

Data Center Specialization Requirements

To earn this specialization, partner must meet the role requirements below. In some cases, one person can fill more than one role. See the [Role-Sharing Guidelines](#) (PDF) for details.

Role requirements

Account Manager (AM)

Responsible for sales methodology and customer engagement.

Requirements – some of which can also be met by discontinued exams		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
This one:	<ul style="list-style-type: none"> Introduction to Cisco Sales exam (700-150 ICS) 	\$80	1hr	E-learning ¹	6hr	\$120
	Estimate:	\$80	1hr		6hr	\$120

Training titles: 1: Introduction to Cisco Sales.

Systems Engineer (SE)

Presales engineers are responsible for unified fabric technology solution planning and design.

Requirements – some of which can also be met by discontinued exams		Exam		Recommended training		
		Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
One of these two:	1. Designing Cisco Data Center Infrastructure exam (300-610 DCID)	\$300	1hr	Instructor-led training ¹	5 days	\$3,795
	2. Designing Cisco Data Center Infrastructure exam (300-160 DCID) Achieved before February 23, 2020	\$300	1hr	E-learning ¹ Instructor-led	Self-paced 5 days	\$1,500 \$3,795
	Minimum estimate:	\$300	1hr		Varies	\$1,500
	Maximum estimate:	\$300	1hr		Varies	\$3,795

Training titles: 1: Designing Cisco Data Center Infrastructure v7.

Ongoing requirements for renewal

Partners must maintain compliance with all specialization requirements and submit for renewal by their anniversary date each year. Each specialization is unique, please review requirement details for each and access the [Notification site](#) for the latest change updates. Partner Administrators may view specialization status in the [Program Management and Application \(PMA\) tool](#).

Additional considerations

Country groupings

Can one specialization apply across different countries? Yes, but only within one [country grouping](#).

Role sharing

Can one person fill more than one role? It depends. See [Role-Sharing Guidelines](#) (PDF - 59 KB).

Discontinued exams may meet requirements

Exams passed previously but no longer listed as current in the above tables may still meet requirements, as listed below.

Partner admins can also verify a specific candidate's status against the required job roles in the Program Management and Application (PMA) tool, by going to the Planning tab and viewing planning details.

Role	Requirement	May be met by these discontinued exams
Account Manager/Sales	700-150 ICS	810-401 OUTCOMES or 810-403 OUTCOMES or 810-440 DTBAA
SE	300-610 DCID	500-901 DCIDUC

Related information

Exam cost and duration

Information provided for cost and duration is an estimate only and is subject to change. It should be confirmed with the exam or training provider.

Individual career certification costs and duration

Individual career certification duration and costs are estimates and do not include additional costs associated with achieving any Learning@Cisco career level certification.

Document revision history

Revision History	Date	Changes
1.0	December 18, 2020	New requirements document published.
2.0	April 7, 2021	Updated AM role requirements. DTBAA exam retired but can still be used to meet the role requirements by existing badge holders.
3.0	November 10, 2021	Updated renewal requirements to remove continuous learning points.



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