



Advanced Security Architecture Specialization Requirements

[Role-Sharing Guidelines](#) (PDF - 59 KB)
 For country requirements, learn more about [country groupings](#).

Account Manager

Responsible for sales methodology and customer engagement.

Exams/Assessments	Format	Cost (USD)	Duration (hours)
Introduction to Cisco Sales (bundle includes 1 year access & #700-150 exam voucher)* OR	Exam Bundle	\$200	4
Adopting the Cisco Business Architecture Approach (810-440)	Exam	\$150	1.5
Advanced Security Architecture for Account Managers (ASAAM, #700-265)	Exam	\$80	1
Recommended Training	Format	Cost (USD)	Duration (hours)
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-Learning	\$280	6
Selling Advanced Security Architecture	E-Learning (7 modules)	-	2.5
Total		\$230 - \$560	2.5 – 11

Systems Engineer

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

Exams/Assessments	Format	Cost (USD)	Duration
CCNA - Security (210-260 IINS) OR	Exam	\$450	1.5 hours
CCNP - Security (300-208 SISAS, 300-206 SENSS, 300-209 SIMOS, and 300-210 SITCS) ** OR	Exams	\$1200	6 hours
CCIE - Security (400-251 CCIE Security exam + Labs)	Exam Bundle	\$1600***	8 hours
Advanced Security Architecture for Systems Engineers (ASASE, #500-651)	Exam	\$300	1 hour
Recommended Training	Format	Cost (USD)	Duration
CCNA – Security: Implementing Cisco Network Security (IINS) 3.0	Instructor Lead	Varies	5 days
CCNP – Security: Implementing SISAS , SENSS , SIMOS , SITCS	ILT & Virtual	Varies	5 days per exam
CCIE – Security	Various	Varies	6 – 18 Months
Security Systems Engineer Training	E-learning (7 modules)	\$0	2.75
Total		\$750 – \$1600+	2.5 hours – ~18 months

Field Engineer

Responsible for post-sale solution integration and operations considerations.

Exams/Assessments	Format	Cost (USD)	Duration (hours)
CCNP - Security (300-208 SISAS, 300-206 SENSS, 300-209 SIMOS, and 300-210 SITCS) **	Exams	\$1200	6
OR CCIE - Security (400-251 CCIE Security exam + Labs)	Exam Bundle	\$1600***	8
Recommended Training			
CCNP – Security: Implementing SISAS , SENSS , SIMOS , SITCS OR	ILT & Virtual	Varies	5 days per exam
CCIE – Security	Various	Varies	6 – 18 Months
Total		\$1200 - \$1600+	8 hours – ~18 months

*There is an optional 'Bundle' Price for the 'AM Introduction to Cisco Sales' (Exemplus Training) for \$200 USD. The bundle includes an \$80 dollar exam voucher and access to the training for up to one year. If partner chooses to take the \$80 USD dollar exam only option and does not pass, they are **not** eligible to receive the \$80 dollar USD voucher when purchasing the training and exam bundle.

**CCNA Security certification or any CCIE certification is required prerequisite for CCNP certification

***There is a CCIE – Security exam+ Lab 'Bundle' price of \$1600.00 USD

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.

Individual Career Certification Costs and Duration

Individual career certification duration and costs are estimates and do not include additional costs associated with achieving the CCIE - Security level certification.

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 [Security Continuous Learning Library](#).



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