Unified Fabric 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) OR Adopting the Cisco Business Architecture Approach (810-440)	Exam Exam	$150 $150	1 hour 1.5 hours
Recommended Training			
Selling Business Outcomes Training OR Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-Learning E-Learning	$0 $280	6 hours 6 hours
Total		**$150 or $430**	**7 hours or 7.5 hours**

Systems Engineer

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

Prerequisite	Format	Cost (USD)	Duration
CCDA associate-level certification OR	Exam	$300	2 hours
CCDP or any CCIE	Exam	$900	5 hours
Requirement			
Designing Cisco Data Center Unified Fabric (DCUFD, #642-996) or Designing Cisco Data Center Infrastructure (DCID, #300-160)	Exam	$300	1.25 hours
Implementing Cisco Data Center Unified Fabric (DCUFI, #642-997) or Implementing Cisco Data Center Infrastructure (DCII, #300-165)	Exam	$300	1 hour
Recommended Training			
Designing Cisco Data Center Unified Fabric (DCUFD) v5.0 or Designing Cisco Data Center Infrastructure (DCID) v6.0	Instructor-Led	$3,295	40 hours
Implementing Cisco Data Center Unified Fabric (DCUFI) v5.0 or v6.0	Instructor-Led	$3,295	40 hours
Total		**$7490 to $8090**	**84.25 to 87.25 hours**

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Field Engineer

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

Prerequisite	Format	Cost (USD)	Duration
CCNA associate-level certification Or	Exam	$300	1.5 hours
CCNP or any CCIE	Exam	$900	6 hours
Requirement			
Implementing Cisco Data Center Unified Fabric (DCUFI, #642-997) v5 or Implementing Cisco Data Center Infrastructure (DCII, #300-165)	Exam	$300	1 hour
Troubleshooting Cisco Data Center Unified Fabric (DCUFT, 642-980) or Troubleshooting Cisco Data Center Infrastructure (DCIT, #300-180)	Exam	$300	1 hour
Recommended Training			
Implementing Cisco Data Center Unified Fabric (DCUFI) v5.0 or v6.0	Instructor-Led	$3,295	24 hours
Troubleshooting Cisco Unified Fabric (DCUFT) v5.0 or Troubleshooting Cisco Data Center Infrastructure (DCIT) v6.0	Instructor-Led	$3,095	24 hours
Total		**$6990 to $7590**	**51.5 to 56 hours**

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