

# Advanced Enterprise Networks Specialization

## Worldwide Learning Partner Organization



Cisco Advanced Enterprise Networks Architecture Specialization assesses the ability of a Learning Partner to deliver quality classes around selling, designing, installing, and supporting Cisco products, technologies and solutions that are under Cisco's Advanced Enterprise Networks Architecture.

### Personnel Requirements

All required personnel must be full-time staff or individuals contracted exclusively to act as contractors on behalf of the partner. All required personnel must reside in the Authorized Delivery Area where the partner's executed agreement is valid. Authorized Delivery Area means the geographic area(s) a Learning Partner is authorized by Cisco to offer and deliver Authorized Training Courses (i.e. Cisco Standard Courses or Cisco Derived Courses\*). Cisco requires proof of contract for the program year for all full-time contractors.

All personnel required to meet program requirements listed in the table below must be entered in Partner Self Service (PSS) under the Learning Partner and entered in the Learning Partner Management System (LPMS). This includes all certified staff and CCSIs. Learning Partners must properly maintain all personnel information, including required certified staff and CCSI, up to date in the Learning Partner Management System (LPMS).

### Foundation/Base Requirements

In order to achieve an Education Architecture Specialization, the following job roles must be met once as a base, or foundation, requirement:

Job Roles Foundation	Minimum Certifications	Minimum Quantity
Lab Manager	CCNA	1
Instructional Designer (DW)	CCDA	1
Customer Service Representative		1
Cisco Engagement Manager		1

The person used for the Instructional Designer (CCDA) job role can also be used to meet the Lab Manager job role for the specialized foundation/base requirements.

### Specialization Requirements

For each Education Architecture Specialization the Learning Partner must have the personnel to meet the following job roles:

Job Roles per Specialization	Minimum Certifications	Minimum Quantity
Account Manager **		1
Specialized Instructor	CCSI <sup>1</sup>	4
	Minimum Staffing Required	5
<sup>1</sup> See specific additional certification requirements for each Education Architecture Specialization ** The same Account Manager may be used for up to two specializations		

The Lab Manager (CCNA) and the Instructional Designer (CCDA) that were used in the foundation/base requirements cannot be used again for the Specialized Instructor role in the actual specialization requirements.

The capabilities required for the above listed job roles will be dependent on the selected Education Architecture Specialization, which are described below.

### Account Manager

In order to be considered specialized; the Learning Partner must have in their staff a minimum of one Account Manager for the Advanced Enterprise Networks specialization who must meet all of the following criteria:

Role: Account Manager		
Minimum certification / Exams		Exam #
Selling Business Outcomes (or CSE until July, 31 2015)	OUTCOMES	810-401

### Specialized Instructors

In order to be considered Advanced Enterprise Networks specialized; the Learning Partner must have in their staff a minimum of four (4) CCSIs holding the following certification badges.

Role: Specialized Instructors	
Minimum Certification Requirements	
CCDP or CCDE	
CCNP Wireless or CCIE Wireless	
CCNP Routing & Switching	
Enterprise Networks Architecture Systems Engineer Representative	

When adding their individual capabilities, the pool of instructors must have CCSIs certified to teach at least the following courses.

Role: Specialized Instructors		
Required Courses		Exam(s) #
Troubleshooting and Maintaining Cisco IP Networks (TSHOOT v2.0 300-135)	TSHOOT v2.0	300-135
Conducting Cisco Unified Wireless Site Survey	CUWSS	642-732
Implementing Cisco Unified Wireless Networking Essentials	IUWNE	640-722
Implementing Cisco IP Routing (ROUTE v2.0 300-101)	ROUTE v2.0	300-101
Implementing Cisco IP Switched Networks (SWITCH v2.0 300-115)	SWITCH v2.0	300-115
Designing Cisco Network Service Architectures (ARCH 642-874)	ARCH	682-874

### Application Process

- The approval process for the Advanced Enterprise Networks specialization will be carried out from LPMS.
- All partners will need to complete an Excel template file and submit it to Cisco for review and approval.
- To request the template file and submit your Advanced Enterprise Networks Specialization application, send a message to [clp-specializations@cisco.com](mailto:clp-specializations@cisco.com) with the subject "Enterprise Networks application template file request". Please include the name of your organization as it appears in LPMS and also your Site ID.
- As new requirements are completed, register the information needed in the file. Once all requirements are met, submit your application for approval to [clp-specializations@cisco.com](mailto:clp-specializations@cisco.com).

## Job Roles Overview

1. **Customer Service Representative.**- The Specialized Learning Partner must have a person assigned at all times as the Customer Service Representative to serve as a direct point of contact for customers.
2. **Cisco Engagement Manager.**- Is an individual assigned at all times as the point-of-contact for Learning Partner Program related communications with Cisco.
3. **Lab Manager.**- Is an individual in charge of all labs (onsite and remote) for Cisco courses.
4. **Instructional Designer (DW).**- Specialized Partner must have a person assigned to design a create Cisco Derivate Works.
5. **Account Manager.**- Means an individual in charge of the day-to-day support of a particular customer's account with a business, and who serves as the primary point of contact between the customer and the Learning Partner for their Cisco training needs.
6. **Specialized Instructor.**- An individual who has been certified by Cisco as a CCSI, remains in good standing, and is currently sponsored by a Cisco Learning Partner in good standing and also meets specific requirements according to an Education Architecture Specialization.

## Additional Resources

- [Learning Partner Secured Sites](#)
- [Cisco Training & Certifications](#)
- [Current Exam List](#)

If you have questions or need assistance during your transition process, please create a case on your my Cisco Workspace (MCW) at [Customer Service Central](#).



**Americas Headquarters**  
Cisco Systems, Inc.  
San Jose, CA

**Asia Pacific Headquarters**  
Cisco Systems (USA) Pte. Ltd.  
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