

## Channel Partner Program - Specialisation Worksheet

Specialisation	Prerequisites	SMB			
		Required Exam	Alternative	Date Completed	Individual's name
<a href="#">Account Manager Requirements</a>	Cisco SMB Account Manager	<a href="#">SMBAM 646-171</a>			
		<a href="#">SBCSAM 650-173</a>			
<a href="#">Engineer Requirements</a>	Cisco SMB Engineer	<a href="#">SMBE 642-176</a>			
		<a href="#">SBCSEN 650-178</a>			

**Can be applied for by any partner**

The AM and Engineer may be the same individual

		Express Foundation			
		Required Exam	Alternative	Date Completed	Individual's name
<a href="#">Account Manager Requirements</a>	<a href="#">Cisco Sales Expert</a>	<a href="#">CSE 646-204</a>	<a href="#">CSE 646-203</a>		
	<a href="#">Cisco Foundation Express Sales Specialist</a>	<a href="#">CXFA 646-362</a>			
	<a href="#">Cisco Lifecycle Services Express</a>	<a href="#">CLSE 650-393</a>			
<a href="#">System Engineer Requirements</a>	<a href="#">CCDA (or CCDP)</a>	<a href="#">DESGN 640-863</a>			
	<a href="#">Cisco Express Foundation Design Specialist</a>	<a href="#">CXFS 642-372</a>	<a href="#">642-371</a>		
	<a href="#">Cisco Lifecycle Services Express</a>	<a href="#">CLSE 650-393</a>			
<a href="#">Field Engineer Requirements</a>	<a href="#">CCNA (or CCNP or CCIE)</a>	various			
	<a href="#">Cisco Express Foundation Field Specialist</a>	<a href="#">CXFF 642-382</a>			
	<a href="#">Cisco Lifecycle Services Express</a>	<a href="#">CLSE 650-393</a>			

**Can be applied for by any partner**

646-202 now retired. 646-204 is now launched and will run in parallel with 646-203 which can be taken until 24-May-08. Both are valid for 2 years

646-391 & 646-392 now retired

646-391 & 646-392 now retired

646-391 & 646-392 now retired

		Express Unified Communications			
		Required Exam	Alternative	Date Completed	Individual's name
<a href="#">Account Manager Requirements</a>	<a href="#">Cisco Sales Expert</a>	<a href="#">CSE 646-204</a>	<a href="#">CSE 646-203</a>		
	<a href="#">Cisco IP Communications Express Sales Specialist</a>	<a href="#">IPCXAM 646-222</a>			
	<a href="#">Cisco Lifecycle Services Express</a>	<a href="#">CLSE 650-393</a>			
<a href="#">System/Field Engineer Requirements</a>	<a href="#">CCDA or CCNA (or CCDP or CCNP or CCIE)</a>	various			
	<a href="#">Cisco IP Communications Express Specialist</a>	<a href="#">IPTX 642-144</a>			
	<a href="#">Cisco Lifecycle Services Express</a>	<a href="#">CLSE 650-393</a>			

**Not for Gold partners, due to exclusion with Advanced UC**

Also Need Lab kit  
646-202 now retired. 646-204 is now launched and will run in parallel with 646-203 which can be taken until 24-May-08. Both are valid for 2 years

646-391 & 646-392 now retired

646-391 & 646-392 now retired

		Advanced Routing & Switching			
		Required Exam	Alternative	Date Completed	Individual's name
<a href="#">Account Manager Requirements</a>	<a href="#">Cisco Sales Expert</a>	<a href="#">CSE 646-204</a>	<a href="#">CSE 646-203</a>		
	<a href="#">Cisco Routing and Switching Sales Specialist</a>	<a href="#">ARSAM 646-003</a>			
	<a href="#">Cisco Lifecycle Services Express</a>	<a href="#">WAASAM 646-653</a>			
<a href="#">System Engineer Requirements</a>	<a href="#">CCDA (or CCDP or CCIE)</a>	<a href="#">DESGN 640-863</a>			
	<a href="#">Cisco Advanced Routing and Switching Solutions Specialist</a>	<a href="#">RSSSE 642-061</a>			
	<a href="#">Cisco Lifecycle Services Adv Route/Switch</a>	<a href="#">WAASSE 642-651</a>			
<a href="#">Field Engineer Requirements</a>	<a href="#">CCNP (or CCIE)</a>	various			
	<a href="#">Cisco Advanced Routing and Switching Field Specialist</a>	<a href="#">LCSARS 650-059</a>			
	<a href="#">Cisco Lifecycle Services Adv Route/Switch</a>	<a href="#">ARSFE 642-066</a>			
		<a href="#">WAASFE 642-652</a>			
		<a href="#">LCSARS 650-059</a>			

**Can be applied for by any partner**

646-202 now retired. 646-204 is now launched and will run in parallel with 646-203 which can be taken until 24-May-08. Both are valid for 2 years  
646-002 now retired

646-391 & 646-392 now retired

642-054 now retired

646-056 & 646-058 now retired

642-055 now retired

646-056 & 646-058 now retired

		Advanced Wireless LAN			
		Required Exam	Alternative	Date Completed	Individual's name
Account Manager Requirements	Cisco Sales Expert	CSE 646-204	CSE 646-203		
	Advanced Wireless LAN Sales Specialist	AWLANAM 646-588			
	Cisco Lifecycle Services Express	CLSE 650-393			
System Engineer Requirements	CCDA (or CCDP or CCIE)	DESGN 640-863			
	Advanced Wireless LAN Design Specialist	AWLANSE 642-586			
	Cisco Lifecycle Services Adv Wireless	LCSAWLAN 650-621			
Field Engineer Requirements	CCNA (or CCNP, CCNP, CCIP or CCIE)	various			
	Advanced Wireless LAN Field Specialist	AWLANFE 642-587			
	Cisco Lifecycle Services Adv Wireless	LCSAWLAN 650-621			

Can be applied for by any partner

646-202 now retired. 646-204 is now launched and will run in parallel with 646-203 which can be taken until 24-May-08. Both are valid for 2 years

646-391 & 646-392 now retired

646-589 & 646-590 now retired

646-589 & 646-590 now retired

		Advanced Security			
		Required Exam	Alternative	Date Completed	Individual's name
Account Manager Requirements	Cisco Sales Expert	CSE 646-204	CSE 646-203		
	Cisco Security Sales Specialist	ASAM 646-562			
	Cisco Lifecycle Services Express	CLSE 650-393			
System Engineer Requirements	CCDA (or CCDP or CCIE)	DESGN 640-863			
	Cisco Security Solutions and Design Specialist	SSSE 642-565			
	Cisco Lifecycle Services Adv Security	LCSAS 650-575			
Field Engineer Requirements	CCSP (or CCIE Security)	various			
	Cisco Lifecycle Services Adv Security	LCSAS 650-575			

Can be applied for by any partner

646-202 now retired. 646-204 is now launched and will run in parallel with 646-203 which can be taken until 24-May-08. Both are valid for 2 years

646-391 & 646-392 now retired

646-573 & 646-574 now retired

646-573 & 646-574 now retired

		Advanced Unified Communications			
		Required Exam	Alternative	Date Completed	Individual's name
Account Manager Requirements	Cisco Sales Expert	CSE 646-204	CSE 646-203		
	Cisco Advanced IP Communications Sales Specialist	IPCAAM 646-229			
	Cisco Lifecycle Services Express	CLSE 650-393			
System Engineer Requirements	CCDA (or CCDP or CCIE)	DESGN 640-863			
	Cisco IP Telephony Design Specialist	QOS 642-642 IPTD 642-414			
	Cisco Lifecycle Services for Advanced Unified Communications	LCSAUC 650-251			
Field Engineer Requirements	CCVP (or CCIE)	various			
	Cisco Lifecycle Services for Advanced Unified Communications	LCSAUC 650-251			
Cisco Rich Media Communications Specialist	CCNA (or CCNP or CCIE)	various			
	Cisco Rich Media Communications Specialist	CRMC 642-481 CVOICE 642-432			
Cisco Unified Contact Center Express Specialist	Cisco Unified Contact Center Express Specialist	UCCX 642-164	642-162		
Cisco Unity Design Specialist	CCDA (or CCDP)	DESGN 640-863			
	Cisco Unity Design Specialist	CUDN 642-072			
Cisco Unity Support Specialist	MCSE: Messaging on Windows Server 2000 or MCSE: Messaging on Windows Server 2003	MCSE			
	Cisco Unity Support Specialist	UCSE 642-104			

Can be applied for by any partner

Also need lab kit

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646-391 & 646-392 now retired

646-227 & 646-228 now retired

646-227 & 646-228 now retired

642-162 last day to test on 16-Mar-08 \*

The 'extra' 4 roles within Advanced UC can be filled by any

The extra 4 roles within Advanced DC can be filled by any person or persons in the company.

Optional - can be applied for by any partner

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Advanced Data Center Networking Infrastructure					
		Required Exam	Alternative	Date Completed	Individual's name
<a href="#">Account Manager Requirements</a>	Cisco Sales Expert	CSE 646-204	CSE 646-203		
	Cisco Data Center Networking Sales Specialist	CDCNSS 646-967			
<a href="#">System Engineer Requirements</a>	CCDA (or CCDP or CCIE)	DESGN 640-863			
	Cisco Data Center Networking Infrastructure Design Specialist	CDCNID 642-961			
<a href="#">Field Engineer Requirements</a>	CCNP (or CCIE-R&S)	various			
	Cisco Data Center Networking Infrastructure Support Specialist	CDCNIS 642-964			

Optional - can be applied for by any partner

646-202 now retired. 646-204 is now launched and will run in parallel with 646-203 which can be taken until 24-May-08. Both are valid for 2 years

Advanced Data Center Storage Networking					
		Required Exam	Alternative	Date Completed	Individual's name
<a href="#">Account Manager Requirements</a>	Cisco Sales Expert	CSE 646-204	CSE 646-203		
	Cisco Data Center Networking Sales Specialist	CDCNSS 646-967			
<a href="#">System Engineer Requirements</a>	Cisco Data Center Storage Networking Design Specialist	CSSDS 642-355			
<a href="#">Field Engineer Requirements</a>	Cisco Data Center Storage Networking Support Specialist	CSSSS 642-356			
	or CCIE - Storage	various			

**N.B. Please check the 'Role Sharing' tab**

\* At any time prior to retiring an exam can be used for a new specialisation or renewal