



Unified Computing Technology Specialization Requirements

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)	Exam	\$150	1 hour
Recommended Training			
Selling Business Outcomes	E-Learning	\$0	6 hours
Total		\$150	7 hours

Systems Engineer

Presales engineers are responsible for Unified Computing technology solution planning and design

Requirement	Format	Cost (USD)	Duration
Designing Cisco Data Center Unified Computing (DCUCD, #642-998) or Cisco Data Center Unified Computing Infrastructure Design (DCICUC, # 500-901) or Designing Cisco Data Center Infrastructure (DCID, #300-160)	Exam	\$300	1 hour
Recommended Training			
Designing Cisco Data Center Unified Computing (DCUCD) or Designing Cisco Data Center Unified Computing Infrastructure (DCIDUC) or Designing Cisco Data Center Infrastructure (DCID)	Instructor-Led	\$3,495	40 hours
Total		\$3,795	41 hours

Field Engineer

Post-sales engineers are responsible for Unified Computing technology solution implementation and operation

Requirement	Format	Cost (USD)	Duration
Implementing Cisco Data Center Unified Computing (DCUCI, #642-999 or #300-175)	Exam	\$300	1 hours
Recommended Training			
Implementing Cisco Data Center Unified Computing (DCUCI) v5.0 or Implementing Cisco Data Center Unified Computing (DCUCI) v6.0	Instructor-Led	\$3,495	40 hours
Total		\$3,795	41 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

C78-738067-00 10/16