



Express Collaboration Specialization Requirements

[Role-Sharing Guidelines](#) (PDF - 55 MB)

For country requirements, learn more about [Country Groupings](#).

Account Manager

Responsible for sales methodology and customer engagement

Requirement(s)	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	Exam	\$150	1 hour
Cisco Midsize Collaboration Solutions for Account Managers (#700-105 MCAM)	Exam	\$80	1 hour
Cisco Video Solution Sales Representative (VSSR, #700-001) *	Exam	\$80	1 hour
Recommended Training			
Selling Business Outcomes	E-learning	\$0	6 hours
Cisco Midsize Collaboration Solutions for Account Managers	E-learning	\$0	2 hours
Cisco Video Solutions Sales Course	E-learning	\$0	3 hours
Total		\$310	14 hours

Sales Engineer

Presales engineers are responsible for solution planning and design. Requires both business and technical skills.

Requirement(s)	Format	Cost (USD)	Duration
Implementing Cisco Collaboration Devices (CICD, #210-060) or CCNA Collaboration or CCNP Collaboration or CCNA Voice or CCNP Voice or CCIE Voice or CCIE Collaboration	Exam	\$250	1.5 hours
Recommended Training			
Implementing Cisco Collaboration Devices (CICD) v1.0	Instructor-Led	\$3,495	40 hours
Total		\$3,745	41.5 hours

Field Engineer

Postsales engineers are responsible for Collaboration Architecture solution implementation and operation.

Requirement(s)	Format	Cost (USD)	Duration
Implementing Cisco TelePresence Video Solution, Part 1 (VTVS1, #500-007)	Exam	\$250	1 hour
Implementing Cisco IP Telephony and Video, Part 1 v1.0 (CIPTV1, #300-070) or CCNP Collaboration or CCNP Voice or CCIE Voice or CCIE Collaboration	Exam	\$250	1 hour
Recommended Training			
Implementing Cisco TelePresence Video Solutions, Part 1 (VTVS1)	E-learning	\$350	12 hours
Implementing Cisco IP Telephony and Video, Part 1 (CIPTV1)	Instructor-Led	\$2,995	40 hours
Total		\$3,845	54.5 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

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