	\$280	6 hours
Total		\$80 – \$430	1 – 7.5 hours

Architecture systems engineer

Presales engineer responsible for Enterprise Networks Architecture solution planning and design. Possesses both business and technical skills. Understands customer business needs and issues.

Prerequisite	Format	Cost (USD)	Duration
CCDP or CCDE or CCIE Routing and Switching	Exam	\$900	5.5 hours
Requirements			
Cisco Enterprise Networks SDA, SDWAN and ISE Exam for System Engineers (#500- 470 ENSDENG)	Exam	\$300	1 hour
Recommended Training			
Software Defined Access 4D On-Demand SE Foundational Training	E-learning	\$0	4 hours
SD-WAN (Viptela)	E-learning	\$0	4 hours
ISE 4D On-Demand SE Foundational Training	E-learning	\$0	4 hours
Total		\$1,200	18.5 hours

Field engineer 1

The post sales engineer is responsible for Enterprise Networks Architecture solution implementation and operation.

Prerequisite	Format	Cost (USD)	Duration
CCNP Routing and Switching or CCIE Routing and Switching	Exam	\$900	6 hours
Requirements			
Designing Cisco Enterprise Networks exam (#500-490 ENDESIGN)	Exam	\$300	1 hour
Recommended Training			
Software Defined Access 4D On-Demand SE Foundational Training	E-learning	\$0	4 hours
SD-WAN (Viptela)	E-learning	\$0	4 hours
ISE 4D On-Demand SE Foundational Training	E-learning	\$0	4 hours
Total		\$1,200	19 hours

Field engineer 2

The post sales engineer is responsible for Enterprise Networks Architecture solution implementation and operation.

Prerequisite	Format	Cost (USD)	Duration
CCNP Wireless OR	Exam	\$1200	6 hours
CCIE Wireless	Exam	\$450	2 hours
Total		\$450 – \$1,200	2 – 6 hours

Requirements not allocated to job roles

Security Role	Format	Cost (USD)	Duration
Implementing Cisco Secure Access Solutions exam (SISAS #300-208)	Exam	\$300	1 hours
Recommended Training			
Implementing Cisco Secure Access Solutions (SISAS) v1.0	Instructor-led	\$3,995	40 hours
	E-learning	\$995	40 hours
Total		\$1,295 – 4,295	41 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

Individual career certification duration and costs are estimates and do not include additional costs associated with achieving the CCIE-Wireless level certification. 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 [Enterprise Networks Continuous Learning Library](#).




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