Cisco SaaS Conferencing and EIM Resale ATP for the SE Exam (650-303)

Exam Description: The 650-303 *Cisco SaaS Conferencing and Enterprise Instant Messaging Resale Authorized Technology Provider for the Systems Engineer* (PASCERSE) 650-303 exam is a 1-hour test with 50–60 questions and is intended for individuals involved in the design of collaboration architecture and solutions. The exam tests a candidate's understanding of Cisco WebEx web collaboration solutions that are delivered as Software as a Service (SaaS) to meet a customer's specific needs.

The following topics are general guidelines for the content that is likely to be included on the exam. However, other related topics may also appear on any specific instance of the exam. To better reflect the contents of the exam and for clarity purposes, these guidelines may change at any time without notice.

16%	**1.0**	**Cisco Collaboration Strategy, Architecture, and Portfolio**
	1.1	Examining the new collaboration experience and the role of Cisco WebEx
	1.2	Examining the benefits and features of Cisco for collaboration solutions
	1.3	Examining the new collaborative workspace
13%	**2.0**	**Cisco SaaS Collaboration Solutions**
	2.1	Examining Cisco WebEx Software as a Service (SaaS) solution
	2.2	Examining how Cisco WebEx solutions are delivered
	2.3	Examining Cisco web conferencing and EIM at a high level
34%	**3.0**	**Implementing a Cisco WebEx Web Collaboration Solution**
	3.1	Examining the value proposition and methods for qualifying a customer for Cisco WebEx SaaS conferencing
	3.2	Examining the value proposition and methods for qualifying a customer for Cisco SaaS Unified Communications Client
	3.3	Examining WebEx SaaS solutions integrations with Cisco collaboration products
	3.4	Examining how to position Cisco WebEx SaaS against the competition
	3.5	Examining how to order and bill Cisco WebEx SaaS solutions
21%	**4.0**	**Advanced Services for the SE**
	4.1	Examining the overall architecture issues that the SEs face
	4.2	Examining additional product information for Cisco WebEx Conferencing and EIM
	4.3	Examining opportunities and integrations that may be available for your clients
9%	**5.0**	**Putting Together a Solution**
	5.1	Examining how to put together a Cisco SaaS Conferencing and SaaS EIM solution
	5.2	Exploring the resources SEs use to develop the Cisco WebEx solution that best meets customer requirements
	5.3	Exploring the support available for WebEx products

7%   6.0   Measuring Success

6.1   Exploring how you can measure a successful sale and installation