



Master Collaboration Specialization Requirements

Process: Prerequisites must be met before application submission. Additionally, there will be a two-part evaluation rendered by a third-party service: technical evaluation which will happen remotely, in which technical skills are validated; Sales evaluation which will validate the Partner's non-technical sales demonstration skills, and ability to understand and satisfy their customer's needs. Renewal will be based upon points earnings with ongoing business-building activities as outlined below. Partners may still choose to renew with an audit instead of points or may be required to if the points target is not met. Such renewal audits will be paid for by the Partner.

Step 1: Pre-Audit Validation

These requirements will be validated <remotely> before the onsite audit is scheduled.

Requirement	Evidence
Advanced Collaboration Architecture Specialization	Partner must hold prerequisite programs in good standing. Check done through the Program Management and Application (PMA) web tool.
CCIE Voice or CCIE Collaboration	Assign individual in Program Management and Application (PMA).
One Project Management Certification: PMI (PMP) or Prince 2	Partner uploads certificate to Program Management and Application.
Customer References: Documentation to validate five* sophisticated deployments based on specific qualifying Collaboration criteria (see Master Collaboration Customer Reference Checklist).	Complete the customer reference document, which includes customer reference account deployment summaries, for the five* customer references. **Recertification Applications require three customer references. The partner must upload the customer reference document into PMA to proceed with application submission and review.

Step 2: Technical Evaluation Virtual (Webex) Audit

After your application has been validated by a Cisco Certification Program Manager, he or she will forward your application to the third-party auditing firm who will contact you to arrange an audit date. The audit date will be separate from your Sales Evaluation Onsite Audit.

Requirement	Preparation
Technical Capabilities Validation	All requirements for the Technical Evaluation are found in Cisco Master Collaboration Solution Guidelines , including practice areas where Partners must validate all available practice areas. Prepare accordingly.

Step 3: Sales Evaluation Onsite Audit

After your application has been validated by a Cisco Certification Program Manager, he or she will forward your application to the third-party auditing firm who will contact you to arrange an audit date. The audit date will be separate from your Sales Evaluation Onsite Audit.

Requirement	Preparation
Sales Capabilities Validation	All requirements for the Sales Evaluation are found in Cisco Master Collaboration Solution Guidelines , including practice areas where Partners must validate all available practice areas. Prepare accordingly.

NEW Renewal Requirements

Renewal Guidelines: Renewal will be changed from required audit every several years to entry audit with net New Master Partners.

Validation will be ongoing with activities based on business activities, for which they will earn points.

Partners may still choose to validate with an audit process after the initial audit but this choice is paid for by the Partner.

Requirement	Preparation
Renewal via audit or points	All requirements for the renewal are found in Cisco Master Collaboration Solution Guidelines , including practice areas where Partners must validate all available practice areas. Prepare accordingly.



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