



Advanced Video 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.

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403) OR	Exam	\$150	1 hour
Adopting the Cisco Business Architecture Approach (810-440)	Exam	\$150	1.5 hours
Cisco Video Sales Essentials(#700-020 VSE)	Exam (online)	\$80	1.5 hours
OR			
Cisco Video Solution Sales Representative (#700-001 VSSR) (Last Date to test is November 20, 2017)	Exam (online)	\$80	1.5 hours
Recommended Training			
Selling Business Outcomes Training OR	E-learning	\$0	6 hours
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-Learning	\$280	6 hours
Cisco Video Sales Essentials (VSE)	E-learning	\$0	3 hours
OR			
Cisco Video Solutions Sales Course (CVSS)	E-learning	\$0	3 hours
Total		\$230 or \$510	11.5 hours or 12 hours

Systems Engineer

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

Requirement	Format	Cost (USD)	Duration
Cisco Video Infrastructure Design (#500-701 VID)	Proctored Exam	\$300	1.5 hours
OR			
Implementing Cisco TelePresence Video Solution, Part 1 (#500-007 VTVS1) (Last Date to test is November 20, 2017)	Proctored Exam	\$300	1.5 hours
Recommended Training			
Cisco Video Infrastructure Design (VID)**	E-learning	\$199	10 hours
OR			
Implementing Cisco TelePresence Video Solutions Part 1 (VTVS1)	E-learning	\$350	12 hours
Total		\$399	11.5 hours

** Bundle (Exam + Training) Option available at a price of \$399

Field Engineer

The post-sales engineer is responsible for the complete Cisco Video portfolio solution implementation and operation.

Requirement	Format	Cost (USD)	Duration
Cisco Video Infrastructure Implementation (#500-710 VII) OR	Proctored Exam	\$300	1.5 hours
Implementing Cisco TelePresence Video Solution, Part 2 (#500-006 VTVS2) (Last Date to test is November 20, 2017)	Proctored Exam	\$300	1.5 hours
Recommended Training			
Cisco Video Infrastructure Implementation (VII) OR	Instructor-led	\$4,795	35 hours
Implementing Cisco TelePresence Video Solution, Part 2 (VTVS2)	Instructor-led	\$4,795	40 hours
Total		\$5,095	36.5 hours



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV Amsterdam,
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: www.cisco.com/go/trademarks. Third party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)

Printed in USA

C78-738070-00 10/16