

Advanced Security Networks 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.

Requirements	Format	Cost (USD)	Duration (hours)
Introduction to Cisco Sales exam (#700-150)* OR	Exam	\$80	1
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			
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-Learning	\$280	6
Selling Advanced Security Architecture	E-Learning (7 modules)	-	2.5
Total		\$440 - \$510	10.5 - 11 hours

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			
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 day s 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)** OR	Exams	\$1200	6
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

* 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.

** 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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