



## Certification and Specialization Requirements

# Cisco Channel Partner Program

- Cisco Certified Partner
- Cisco Specialized Partner
- Authorized Partner Program
- Authorized Technology Provider Program
- Cisco Career Certifications

ROUTING & SWITCHING • SECURITY • UNIFIED COMMUNICATIONS • WIRELESS LAN • DATA CENTER



Cisco's industry-leading program and certification branding uniquely differentiates you and your solutions, and the way in which you are perceived by customers.

The Resale Channel Program is the framework that broadens a partner's "wide skills" across multiple technologies, and "deep skills" within a specific technology area. The framework includes these programs:

## ➤ CERTIFICATION

Certification reflects a partner's breadth of technology skills across certain technologies. The country-level certifications include: Select, Premier, Silver, and Gold. Multinational Certification and Global Certification reflect a partner's Cisco theater or worldwide investment.

## ➤ SPECIALIZATION

Specialization reflects the depth of a partner's skills in a particular technology. There are four levels of specialization: Entry, Express, Advanced, and Master, each representing greater capabilities in sales, technical, and lifecycle services.

## ➤ AUTHORIZED PARTNER PROGRAM

The Authorized Partner Program helps quantify new market opportunities and gauge partner interest in addressing these markets. It bridges the Authorized Technology Provider (ATP) Program and the Specialization Program.

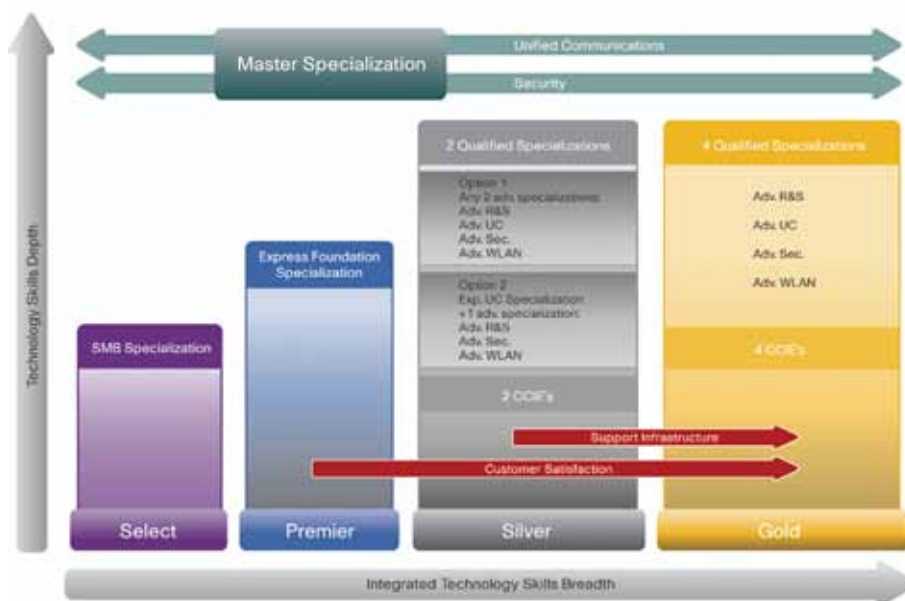
## ➤ AUTHORIZED TECHNOLOGY PROVIDER (ATP) PROGRAM

The Authorized Technology Provider (ATP) Program helps define the core knowledge and skills required to deploy advanced and emerging technologies. The ATP Program is an invitation-only program.

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## Cisco Resale Partner Program Framework



## CERTIFICATION & SPECIALIZATION BENEFITS

### For the Partner

- Market recognition, branding and differentiation from your competitors
- Sales promotions and Co-marketing resources
- Financing
- Incentives and Promotions from Cisco
- Rewards for facilitating the adoption of advanced technologies
- Service and support from Cisco

### For the Individual

- Develop skills and expertise
- Increase their value to the company
- Command a greater salary
- Be distinguished from other network professionals through the attainment of a certification or specialization recognized throughout the industry

### **FAST LANE TAKES YOU TO YOUR CISCO PARTNERSHIP!**

Based on your individual business goals and strategy, we support you choosing the most appropriate options of Cisco's Channel Partner Program.

In close contact with your management we analyze your qualification gaps and needs to build a perfectly tailored training plan to ensure you have the requested certifications and qualifications for your desired Cisco partnership.

Fast Lane offers all qualifications for all Cisco Certification paths!

### **FAST LANE'S ADVANCED EDUCATION SPECIALIZATIONS**

Cisco Channel Education Specializations recognize the ability of Learning Partners to sell and deliver, using certified instructors, the complete set of Cisco authorized courses and certifications specific to a Cisco advanced technology. Cisco Authorized Learning Partners have to meet requirements in two key areas: training/exam requirements and role requirements within the company. Fast Lane Europe earned the following Channel Education Specializations:

- **Advanced Data Center Storage Networking**
- **Advanced Routing & Switching**
- **Advanced Security**
- **Advanced Wireless LAN**

### **CISCO EUROPEAN LEARNING PARTNER OF THE YEAR 2009**

In June 2009 Fast Lane received the 'Cisco European Learning Partner of the Year 2009' award.

### **CONTACT US!**

Feel free to get in touch if you have any questions about the Cisco Channel Partner Program and our training offering - we'll be delighted to hear from you. You can reach us any time by calling +49 (0)40 25334610 or sending an e-mail to [info@flane.de](mailto:info@flane.de).



The Cisco Channel Partner Program certification levels are based on the number and type of technology specializations a partner achieves and reflect your breadth of skills across key technologies. By choosing to specialize in multiple technology areas that are related to your core product and services offering, you further validate your broad-based value proposition to customers. The Program has four levels of certification: **Select**, **Premier**, **Silver**, and **Gold**, each with specific requirements in the following areas:

## ➤ SPECIALIZATION REQUIREMENTS

Sales, technical, and lifecycle services training and exams:

- **Gold:** All four of the following specializations: Advanced Routing & Switching, Advanced Security, Advanced Unified Communications, and Advanced WLAN
- **Silver:** requires one of the following options
  - Two from the following list of four Advanced Specializations: Routing & Switching, Security, Unified Communications, Wireless LAN
  - Express Unified Communications Specialization and one of the following Advanced Specializations: Routing & Switching, Security, or Wireless LAN
- **Premier:** requires Express Foundation Specialization
- **Select:** requires SMB Specialization

## ➤ INDIVIDUAL CERTIFICATION REQUIREMENTS

The number of individuals at your company that hold certifications:

- **Gold** Certification requires 12 unique individuals
- **Silver** Certification requires 6 unique individuals
- **Premier** Certification requires 3 unique individuals
- **Select** Certification requires 1 unique individual

## ➤ SERVICE AND SUPPORT CAPABILITIES

Services Assessment across the Cisco Lifecycle Services phases: Prepare, Plan, Design, Implement, Operate and Optimize.

## ➤ CUSTOMER SATISFACTION REQUIREMENTS

Independently audited customer satisfaction surveys to ensure that Cisco Certified Partners have the capabilities and proven success to meet customer needs.

In addition to the four levels of certifications listed above, a **Global Certification** and a **Multinational Certification** are available for those partners with the expertise of selling and supporting Cisco solutions globally. While Gold, Silver, Premier, and Select certifications are awarded based on an organization's ability to support customers within a single country or Cisco-defined country grouping, the Cisco Global Resale Channel Program recognizes partners that have expertise in selling and supporting Cisco solutions across the globe or multiple countries. There are two certifications available:

- **Multinational Certification:** Multinational certification recognizes partners that have expertise in selling, deploying and supporting Cisco integrated solutions across multiple countries within a given Cisco theater. A partner that achieves the required number of Silver and Gold certifications within the theater will be recognized as a Multinational Certified Partner for that theater. To qualify, a partner must have a multinational resale agreement for the subject.
- **Global Certification:** Global certification recognizes partners with expertise and resources to plan, design, implement and operate Cisco networking solutions across the globe. To be Global certified, a partner must have a global resale agreement and satisfy certification requirements across three continental regions.



## Select Partner

Specialization Requirements	Account Manager	Engineer	Certified Individuals
<b>SMB</b>	Cisco SMB Account Manager	Cisco SMB Engineer	1 or 2

## Premier Partner

Specialization Requirements	Account Manager	System Engineer	Field Engineer	Certified Individuals
<b>Express Foundation</b>	CSE	CCDA	CCNA	3

## Silver Partner

Specialization Requirements*	Account Manager	System Engineer	Field Engineer	Certified Individuals
<b>Express Unified Communications</b>	CSE	CCDA or CCNA		2
<b>Advanced Routing &amp; Switching</b>	CSE	CCDA	CCNP	3
<b>Advanced Unified Communications</b>	CSE	CCDA	CCVP	3
<b>Advanced Security</b>	CSE	CCDA	CCSP	3
<b>Advanced Wireless LAN</b>	CSE	CCDA	CCNA	3

\* A Silver Partner requires two Advanced Specializations (Express Unified Communications can be substituted for one of the Advanced Specializations but cannot be combined with Advanced Unified Communications specialization.)

In order to satisfy Silver certification requirements a partner must also have 2 CCIEs (these can satisfy any technical specialization role).

## Gold Partner

Specialization Requirements	Account Manager	System Engineer	Field Engineer	Certified Individuals
<b>Advanced Routing &amp; Switching</b>	CSE	CCDA	CCNP	3
<b>Advanced Unified Communications</b>	CSE	CCDA	CCVP	3
<b>Advanced Security</b>	CSE	CCDA	CCSP	3
<b>Advanced Wireless LAN</b>	CSE	CCDA	CCNA	3

In order to satisfy Gold certification requirements a partner must also have 4 CCIEs (these can satisfy any technical specialization role).



Cisco specializations reflect a partner's skills depth in a particular technology and offer a way for partners to differentiate themselves in the marketplace. The number and type of specializations you earn determines your Cisco certification level, although not all specializations count toward certification. You may earn specializations beyond those required for a certification to strengthen your expertise and market differentiation. Specializations are updated as needed to reflect Cisco's ongoing commitment to the most current technology training.

Training in Cisco Lifecycle Services is also required to help define the activities needed to successfully deploy and operate Cisco solutions, optimize technology performance, and reduce deployment risk. By taking this approach, partners can strengthen customer relationships and enhance profitability by implementing proven, repeatable processes specific to Cisco advanced technologies.

There are four levels of specialization each representing greater capabilities in sales, technical, and lifecycle services:

- **Entry** Specialization
- **Express** Specialization
- **Advanced** Specialization and
- **Master** Specialization

In addition to these four levels, **Global** and **Multinational** specializations are also available to support those partners with expanding global presence.



## ROLE SHARING

Role sharing allows a single individual to fulfill similar roles across two or more specializations, based upon the specialization and the role. A single qualified individual may fill the AM role in up to a total of 4 specializations. A single qualified individual may fill the SE role in up to a total of 2 specializations. A single qualified individual may fill the FE role in up to a total of 2 specializations. Individuals may not cross-populate between the AM, SE and FE roles.

## SMB Specialization

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>SMB</b>				
AM	None		<b>SMB Solutions for Account Managers</b> E-Learning	<b>SMBAM</b> Test #650-177
SE	None		<b>SMB Solutions for Engineers</b> E-Learning	<b>SMBE</b> Test #650-195

## Express Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>EXPRESS FOUNDATION</b>				
AM	CSE Certification	<b>Cisco Express Foundation Sales Specialist</b>	<b>CXFA</b> Express Foundation AM	<b>CXFA</b> Test #646-363
SE	CCDA Certification	<b>Cisco Express Foundation Design Specialist</b>	<b>CXFS</b> Express Foundation SE	<b>CXFS</b> Test #642-373
FE	CCNA Certification	<b>Cisco Express Foundation Field Specialist</b>	<b>CXFF</b> Express Foundation FE	<b>CXFF</b> Test #642-383

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>EXPRESS UNIFIED COMMUNICATIONS</b>				
AM	CSE Certification	<b>Cisco IP Communications Express Sales Specialist</b>	Unified Communications Express AM Cisco Lifecycle Services Express	<b>UCXAM</b> Test #646-223 <b>LCSE</b> Test #650-393
SE	CCNA Certification	<b>Cisco IP Communications Express Specialist</b>	<b>IIUC</b> Implementing Cisco IOS UC <b>IIUC2</b> Implementing Cisco IOS UC Part 2 Cisco Lifecycle Services Express	<b>IIUC2</b> Test #642-145 <b>LCSE</b> Test #650-393

## Advanced Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>ADVANCED UNIFIED COMMUNICATIONS</b>				
AM	CSE Certification	<b>Cisco Advanced IPC Sales Specialist</b>	<b>AUCAM</b> Advanced Unified Communications Account Manager Cisco Lifecycle Services Express	<b>AUCAM</b> Test #646-230 <b>LCSE</b> Test #650-393
SE	CCDA Certification	<b>Cisco IPC Design Specialist</b>	<b>UCAD</b> Cisco UCs Architecture & Design <b>QOS</b> Cisco Quality of Service Cisco Lifecycle Services for Advanced UC	<b>UCAD</b> Test #642-415 <b>QOS</b> Test #642-642 <b>LCSAUC</b> Test #650-251
FE	CCVP Certification		Cisco Lifecycle Services for Advanced Unified Communications	<b>LCSAUC</b> Test #650-251
<b>Additional Requirements*</b>				
	None	<b>Cisco Unified Contact Center Express Specialist</b>	<b>UCCXD</b> Unified Contact Center Express & Unified IP IVR Deployment	<b>UCCX</b> Test #642-164
	CCDA Certification	<b>Cisco Unity Design Specialist</b>	<b>CUDN</b> Cisco Unity Design & Networking <b>IUM</b> Implementing Cisco Unified Messaging	<b>CUDN</b> Test #642-072
	<b>MCSE</b> Messaging on Windows Server 2003 recommended	<b>Cisco Unity Support Specialist</b>	<b>IUC</b> Implementing Cisco Unity Connection	<b>IUC</b> Test #642-262
	CCNA Certification	<b>Cisco Rich Media Communications Specialist</b>	<b>ICRMC</b> Implementing Cisco IP Video Conference Rich Media Communications <b>VOICE</b> Cisco Voice over IP	<b>CRMC</b> Test #642-481 <b>VOICE</b> Test #642-436

\* In addition to the above unique individual role requirements, the following Cisco Qualified Specialist badges are required for Advanced Unified Communications Specialization: Cisco Rich Media Communications Specialist, Cisco Unified Contact Center Express Specialist, Cisco Unity Design Specialist, Cisco Unity Support Specialist

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>ADVANCED ROUTING &amp; SWITCHING</b>				
AM	CSE Certification	<b>Cisco Routing &amp; Switching Sales Specialist</b>	Advanced Routing & Switching for AMs Cisco WAAS for AMs Cisco Lifecycle Services Express	<b>ARSAM</b> Test #646-046 <b>WAASAM</b> Test #646-656
SE	CCDA Certification	<b>Cisco Advanced Routing &amp; Switching Solutions Specialist</b>	<b>QOS</b> Cisco Quality of Service <b>ROUTE</b> Implementing Cisco IP Routing <b>RSSSE</b> Routing & Switching Solutions for System Engineers <b>CWAAS</b> Wide Area Application Services	<b>RSSSE</b> Test #642-062 <b>WAASSE</b> Test #642-654
FE	CCNP Certification	<b>Cisco Advanced Routing &amp; Switching Field Specialist</b>	<b>QOS</b> Cisco Quality of Service <b>ARSFE</b> Advanced Routing & Switching for Field Engineers <b>CWAAS</b> Wide Area Application Services	<b>ARSFE</b> Test #642-067 <b>WAASFE</b> Test #642-655

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>ADVANCED SECURITY</b>				
AM	CSE Certification	<b>Cisco Security Sales Specialist</b>	<b>ASAM</b> Advanced Security for Account Managers	<b>ASAM</b> Test #646-563
SE	CCDA Certification	<b>Cisco Security Solutions &amp; Design Specialist</b>	<b>SSSE</b> Security Solutions for System Engineers	<b>SSSE</b> Test #642-566
FE	CCSP or CCIE Security Certification		Cisco Lifecycle Services Advanced Security	<b>LCSAS</b> Test #650-575

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>ADVANCED WIRELESS LAN</b>				
AM	CSE Certification	<b>Cisco Advanced Wireless LAN Sales Specialist</b>	<b>WLAS</b> Wireless LAN Advanced Sales Cisco Lifecycle Services Express	<b>AWLANAM</b> Test #646-671
SE	CCDA Certification	<b>Cisco Advanced Wireless LAN Design Specialist</b>	<b>CWLF</b> Cisco Wireless LAN Fundamentals <b>CWLAT</b> Cisco WLAN Advanced Topics Lifecycle Services for Advanced WLAN	<b>AWLANSE</b> Test #642-681
FE	CCNA Certification	<b>Cisco Advanced Wireless LAN Field Specialist</b>	<b>CWLF</b> Cisco Wireless LAN Fundamentals <b>CWLAT</b> Cisco WLAN Advanced Topics Lifecycle Services for Advanced WLAN	<b>AWLANFE</b> Test #642-631

## Optional Specializations

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>ADVANCED DATA CENTER NETWORKING INFRASTRUCTURE</b>				
<b>AM</b>	CSE Certification	<b>Cisco Data Center Networking Sales Specialist</b>	<b>DCNSS</b> Data Center Networking Solution Sales	<b>DCNSS</b> Test #646-985
<b>SE</b>	CCDA Certification	<b>Cisco Data Center Networking Infrastructure Design Specialist</b>	<b>DCNID</b> Designing Cisco Data Center Network Infrastructure	<b>DCNID</b> Test #642-971
<b>FE</b>	CCNP Certification	<b>Cisco Data Center Networking Infrastructure Support Specialist</b>	<b>DCNI-1</b> Implementing Cisco Data Center Network Infrastructure 1 <b>DCNI-2</b> Implementing Cisco Data Center Network Infrastructure 2	<b>DCNI-1</b> Test #642-973 <b>DCNI-2</b> Test #642-974
	CCDA Certification	<b>Cisco Data Center Application Services Design Specialist</b>	<b>DCASD</b> Designing Cisco Data Center Application Services	<b>DCASD</b> Test #642-972
	CCNA Certification	<b>Cisco Data Center Application Services Support Specialist</b>	<b>DCASI</b> Implementing Cisco Data Center Application Services	<b>DCASI</b> Test #642-975

Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>ADVANCED DATA CENTER STORAGE NETWORKING</b>				
<b>AM</b>	CSE Certification	<b>Cisco Data Center Storage Networking Sales Specialist</b>	<b>DCNS</b> Selling Cisco Data Center Networking Solutions	<b>DCNS</b> Test #646-976
<b>SE</b>	None	<b>Cisco Data Center Storage Networking Design Specialist</b>	<b>DCSNS</b> Designing Cisco Storage Networking Solutions	<b>DCSNS</b> Test #642-357
<b>FE</b>	None	<b>Cisco Data Center Storage Networking Support Specialist</b>	<b>ICSNS</b> Implementing Cisco Storage Networking Solutions <b>IASNS</b> Implementing Advanced Cisco Storage Networking Solutions	<b>ICSNS</b> Test #642-359



### CONTACT US.

**Fast Lane offers training courses that effectively prepare network specialists for the various Cisco Certifications.**

Feel free to get in touch if you have any questions about our offering - we'll be delighted to hear from you. You can reach us any time by calling +49 (0)40 25334610 or sending an e-mail to [info@flane.de](mailto:info@flane.de).

## Cisco Master Specializations

Cisco Master Specializations are targeted at an elite group of partners that have the most in-depth technology skills and demonstrated success in selling, deploying, and providing services for more sophisticated Cisco solutions.

Master Specialization can be achieved regardless of certification level, and are available for Unified Communications and Security. Partners must first achieve the advanced specialization in that technology, and then meet stringent requirements that demonstrate their capabilities and customer successes in the following three areas:

- **Selling capability:** Sales skills, sales personnel investments, product and solution knowledge, Cisco prescribed demonstration capabilities, and customer references that include Cisco prescribed solution and services.
- **Technical capability:** Technical personnel requirements, including additional CCIE certified individuals.
- **Services capability and methodology:** Ability to provide services assessment across the Cisco Lifecycle Services phases: Prepare, Plan, Design, Implement, Operate, and Optimize. Ability to meet ISO-prescribed skills for specific Cisco services.

To protect the integrity and value of the Master Specialization, Cisco employs an annual onsite audit requirement to provide further validation of a partner's technology skills, and services capabilities.

### MASTER UNIFIED COMMUNICATIONS

To achieve the Master Unified Communications Specialization, partners must first attain the Advanced Unified Communications Specialization, and then meet stringent requirements to demonstrate their master-level capabilities in the following areas:

- **Customer success:** Five annual customer references for successful delivery of integrated, multiple unified communications solutions and applications integration in areas such as contact center, unified messaging, rich media, mobility, and presence solutions.
- **Technology expertise:** Additional technical requirements, such as additional CCIE certified individuals (CCIE-Voice, for example), industry-recognized project management credentials, and Cisco and third-party application integration experience.
- **Services capability and methodology:** Comprehensive services assessment across the Cisco Lifecycle Services phases, including ISO prescribed skills for the operate phase and post-implementation support.

### MASTER SECURITY

To achieve the Master Security Specialization, partners must first attain the Advanced Security Specialization, and then meet stringent requirements to demonstrate their master-level capabilities in the following areas:

- **Customer success:** Five annual customer references for successful delivery of integrated, multiple security solutions such as Intrusion Prevention, Network Admission Control, Secure Communications, Security Management, and Secure Applications.
- **Technology expertise:** Additional CCIE personnel requirements with the deep technology skills customers require. Industry recognized project management credentials.
- **Services capability and methodology:** Comprehensive services assessment across the Cisco Lifecycle Services phases including: ISO prescribed skills for the operate phase, remote monitoring capability, vulnerability assessments, and post implementation support.



### CONTACT US.

Feel free to get in touch if you have any questions about Cisco Master Specializations - we'll be delighted to hear from you.

You can reach us any time by calling +49 (0)40 25334610 or sending an e-mail to [info@flane.de](mailto:info@flane.de).

The Authorized Partner Program helps Cisco and its partners quantify new market opportunities and gauge partner interest in addressing these markets.

The Program bridges two important pillars in the partner portfolio: the Authorized Technology Provider (ATP) Program and the Specialization program. Among its goals, this program:

- Targets both emerging technologies like Digital Media Solutions, and advanced technologies like Unified Communications
- Provides market opportunities for all partners interested in investing (with no partner invitation required)
- May or may not restrict the product suite depending on technology
- Uses web-based and/or non-proctored exams to validate competency of key roles
- Recognizes partners in the Cisco Partner Locator as Authorized Partners upon completion of the program requirements to allow partners to differentiate themselves from competitors

The Authorized Partner Program is not a specialization and does not count toward Cisco certification (Select, Premier, Silver, or Gold). There are four partner programs:

- **Authorized Business Edition Program**
- **Authorized Digital Media System Partner Program**
- **Authorized Service Provider Video Program**
- **Authorized Unified MeetingPlace Program**

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## Authorized Digital Media System Partner Program

The Cisco Authorized Digital Media System Partner Program is designed for partners with a successful network design and deployment practice who can rapidly adopt new Cisco technologies, and develop new business practices. (Completion of the Express Foundation Specialization is highly recommended.) Ideal partners would have proven success selling and supporting Digital Media Systems, and a business focus on digital media and video solutions.



Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>AUTHORIZED DIGITAL MEDIA SYSTEM PARTNER</b>				
<b>AM</b>	None	<b>Cisco Digital Media System for Account Manager</b> Recommended: <b>Cisco Express Foundation Sales Specialist</b>	Video 101 Introduction to Video Concepts (E-learning) Cisco DMS Partner Sales Training Recommended: Cisco Express Foundation for Account Managers	<b>CDMS1</b> Test #650-026 Recommended: <b>CXFA</b> Test #646-363
<b>SE</b>	None	<b>Cisco Digital Media System for SE/FE</b> Recommended: <b>Cisco Express Foundation Design Specialist</b>	Video 101 Introduction to Video Concepts (E-learning) <b>DMS</b> Digital Media Suite <b>ADS</b> Academy of Digital Signage Recommended: Cisco Express Foundation SE	<b>CDMS2</b> Test #650-027 Recommended: <b>CXFS</b> Test #642-373
<b>FE</b>	None	<b>Cisco Digital Media System for SE/FE</b> Recommended: <b>Cisco Express Foundation Field Specialist</b>	Video 101 Introduction to Video Concepts (E-learning) <b>DMS</b> Digital Media Suite Recommended: Cisco Express Foundation FE	<b>CDMS2</b> Test #650-027 Recommended: <b>CXFF</b> Test #642-383

## Authorized Business Edition Program

Through this program, qualifying partners can gain access to Cisco Unified Communications Manager Business Edition products for the 100- to 500-user market segment. By completing the program requirements, partners demonstrate their competency in deploying these solutions and are eligible to participate in the Cisco Value Incentive Program. The program is customized for partners who focus on mid-sized businesses, and it requires training and exams for only the Cisco Unified Communications Manager Business Edition.



Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>AUTHORIZED BUSINESS EDITION</b>				
<b>AM</b>	CSE Certification	<b>Cisco Advanced IP Communications Sales Specialist</b>	<b>AUCAM</b> Advanced Unified Communications Account Manager Cisco Lifecycle Services Express	<b>AUCAM</b> Test #646-230 <b>LCSE</b> Test #650-393
<b>Engineer 1</b>	CCVP Certification		Cisco Lifecycle Services for Advanced Unified Communications	<b>LCSAUC</b> Test #650-251
<b>Engineer 2</b>	None	<b>Cisco Unified Presence Specialist</b>	<b>PRSDI</b> Cisco Unified Presence Design & Implem. <b>CUCBE</b> Cisco Unity Connection for Business Edition	<b>PRSDI</b> Test #642-181 <b>CUCBE</b> Test #650-261

## Authorized Unified MeetingPlace Program

The growing demand for solutions that facilitate collaboration presents a significant business opportunity for partners selling Cisco Unified Communications solutions. With the Authorized Unified MeetingPlace Program, Advanced Unified Communications partners who choose to participate can provide innovative collaboration solutions for their customers to help them increase profitability.



Job Role	Prerequisites	Cisco Career Certification	Recommended Training	Test
<b>AUTHORIZED UNIFIED MEETINGPLACE</b>				
<b>AM</b>	CSE Certification	<b>Cisco MeetingPlace Sales Specialist</b>	<b>SMPS</b> Selling Unified MeetingPlace Solutions	<b>SMPS</b> Test #646-276
<b>SE</b>	None	<b>Cisco MeetingPlace Design Specialist</b>	<b>DMPS</b> Designing Unified MeetingPlace Solutions	<b>DMPS</b> Test #642-272
<b>FE</b>	None	<b>Cisco MeetingPlace Support Specialist</b>	<b>IMPS</b> Implementing Unified MeetingPlace Solutions	<b>IMPS</b> Test #642-274

## Authorized Service Provider Video Program

The Cisco Authorized Service Provider (SP) Video Program is for Cisco partners who want to broaden their video expertise and work with Cisco to jointly expand the number of service providers that use Cisco video solutions. The goal is to build a mutually profitable partnership to address customers' needs.



Job Role	Prerequisites	Recommended Training	Test
<b>AUTHORIZED SERVICE PROVIDER VIDEO</b>			
<b>AM</b>	None	Selling SP Video	
<b>SE</b> (2 Individuals required)	None	Selling SP Video Further training on request	Individuals are required to complete either Wireline, Cable Headend, or Cable Access track exams to fulfill the role. <b>Wireline</b> <ul style="list-style-type: none"> <li>SP Video Phase I Test #650-322</li> <li>SP Video Phase II Wireline Test #650-331</li> <li>SP Video Phase III Wireline Test #644-344</li> </ul> <b>Cable Headend &amp; Hub</b> <ul style="list-style-type: none"> <li>SP Video Phase I Test #650-322</li> <li>SP Video Phase II Cable Headend/Hub Test #650-328</li> <li>SP Video Phase III Cable Headend/Hub Test #644-337</li> </ul> <b>Cable Access</b> <ul style="list-style-type: none"> <li>SP Video Phase I Test #650-322</li> <li>SP Video Phase II Cable Access Test #650-325</li> <li>SP Video Phase III Cable Access Test #644-334</li> </ul>

# Authorized Technology Provider (ATP) Program



The Cisco Authorized Technology Provider (ATP) Program develops global market opportunities for advanced and emerging technology solutions through qualified Cisco channel partners while ensuring high customer satisfaction. The ATP Program allows Cisco to define the core knowledge and skills required to deploy an advanced or emerging technology, while further defining and developing the market opportunity.

The ATP Program requires a partner invitation by Cisco. To participate in the ATP Program, partners must already possess relevant job/industry/market credentials in the ATP focused technology. Before engaging with potential ATP partners, a Cisco sponsor or account manager must proceed to the ATP Instruction Page for nomination, approval, and partner invitation instructions.

There are e.g. the following ATP Programs:

- **Customer Voice Portal**
- **Data Center Unified Computing**
- **IP Interoperability and Collaboration System**
- **Outdoor Wireless Mesh**
- **TelePresence**
- **Unified Contact Center Enterprise**
- **Video Surveillance**
- **WiMAX**



## **CUSTOMER VOICE PORTAL**

The Cisco Customer Voice Portal (CVP) ATP program is focused on the self-service marketplace. Participation in this program allows partners to provide customers with cost-effective, personalized voice self-service applications, and transparent transfer of information from voice self-service to agent-assisted service.

## **DATA CENTER UNIFIED COMPUTING**

The Cisco Data Center Unified Computing Authorized Technology Provider (DCUC ATP) Program helps Cisco partners address the growing, US\$75 billion global market opportunity for unified computing solutions. The program allows partners to further expand their data center practices, including the Cisco Unified Computing System (UCS). It helps identify, qualify, train, and empower a specifically-qualified group of Cisco channel partners to provide sales and support for the Cisco UCS.

## **IP INTEROPERABILITY AND COLLABORATION SYSTEM**

The goal of the Cisco IP Interoperability and Collaboration System (IPICS) ATP program is to develop a global VAR/systems integrator channel focused on generating IPICS revenues, using highly experienced channel partners to implement world-class core and edge routing solutions with Cisco's physical security and safety solutions.

## **OUTDOOR WIRELESS MESH**

The goal of the Cisco Outdoor Wireless Mesh ATP program is to develop partners focused on deploying Cisco outdoor wireless mesh solutions including municipal Wi-Fi.

## **TELEPRESENCE**

The Cisco TelePresence ATP program is focused on bringing Cisco TelePresence products and solutions to the market. The goal of the program is to develop a global VAR/systems integrator channel focused on generating Cisco TelePresence revenues, using highly experienced channel partners to implement world-class "face-to-face" meeting experience over the network.

## **UNIFIED CONTACT CENTER ENTERPRISE**

The Cisco Unified Contact Center Enterprise ATP program is focused on the high-end enterprise contact center marketplace. Participation in this program allows partners to provide intelligent call routing, network-to-desktop computer telephony integration, and contact management solutions to enterprise agents over an IP-based network.

## **VIDEO SURVEILLANCE**

The goal of the Cisco Video Surveillance ATP program is to ensure high-quality video surveillance deployment and customer satisfaction through a global VAR channel program. The program identifies, qualifies, trains, and enables a select set of Cisco channel partners to provide solution services for the Cisco Video Surveillance products.

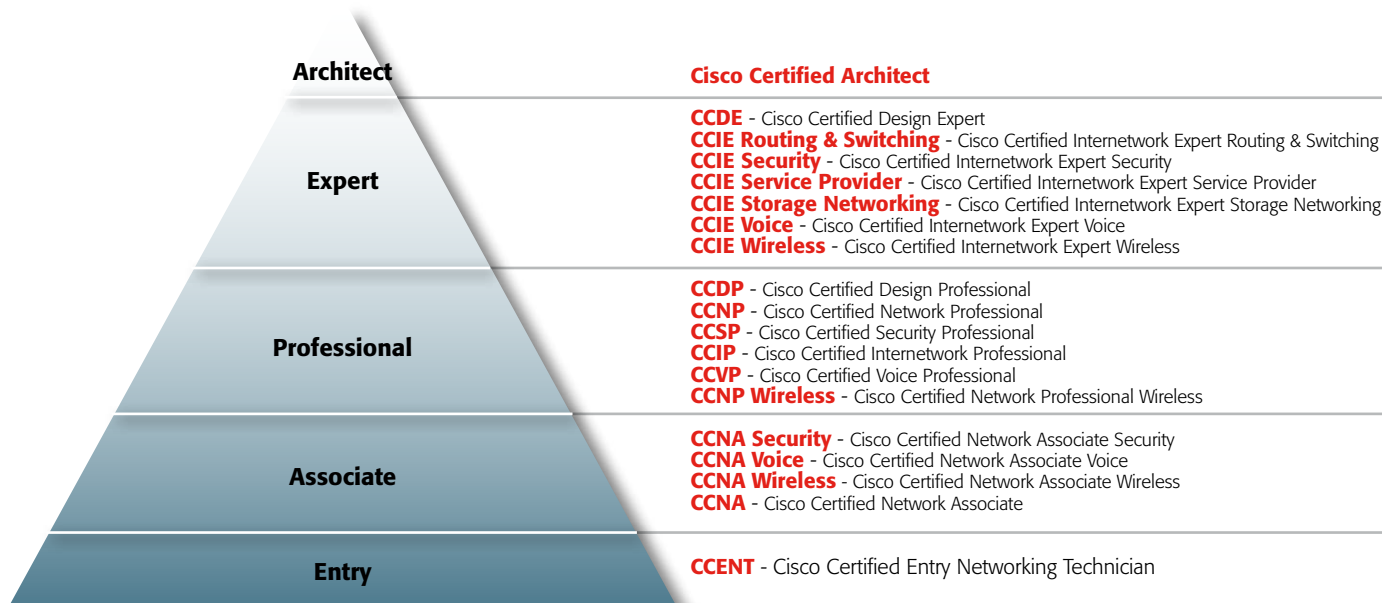
## **WiMAX**

The goal of the Cisco WiMAX ATP Program is to develop partners focused on selling and deploying WiMAX solutions. Ideal partners have proven WiMAX deployment experience and can rapidly adopt new Cisco technologies and develop new business practices.

# Cisco Career Certifications for the Individual



Widely respected throughout the world, Cisco Certifications substantiate the knowledge and skills of certified specialists. They rank among the most sought-after qualifications for internetworking professionals.



## Cisco Specialist Certifications

Next to the general Cisco qualification programs, Cisco Qualified Specialist certifications are available to demonstrate competence in specific technology areas, solutions, and/or job roles.

### ADVANCED ROUTING & SWITCHING CERTIFICATIONS

Cisco Routing & Switching Field Specialist  
 Cisco Routing & Switching Sales Specialist  
 Cisco Routing & Switching Solutions Specialist



### DATA CENTER CERTIFICATIONS

#### Data Center Networking Infrastructure

Cisco Data Center Networking Infrastructure Design Specialist  
 Cisco Data Center Networking Infrastructure Support Specialist  
 Cisco Data Center Networking Sales Specialist



#### Data Center Application Services

Cisco Data Center Application Services Design Specialist  
 Cisco Data Center Application Services Support Specialist



#### Data Center Storage Networking

Cisco Data Center Storage Networking Design Specialist  
 Cisco Data Center Storage Networking Support Specialist  
 Cisco Data Center Storage Networking Sales Specialist



#### Data Center Unified Computing

Cisco Data Center Unified Computing Design Specialist  
 Cisco Data Center Unified Computing Support Specialist



### SECURITY & VPN CERTIFICATIONS

Cisco ASA Specialist  
 Cisco IPS Specialist  
 Cisco Network Admission Control Specialist  
 Cisco Security Sales Specialist  
 Cisco Security Solutions & Design Specialist



### UNIFIED COMMUNICATIONS & VIDEO CERTIFICATIONS

#### Unified Communications Certifications

Cisco Advanced IP Communications Sales Specialist  
 Cisco IP Communications Express Specialist  
 Cisco IP Communications Express Sales Specialist  
 Cisco IP Contact Center Express Specialist  
 Cisco IP Telephony Design Specialist  
 Cisco Unity Design Specialist  
 Cisco Unity Support Specialist  
 Cisco Unified Presence Specialist



#### Video Certifications

Cisco Rich Media Communications Specialist  
 Cisco TelePresence Installations Specialist  
 Cisco TelePresence Solutions Specialist



### MEETINGPLACE CERTIFICATIONS

Cisco MeetingPlace Design Specialist  
 Cisco MeetingPlace Sales Specialist  
 Cisco MeetingPlace Support Specialist



### FOUNDATION FOR CHANNEL PARTNERS

Cisco Express Foundation Design Specialist  
 Cisco Express Foundation Field Specialist  
 Cisco Express Foundation Sales Specialist



### WIRELESS LAN CERTIFICATIONS

Cisco Advanced Wireless LAN Design Specialist  
 Cisco Advanced Wireless LAN Field Specialist  
 Cisco Advanced Wireless LAN Sales Specialist



# Cisco Career Certifications for the Individual



## Entry & Associate Level Certifications

Prerequisites	Recommended Training	Days	Test
None	<b>ICND1</b> Interconnecting Cisco Network Devices 1	5	<b>ICND1</b> Test #640-822
<b>CCNA CISCO CERTIFIED NETWORK ASSOCIATE</b>			
None	<b>ICND1</b> Interconnecting Cisco Network Devices 1 <b>ICND2</b> Interconnecting Cisco Network Devices 2	5 5	<b>ICND1</b> Test #640-822 } or <b>CCNA</b> <b>ICND2</b> Test #640-816 } Test #640-802)
<b>CCNA CISCO CERTIFIED NETWORK ASSOCIATE SECURITY</b>			
CCNA Certification	<b>IINS</b> Implementing Cisco IOS Network Security	5	<b>IINS</b> Test #640-553
<b>CCNA CISCO CERTIFIED NETWORK ASSOCIATE VOICE</b>			
CCNA Certification	<b>IIUC</b> Implementing Cisco IOS Unified Communications or <b>CVOICE</b> Cisco Voice over IP	5 5	<b>IIUC</b> Test #640-460 or <b>CVOICE</b> Test #642-436
<b>CCNA CISCO CERTIFIED NETWORK ASSOCIATE WIRELESS</b>			
CCNA Certification	<b>IUWNE</b> Implementing Cisco Unified Wireless Networking Essentials	5	<b>IUWNE</b> Test #640-721
<b>CCDA CISCO CERTIFIED DESIGN ASSOCIATE</b>			
CCNA Level, BCMSN Level	<b>DESGN</b> Designing for Cisco Internetwork Solutions	5	<b>DESGN</b> Test #640-863

## Professional Level Certifications

Prerequisites	Recommended Training	Days	Test
<b>CCNP CISCO CERTIFIED NETWORK PROFESSIONAL</b>			
CCNA Certification	<b>ROUTE</b> Implementing Cisco IP Routing <b>SWITCH</b> Implementing Cisco IP Switched Networks <b>TSHOOT</b> Troubleshooting and Maintaining Cisco IP Networks	5 5 5	<b>ROUTE</b> Test #642-902 <b>SWITCH</b> Test #642-813 <b>TSHOOT</b> Test #642-832
<b>CCDP CISCO CERTIFIED DESIGN PROFESSIONAL</b>			
CCNA & CCDA Certification	<b>ROUTE</b> Implementing Cisco IP Routing <b>SWITCH</b> Implementing Cisco IP Switched Networks <b>ARCH</b> Designing Cisco Network Service Architectures	5 5 5	<b>ROUTE</b> Test #642-902 <b>SWITCH</b> Test #642-813 <b>ARCH</b> Test #642-873
<b>CCSP CISCO CERTIFIED SECURITY PROFESSIONAL</b>			
CCNA Security Certification	<b>SNRS</b> Securing Networks with Cisco Routers & Switches <b>SNAF</b> Securing Networks with ASA Fundamentals <b>IPS</b> Implementing Cisco Intrusion Prevention System  <b>CANAC</b> Implementing Cisco NAC Appliance <b>MARS</b> Implementing Cisco Security MARS <b>SNAA</b> Securing Networks with ASA Advanced	5 5 4  3 4 5	<b>SNRS</b> Test #642-504 <b>SNAF</b> Test #642-524 <b>IPS</b> Test #642-533 Plus one elective <b>CANAC</b> Test #642-591 <b>MARS</b> Test #642-545 <b>SNAA</b> Test #642-515
<b>CCIP CISCO CERTIFIED INTERNETWORK PROFESSIONAL</b>			
CCNA Certification	<b>ROUTE</b> Implementing Cisco IP Routing <b>QOS</b> Implementing Cisco QoS <b>BGP</b> Configuring BGP on Cisco Routers <b>MPLS</b> Implementing Cisco MPLS	5 5 5 5	<b>ROUTE</b> Test #642-902 <b>QOS</b> Test #642-642 <b>BGP</b> Test #642-661 } or BGP & MPLS <b>MPLS</b> Test #642-611 } Test #642-691
<b>CCVP CISCO CERTIFIED VOICE PROFESSIONAL</b>			
CCNA Voice Certification	<b>QOS</b> Implementing Cisco QoS <b>CVOICE</b> Cisco Voice over IP <b>CIPT1</b> Implementing Cisco Unified Communications Manager 1 <b>CIPT2</b> Implementing Cisco Unified Communications Manager 2 <b>TUC</b> Troubleshooting Cisco Unified Communications Systems	5 5 5 5 5	<b>QOS</b> Test #642-642 <b>CVOICE</b> Test #642-436 <b>CIPT1</b> Test #642-446 <b>CIPT2</b> Test #642-456 <b>TUC</b> Test #642-426
<b>CCNP CISCO CERTIFIED NETWORK PROFESSIONAL WIRELESS</b>			
CCNA Wireless Certification	<b>CUWSS</b> Conducting Cisco Unified Wireless Site Survey <b>IUWVN</b> Implementing Cisco Unified Wireless Voice Networks <b>IUWMS</b> Implementing Cisco Unified Wireless Mobility Services <b>IAUWS</b> Implementing Advanced Cisco Unified Wireless Security	5 5 5 5	<b>CUWSS</b> Test #642-731 <b>IUWVN</b> Test #642-741 <b>IUWMS</b> Test #642-746 <b>IAUWS</b> Test #642-736

## Sales Certification

Prerequisites	Recommended Training	Days	Test
<b>CSE CISCO SALES EXPERT</b>			
None	<b>CSE</b> Cisco Sales Essentials	3	<b>CSE</b> Test #646-204

## Expert Level Certifications

### CISCO CERTIFIED INTERNETWORK EXPERT (CCIE)

The Cisco Certified Internetwork Expert (CCIE) certification is accepted worldwide as the most prestigious networking certification in the industry. Network Engineers holding an active Cisco CCIE certification are recognized for their expert network engineering skills and mastery of Cisco products and solutions. The CCIE community has established a reputation of leading the networking industry in deep technical networking knowledge and are deployed into the most technically challenging network assignments. Cisco introduced the CCIE certification in 1993 to assist the industry in distinguishing the top echelon of internetworking experts worldwide. Today, CCIE certification holders represent less than 3% of all certified Cisco professionals and less than 1% of the networking professionals worldwide.

Cisco offers six CCIE tracks. CCIE certification involves two exams:

- **CCIE Written Exam**

You must pass the two-hour written exam before you are eligible to schedule the lab exam.

- **CCIE Lab Exam**

Lab exams are eight-hour, hands-on exams that test the ability to configure and troubleshoot networking equipment and software.

CCIE Routing & Switching	CCIE Service Provider	CCIE Storage Networking	CCIE Security	CCIE Voice	CCIE Wireless
<b>Lab Exam</b> Cisco 360 Learning Program  <b>Written Exam 350-001</b> Cisco 360 Learning Program	<b>Lab Exam</b> CCIE Preparation Lab Service Provider (CCIESP)  <b>Written Exam 350-029</b> Individual training program	<b>Lab Exam</b> CCIE Storage Networking Power Lab (CCIESANPL)  <b>Written Exam 350-040</b> Individual training program	<b>Lab Exam</b> CCIE Preparation Lab Security (CCIESEC)  <b>Written Exam 350-018</b> Individual training program	<b>Lab Exam</b> Cisco 360 Learning Program  <b>Written Exam 350-030</b> Cisco 360 Learning Program	<b>Lab Exam</b> CCIE Wireless Lab Power Workshop (CCIEWL)  <b>Written Exam 350-050</b> CCIE Wireless Written Power Workshop (CCIEWW)

### CISCO CERTIFIED DESIGN EXPERT (CCDE)

Cisco Certified Design Expert (CCDE) validates advanced network infrastructure design principles and fundamentals for large networks. With a CCDE certification, a network professional demonstrates an ability to develop solutions which address planning, design, integration, optimization, operations, security and ongoing support focused at the infrastructure level for customer networks.

Prerequisites	Recommended Training & Experience	Test
No formal prerequisites	In-depth understanding of the topics in the exam blueprints, a minimum of seven years job experience, and a thorough understanding of networking infrastructure principles	<b>CCDE Written Exam</b> You must pass the two-hour, written qualification exam which covers advanced networking infrastructure design principles and concepts. <b>CCDE Practical Exam</b> The CCDE Practical exam is a design-scenario exam that tests your ability to perform design analysis, justify design requirements, and develop a design implementation based on best practices.

## Architect Level Certification

### CISCO CERTIFIED ARCHITECT

Cisco Certified Architect is the highest level of accreditation achievable within the Cisco Career Certification program. It is the pinnacle for individuals wishing to show their formal validation of Cisco technologies and infrastructure architecture. This prestigious credential recognizes the architectural expertise of network designers. A Cisco Certified Architect gathers the business requirements and objectives necessary to produce a blueprint for an integrated, large-scale, complex, global network. They can translate business parameters and objectives into functional requirements for a network design. In addition, Cisco Certified Architects can clearly communicate and advocate proposed Cisco network architectures.

A valid CCDE certification is the prerequisite for Cisco Certified Architect certification. There are no formal training programs available for the Cisco Certified Architect certification. However, candidates wishing to attain their Cisco Certified Architect certification must meet before an in-person board made of Cisco-appointed exam committee members during which the candidate defends their proposed network solution.

# Cisco Specialist Certifications for the Individual



## ADVANCED ROUTING & SWITCHING

Prerequisites	Recommended Training	Days	Test
<b>CISCO ROUTING &amp; SWITCHING FIELD SPECIALIST</b>			
CCNP Certification	<b>ARSFE</b> Advanced Routing & Switching for Field Engineers <b>CWAAS</b> Cisco Wide Area Application Services	3 5	<b>ARSFE</b> Test #642-067 <b>WAASFE</b> Test #642-655
<b>CISCO ROUTING &amp; SWITCHING SOLUTIONS SPECIALIST</b>			
CCDA Certification	<b>RSSSE</b> Routing & Switching Solutions for System Engineers <b>CWAAS</b> Cisco Wide Area Application Services	2 5	<b>RSSSE</b> Test #642-062 <b>WAASSE</b> Test #642-654
<b>CISCO ROUTING &amp; SWITCHING SALES SPECIALIST</b>			
CSE Certification	<b>ARSAM</b> Advanced Routing & Switching for AMs Cisco Lifecycle Services Express <b>WAASAM</b> Wide Area Application Services for AMs		<b>ARSAM</b> Test #646-046 <b>WAASAM</b> Test #646-656

## DATA CENTER: NETWORKING INFRASTRUCTURE, APPLICATION SERVICES, STORAGE NETWORKING, UNIFIED COMPUTING

Prerequisites	Recommended Training	Days	Test
<b>CISCO DATA CENTER APPLICATION SERVICES DESIGN SPECIALIST</b>			
CCDA Certification	<b>DCASD</b> Designing Cisco Data Center Application Services	5	<b>DCASD</b> Test #642-972
<b>CISCO DATA CENTER APPLICATION SERVICES SUPPORT SPECIALIST</b>			
CCNA Certification	<b>DCASI</b> Implementing Cisco Data Center Application Services	5	<b>DCASI</b> Test #642-975
<b>CISCO DATA CENTER NETWORKING INFRASTRUCTURE DESIGN SPECIALIST</b>			
CCDA Certification	<b>DCNID</b> Designing Cisco Data Center Network Infrastructure	5	<b>DCNID</b> Test #642-971
<b>CISCO DATA CENTER NETWORKING INFRASTRUCTURE SUPPORT SPECIALIST</b>			
CCNP Certification	<b>DCNI-1</b> Implementing Cisco Data Center Network Infrastructure 1 <b>DCNI-2</b> Implementing Cisco Data Center Network Infrastructure 2	5 5	<b>DCNI-1</b> Test #642-973 <b>DCNI-2</b> Test #642-974
<b>CISCO DATA CENTER STORAGE NETWORKING DESIGN SPECIALIST</b>			
None	<b>DCSNS</b> Designing Cisco Storage Networking Solutions	5	<b>DCSNS</b> Test #642-357
<b>CISCO DATA CENTER STORAGE NETWORKING SUPPORT SPECIALIST</b>			
None	<b>ICSNS</b> Implementing Cisco Storage Networking Solutions <b>IASNS</b> Implem. Advanced Cisco Storage Networking Solutions	5 5	<b>ICSNS</b> Test #642-359
<b>CISCO DATA CENTER NETWORKING SALES SPECIALIST</b>			
CSE Certification	<b>DCNSS</b> Data Center Networking Solution Sales		<b>DCNSS</b> Test #646-985
<b>CISCO DATA CENTER STORAGE NETWORKING SALES SPECIALIST</b>			
CSE Certification	<b>DCNS</b> Selling Cisco Data Center Networking Solutions		<b>DCNS</b> Test #646-976
<b>CISCO DATA CENTER UNIFIED COMPUTING DESIGN SPECIALIST</b>			
VMware Design Exam PLUS one of the following options: • CCDA Certification and DCUCD 642-978 Qualifier Exam • DCSNS and DCNID Certifications	<b>DCUCD</b> Data Center Unified Computing Design	5	<b>DCUCD</b> Test #642-982
<b>CISCO DATA CENTER UNIFIED COMPUTING SUPPORT SPECIALIST</b>			
VCP (VMware Certified Professional) PLUS one of the following options: • CCNA Certification and DCUCI 642-979 Qualifier Exam • ICSNS and DCNIS Certifications	<b>DCUCI</b> Data Center Unified Computing Implementation	5	<b>DCUCI</b> Test #642-983

## SECURITY & VPN

Prerequisites	Recommended Training	Days	Test
<b>CISCO ASA SPECIALIST</b>			
CCNA Security Certification	<b>SNAF</b> Securing Networks with ASA Fundamentals <b>SNAA</b> Securing Networks with ASA Advanced	5 5	<b>SNAF</b> Test #642-524 <b>SNAA</b> Test #642-515
<b>Cisco IPS SPECIALIST</b>			
CCNA Security Certification	<b>IPS</b> Implementing Cisco Intrusion Prevention System	4	<b>IPS</b> Test #642-533
<b>CISCO NETWORK ADMISSION CONTROL SPECIALIST</b>			
CCNA Security Certification	<b>CANAC</b> Implementing Cisco NAC Appliance	3	<b>CANAC</b> Test #642-591
<b>CISCO SECURITY SOLUTIONS &amp; DESIGN SPECIALIST</b>			
CCDA Certification	<b>SSSE</b> Security Solutions for System Engineers	5	<b>SSSE</b> Test #642-566
<b>CISCO SECURITY SALES SPECIALIST</b>			
CSE Certification	<b>ASAM</b> Advanced Security for Account Managers		<b>ASAM</b> Test #646-563

## UNIFIED COMMUNICATIONS & VIDEO

Prerequisites	Recommended Training	Days	Test
<b>CISCO IP COMMUNICATIONS EXPRESS SPECIALIST</b>			
CCNA Certification	<b>IIUC</b> Implementing Cisco IOS Unified Communications <b>IIUC2</b> Implementing Cisco IOS Unified Communications Part 2 Cisco Lifecycle Services Express	5 5	<b>IIUC2</b> Test #642-145 <b>LCSE</b> Test #650-393
<b>CISCO IP CONTACT CENTER EXPRESS SPECIALIST</b>			
None	<b>UCCXD</b> Unified Contact Center Express & Unified IP IVR	5	<b>UCCX</b> Test #642-164
<b>CISCO IP COMMUNICATIONS DESIGN SPECIALIST</b>			
CCDA Certification	<b>UCAD</b> Cisco Unified Communications Architecture & Design <b>QOS</b> Implementing Cisco QoS Cisco Lifecycle Services for Advanced Unified Communications	5 5	<b>UCAD</b> Test #642-415 <b>QOS</b> Test #642-642 <b>LCSAUC</b> Test #650-251
<b>CISCO RICH MEDIA COMMUNICATIONS SPECIALIST</b>			
CCNA Certification	<b>ICRMC</b> Implem. Cisco IP Video Conference Rich Media Comm. <b>CVOICE</b> Cisco Voice over IP	5	<b>CRMC</b> Test #642-481 <b>CVOICE</b> Test #642-436
<b>CISCO UNITY DESIGN SPECIALIST</b>			
CCDA Certification	<b>IUM</b> Implementing Cisco Unified Messaging <b>CUDN</b> Cisco Unity Design & Networking	5 4	<b>CUDN</b> Test #642-072
<b>CISCO UNITY SUPPORT SPECIALIST</b>			
None	<b>IUC</b> Implementing Cisco Unity Connection	5	<b>IUC</b> Test #642-262
<b>CISCO UNIFIED PRESENCE SPECIALIST</b>			
None	<b>PRSDI</b> Cisco Unified Presence Design & Implementation	3	<b>PRSDI</b> Test #642-181
<b>CISCO TELEPRESENCE INSTALLATIONS SPECIALIST</b>			
None	<b>ITI</b> Implementing Cisco TelePresence Installation		<b>ITI</b> Test #642-188
<b>CISCO TELEPRESENCE SOLUTIONS SPECIALIST</b>			
CCNA Certification	<b>ITS</b> Implementing Cisco TelePresence Solutions <b>PITS</b> Physical Installation of Cisco TelePresence Systems	4 2	<b>ITS</b> Test #642-185
<b>CISCO ADVANCED IP COMMUNICATIONS SALES SPECIALIST</b>			
CSE Certification	<b>AUCAM</b> Advanced Unified Communications Account Manager Cisco Lifecycle Services Express		<b>AUCAM</b> Test #646-230 <b>LCSE</b> Test #650-393
<b>CISCO IP COMMUNICATIONS EXPRESS SALES SPECIALIST</b>			
CSE Certification	<b>UCXAM</b> Unified Communications Express AM Cisco Lifecycle Services Express		<b>UCXAM</b> Test #646-223 <b>LCSE</b> Test #650-393

## MEETINGPLACE

Prerequisites	Recommended Training	Days	Test
<b>CISCO MEETINGPLACE DESIGN SPECIALIST</b>			
None	<b>DMPS</b> Designing Cisco Unified MeetingPlace Solutions	3	<b>DMPS</b> Test #642-272
<b>CISCO MEETINGPLACE SUPPORT SPECIALIST</b>			
None	<b>IMPS</b> Implementing MeetingPlace Solutions	5	<b>IMPS</b> Test #642-274
<b>CISCO MEETINGPLACE SALES SPECIALIST</b>			
CSE Certification	<b>SMPS</b> Selling Cisco Unified MeetingPlace Solutions		<b>SMPS</b> Test #646-276

## WIRELESS LAN

Prerequisites	Recommended Training	Days	Test
<b>CISCO ADVANCED WIRELESS LAN DESIGN SPECIALIST</b>			
CCDA Certification	<b>CWLF</b> Cisco Wireless LAN Fundamentals <b>CWLAT</b> Cisco Wireless LAN Advanced Topics	4 4	<b>AWLANSE</b> Test #642-681
<b>CISCO ADVANCED WIRELESS LAN FIELD SPECIALIST</b>			
CCNA Certification	<b>CWLF</b> Cisco Wireless LAN Fundamentals <b>CWLAT</b> Cisco Wireless LAN Advanced Topics	4 4	<b>AWLANFE</b> Test #642-631
<b>CISCO ADVANCED WIRELESS LAN SALES SPECIALIST</b>			
CSE Certification	<b>WLAS</b> Wireless LAN Advanced Sales		<b>AWLANAM</b> Test #646-671

## FOUNDATION FOR CHANNEL PARTNERS

Prerequisites	Recommended Training	Days	Test
<b>CISCO EXPRESS FOUNDATION DESIGN SPECIALIST</b>			
CCDA Certification	<b>CXFS</b> Cisco Express Foundation SE		<b>CXFS</b> Test #642-373
<b>CISCO EXPRESS FOUNDATION FIELD SPECIALIST</b>			
CCNA Certification	<b>CXFF</b> Cisco Express Foundation FE		<b>CXFF</b> Test #642-383
<b>CISCO EXPRESS FOUNDATION SALES SPECIALIST</b>			
CSE Certification	<b>CXFA</b> Cisco Express Foundation AM		<b>CXFA</b> Test #646-363

## More than 200 High-end Labs

Fast Lane offers a training and demo lab environment, unrivalled worldwide, to cover every aspect of high-end networking. Featuring state-of-the-art devices and technologies, the labs and accompanying first-class service, raise the bar for training quality. In addition, these labs are accessible to consultants anywhere, enabling customers to experience and live-test the latest technologies. Our labs include e.g.:

- **Cisco Nexus labs** equipped with Nexus 7000 and 5010 Switches, Nexus 2000 Fabric Extenders and VMware ESX Servers including Nexus 1000V
- a **Cisco Unified Computing System (UCS) lab** with Blade Server, Fabric Extender, Fabric Interconnect and Storage System
- Europe's only **Cisco SAN lab** with two MDS 9509 and 32 MDS 9216i Switches
- High-end switching labs with **more than 30 Cisco Catalyst 6500 Switches**
- **TelePresence** and **DMS** labs
- **Voice labs** with 80 integrated Unified Communications Manager, Cisco Unity and ICM Enterprise Clusters
- **Quality of Service (QoS)** labs
- an **Optical lab** with four ONS 15454E Switches
- Security labs including **Virtual Private Networks (VPN), Firewalls (ASA), Intrusion Prevention System (IPS), Cisco NAC** and **MARS**
- **Unified wireless labs**, covering the complete range of wireless basic connectivity up to CCIE Wireless preparation including WiSM
- **MPLS labs**
- **Service Provider** labs
- **Routing labs** including 840 routers

- ✓ **Latest devices and technologies**
- ✓ **Unified Computing System (UCS), Data Center & Virtualization Labs**
- ✓ **Routing & Switching Labs**
- ✓ **Unified Communications Labs**
- ✓ **TelePresence & DMS Labs**
- ✓ **Security Labs**
- ✓ **Unified Wireless Network Labs**
- ✓ **24/7 Service for Fast Lane Partners & Customers**



## High-end IT Training and Consulting

We can help your company gain and develop all the technology skills it needs to rise to high-end challenges. After all, technology is the tool and only those who master it can capitalize on its benefits. Our customers and partners rely on us, and for very good reasons.

**Fast Lane provides the IT know-how you need.** Virtualization and data center, voice, video and unified communications, security, wireless networking or optical technologies – whatever specialized insight, skills, and consulting you may need, Fast Lane has the right expert for you.

**Fast Lane is there for you in 50 countries across all continents.** More than 300 Fast Lane employees train and advise major companies in all industries, leading service providers, and government agencies in twelve languages. Serving customers worldwide, Fast Lane head offices are sited in Berlin, Cary/NC, San Jose de Costa Rica, Ljubljana, St. Petersburg and Tokyo.

**Fast Lane is one of the leading Cisco Learning Solutions Partners worldwide.** The fastest growing Cisco Learning Solutions Partner (CLSP), Fast Lane offers you the full Cisco training curriculum, from entry-level to specialized high-end courses, in all regions across the globe.

**Fast Lane is the only global NetApp Learning Partner.** An authorized NetApp training partner, Fast Lane offers original NetApp training programs worldwide. NetApp-certified specialists with extensive storage experiences conduct the training.

**Fast Lane is the training provider of choice when it comes to virtualized data center solutions.** As an authorized training partner of Cisco, NetApp, VMware, and Symantec, we get you ready to rise to the challenges of planning and making the most of future-focused data center solutions.

**Fast Lane has developed courses of its own covering all key future technologies.** What's more, our offering comprises many other vendors and organizations' training programs, for example, Brocade, CA, Check Point, Citrix, CompTIA, EMC, HP, ITIL, Lotus, LPI, Microsoft, Nokia, Novell, Oracle, PMI, PRINCE2™, Red Hat, RSA Security, SAP, Sun, Symantec, Trend Micro, and VMware.

**Fast Lane gives you access to a lab infrastructure unrivalled worldwide.** Fast Lane customers enjoy the use of training and demo labs for all areas of high-end networking. Equipped with the latest devices and technologies, our high-end labs provide first-rate service and raise the bar for training quality. Our project consultants can access these labs from any location.

**Fast Lane services satisfy the most discerning demands.** A comprehensive evaluation system ensures Fast Lane lives up to the most rigorous quality standards. With professional experience and excellent teaching skills, all our instructors and consultants transfer knowledge efficiently and effectively.

**Fast Lane employees' response is swift and courteous.** Rest assured you will always enjoy friendly, competent service and a quick response to your every request, even at shortest notice. For example, we can deploy troubleshooting experts within a few hours and organize on-site training including a coach, equipment, and course materials within 24 hours.



## **FAST LANE EUROPE**

### **Austria**

**Fast Lane Institute for Knowledge Transfer GmbH**  
Modocenterstrasse 14/B4, A-1030 Wien  
Tel. +43 (0)1 70795380, Fax +43 (0)1 707953820  
info@flane.at / www.flane.at

### **Belgium**

**Fast Lane Benelux**  
Karenberg 2, B-1932 Sint-Stevens-Woluwe,  
Zaventem (Brussels)  
Tel. +31 (0)30 6582131  
Fax +31 (0)30 6582135  
info@flane.be / www.flane.be

### **Bulgaria**

**Fast Lane OOD**  
Mladost 1, bl. 9 vh. A ap.3, 1750 Sofia  
Tel. +359 878 360 399  
info@flane.bg / www.flane.bg

### **Denmark**

**Fast Lane Denmark**  
Post Boks 149  
DK-4100 Ringsted  
info@flane.se / www.flane.dk

### **Finland**

**Fast Lane / Teleware**  
Laajalahdentie 23, FI-00330 Helsinki  
info@flane.se / www.flane.com

### **France**

**Fast Lane Institute for Knowledge Transfer France**  
13 rue Camille Desmoulins  
F-92441 Issy Les Moulineaux  
Tel. +33 (0)158 042788  
Fax +33 (0)158 042300  
info@flane.fr / www.flane.fr

### **Germany**

**Fast Lane Institute for Knowledge Transfer GmbH**  
Oranienburger Strasse 66, D-10117 Berlin  
Tel. +49 (0)30 81451330  
Fax +49 (0)30 97004855

Gasstrasse 4a, D-22761 Hamburg  
Tel. +49 (0)40 25334610  
Fax +49 (0)40 23537720

Ludwig-Erhard-Strasse 3, D-65760 Eschborn  
Tel. +49 (0)6196 8820410  
Fax +49 (0)6196 8820419

Am Söldnermoos 17, D - 85399 Hallbergmoos  
Tel. +49 (0)811 99819690  
Fax +49 (0)811 99819699  
info@flane.de / www.flane.de

### **Greece**

**Fast Lane/International Computer Training Center**  
91, Falirou str., 117-41 Athens  
info@flane.de / www.flane.com

### **Hungary**

**Fast Lane Hungary**  
Rákóczi út 42, Regus EMKE Building, 1072 Budapest  
Tel. +36 1 327 4528, Fax +36 1 267 9100  
info@flane.hu / www.flane.hu

### **Ireland**

**Fast Lane / BT**  
Winter Garden Complex, 2 Hanover Street East  
Dublin 2  
Tel. +44 (0)845 4701000  
enquiries@flane.co.uk / www.flane.co.uk

### **Italy**

**Fast Lane Italy**  
Via Frigia 27, 20126 Milan  
Tel. +39 (0)2 255081, Fax +39 (0)2 26005070  
info@flane.it / www.flane.it

### **Netherlands**

**Fast Lane Benelux**  
Veldzigt 2b, NL-3454 PW De Meern - Utrecht  
Tel. +31 (0)30 658 2131  
Fax +31 (0)30 658 2135  
info@flane.nl / www.flane.nl

### **Norway**

**Fast Lane / Crayon**  
Sandakerveien 114A, 0484 Oslo  
info@flane.se / www.flane.com

### **Poland**

**Fast Lane/Centrum Szkoleniowe Hector Sp. z o.o.**  
ul. Gwiaździsta 19, 01-651 Warszawa, Polska  
info@flane.de / www.flane.com

### **Portugal**

**Fast Lane / Rumos, S.A.**  
Campo Grande, 56, P-1700-093 Lisboa  
info@flane.de / www.flane.pt

### **Slovenia**

**Fast Lane d.o.o.**  
Pecinska Ulica 22B, 1260 Ljubljana  
Tel. +386 41 641 467  
info@fastlane.si / www.fastlane.si

### **Spain**

**Fast Lane Spain**  
C/ Capitán Haya, 1. Planta 15., (Edificio Eurocentro)  
28020 Madrid, España  
Tel. +34 (0)914184343, Fax +34 (0)915562880  
info@flane.es / www.flane.es

### **Sweden**

**Fast Lane Institute for Knowledge Transfer AB**  
Arenavägen 61, 9 tr, Box 7027  
SE-121 07 Stockholm, Sweden  
Tel. +46 (0)8 41024680, Fax +46 (0)8 6002950  
info@flane.se / www.flane.se

### **Switzerland**

**Fast Lane Institute for Knowledge Transfer (Switzerland) AG**  
Glatt Com, 1. Etage (P12)  
CH-8301 Glattzentrum (Zurich)  
Tel. +41 (0)44 8325080, Fax +41 (0)44 8325085  
info@flane.ch / www.flane.ch

### **United Kingdom**

**Fast Lane Consulting and Education Services Limited**  
New Lodge, Drift Road, Windsor, Berkshire, SL4 4RR  
Tel. +44 (0)845 4701000, Fax +44 (0)845 4701001  
enquiries@flane.co.uk / www.flane.co.uk

## **FAST LANE MIDDLE EAST**

### **Dubai, UAE**

**Fast Lane**  
Sheikh Zayed Road, Union Tower, Dubai, UAE  
Tel. +971(4)3435300, Fax +971(4)3434770  
training@flane.com / www.flane.com

### **Egypt**

**Fast Lane / CCIE**  
3 Hassan Sadek, St Heliopolis, Cairo, Egypt  
Tel. +2 02 2909288, Fax +2 02 2915683  
cairo@flane.com / www.flane.com

### **Jordan**

**Fast Lane / E-tech**  
P.O. Box 1937, Amman 11953, Jordan  
training@flane.com / www.flane.com

### **Saudi Arabia**

**Fast Lane / New Horizons/Al Khaleej Training & Education Co.**  
Al Wallan Building, Near Azizia Panda on Makkah  
Highway, Takhassusi, Riyadh  
Tel. +966 (1)4160123 400, Fax +966 (1)4624471  
riyadh@flane.com / www.flane.com

## **FAST LANE RUSSIA / CIS**

### **Russia**

**Fast Lane Russia / CIS**  
7 Sovetskaya str., 16A, 193130 St. Petersburg, Russia  
Tel. +7 (812) 6330499  
info@flane.ru / www.flane.ru

## **FAST LANE AFRICA**

### **Tunisia/Algeria/Marocco/Ivory Coast**

**Fast Lane / Technical Training**  
Immeuble 35, Lotissement Ennassim 112  
1073 Montplaisir - Tunis  
info@flane.de / www.flane.com

## **FAST LANE AMERICAS**

### **US & Canada**

**Fast Lane Consulting and Education Services, Inc.**  
201 Shannon Oaks Circle, Suite 202  
Cary, NC 27511  
Tel. +1 (919) 6743100, Fax +1 (919) 3425470  
info@flane.us / www.flane.us

### **Costa Rica**

**Fast Lane Institute for Knowledge Transfer S.A.**  
Centro Corporativo Plaza Roble, Escazu,  
Edificio El Pórtico, Piso 1  
Tel. +506 2011462, Fax +506 2011414  
info@flane.co.cr / www.flane.co.cr

### **Mexico**

**Fast Lane Mexico for Training and Consulting S.A. DE C.V.**  
San Lorenzo 1009 Piso 4, Colonia del Valle, México,  
D.F. 03100  
info@flane.com.mx / www.flane.com.mx

### **Peru**

**Fast Lane**  
Real Seis San Isidro Av. Víctor A. Belaúnde 147  
Edificio Real Seis piso 7 Lima 27, Peru  
info@flane.co.cr, www.flane.co.cr

## **FAST LANE ASIA PACIFIC**

### **Australia**

**Fast Lane Australia**  
Suite C3.10 Level 3, 22-36 Mountain St, Sydney  
Tel. +612 92801820, Fax +612 92119594

Suite 3.08, Level 3, 566 St Kilda Rd, Melbourne  
Tel. 1800 707 665  
info@fastlane-ap.com / www.flane.com.au

### **China**

**Fast Lane China**  
18/F Shanghai Oriental Centre, 699 Nanjing West Rd.  
200041 Shanghai, PR China  
Tel. +86 21 61413735, Fax +86 21 52110177  
info@fastlane-ap.com / www.flane.com

### **India**

**Fast Lane India**  
Evoma, Suite No. 173, #14, Bhattherhalli  
Old Madras Road, Near Garden City College,  
K R Puram, Bangalore  
Tel. +91 80 41903659, Fax +91 80 41903005  
info@fastlane-ap.com / www.flane.com

### **Indonesia**

**Fast Lane Indonesia**  
Jl. Latumenten Raya No 7 E/G., Jakarta 11330,  
Indonesia  
Tel. +6221 632 1173, Fax +6221 631 4872  
info@fastlane-ap.com / www.flane.com

### **Japan**

**Fast Lane Institute for Knowledge Transfer Japan, Inc.**  
Nishi-Shinbashi JK Bldg. 6F, 3-15-12 Nishi-Shinbashi,  
Minato-ku, Tokyo 105-0003, Japan  
Tel. +81 3 54013760, Fax +81 3 54013765  
info@flane.jp / www.flane.jp

### **Malaysia**

**Fast Lane Malaysia**  
Suite 819 Level 16, Menara Hap Seng,  
Jalan P Ramlee, 50250, Kuala Lumpur, Malaysia  
Tel. +603 9236 7217, Fax +603 9236 7333  
info@fastlane-ap.com / www.flane.com

### **New Zealand**

**Fast Lane New Zealand**  
Three Lamps Centre, 340 Ponsonby Road  
PO BOX 214 Auckland  
Tel. +649 360 0338, Fax +649 376 9230  
info@fastlane-ap.com / www.flane.com.au

### **Philippines**

**Fast Lane (Philippines) Institute for Knowledge Transfer Inc.**  
28/F, Tower 2, 6766 Ayala Avenue, Manila-Makati City  
Tel. +632 849 3955, Fax +632 886 5008  
info@fastlane-ap.com / www.flane.com.sg

### **Singapore**

**Fast Lane (Singapore) Institute for Knowledge Transfer Pte. Ltd**  
The Adelphi 1, Coleman Street, #08-02A  
Singapore - 179803  
Tel. +65 6329 9739, Fax +65 6329 9699  
info@fastlane-ap.com / www.flane.com.sg

### **South Korea**

**Fast Lane Korea**  
4F Geowon B/D, 1360-53 Secho2-Dong  
Seocho-Ku, Seoul, South Korea  
Tel. +82 2525 6191  
info@fastlane-ap.com / www.flane.co.kr