Advanced Unified Access 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.

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403) OR	Exam	$150	1 hour
Adopting the Cisco Business Architecture Approach (810-440)	Exam	$150	1.5 hours
Recommended Training			
Selling Business Outcomes Training OR	E-learning	$0	6 hours
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-Learning	$280	6 hours
Total		**$150 or $430**	**7 hours or 7.5 hours**

Systems Engineer

Presales engineer responsible for Unified Access solution planning and design. Possesses both business and technical skills. Understands customer business needs and issues, business process and transformation.

Requirements	Format	Cost (USD)	Duration
CCDA or CCDP or CCDE or CCIE Wireless	Exam	$750	5 hours
and			
CCNA Wireless or CCNP Wireless or CCIE Wireless	Exam	$1,000	6 hours
Total		**$1,750**	**11 hours**

Field Engineer

The postsales engineer is responsible for Enterprise Networks Architecture solution implementation and operation.

Requirement	Format	Cost (USD)	Duration
CCNA Wireless or CCNP Wireless or CCIE Wireless	Exam	$250	1 hour
Total		**$250**	**1 hour**

Training Requirements Not Allocated to Job Roles

Requirement	Format	Cost (USD)	Duration
Cisco Unified Wireless Site Survey Representative			
Designing Cisco Wireless Enterprise Networks (WIDESIGN 300-360)	Exam	$300	1 hour
Recommended Training:			
Designing Cisco Wireless Enterprise Networks (WIDESIGN)	Instructor-led	$3,500	40 hours
Total		**$3,800**	**41 hours**

Requirement	Format	Cost (USD)	Duration
Cisco Unified Access Representative			
Enterprise Networks Unified Access Exam (ENUAE) (#500-451)	Exam	$300	1 hour
Recommended Training			
Enterprise Networks Unified Access Essentials (ENUAE)	Instructor-led	$4,495	40 hours
Total		**$4,795**	**41 hours**