



Advanced Core and WAN 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.

Requirements:	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:	Format	Cost (USD)	Duration
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 engineer responsible for Intelligent WAN solution planning and design. Possesses both business and technical skills. Understands customer business needs and issues, business process and transformation.

Prerequisite:	Format	Cost (USD)	Duration
CCDP or CCDE or CCIE Routing and Switching	Exam	\$750	5 hours
Requirements:	Format	Cost (USD)	Duration
Enterprise Networks Core and WAN Exam (ENCWE) (#500-452)	Exam	\$300	1 hour
Recommended Training:	Format	Cost (USD)	Duration
Enterprise Networks Core and WAN Essentials (ENCWE)	Instructor-led	\$3,750	32 hours
Total:		\$4,800	38 hours

Field Engineer

The postsales engineer is responsible for Intelligent WAN solution implementation and operation.

Requirement:	Format	Cost (USD)	Duration
CCNP Routing and Switching or CCIE Routing and Switching	Exam	\$750	6 hours
Total:		\$750	6 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

10/16