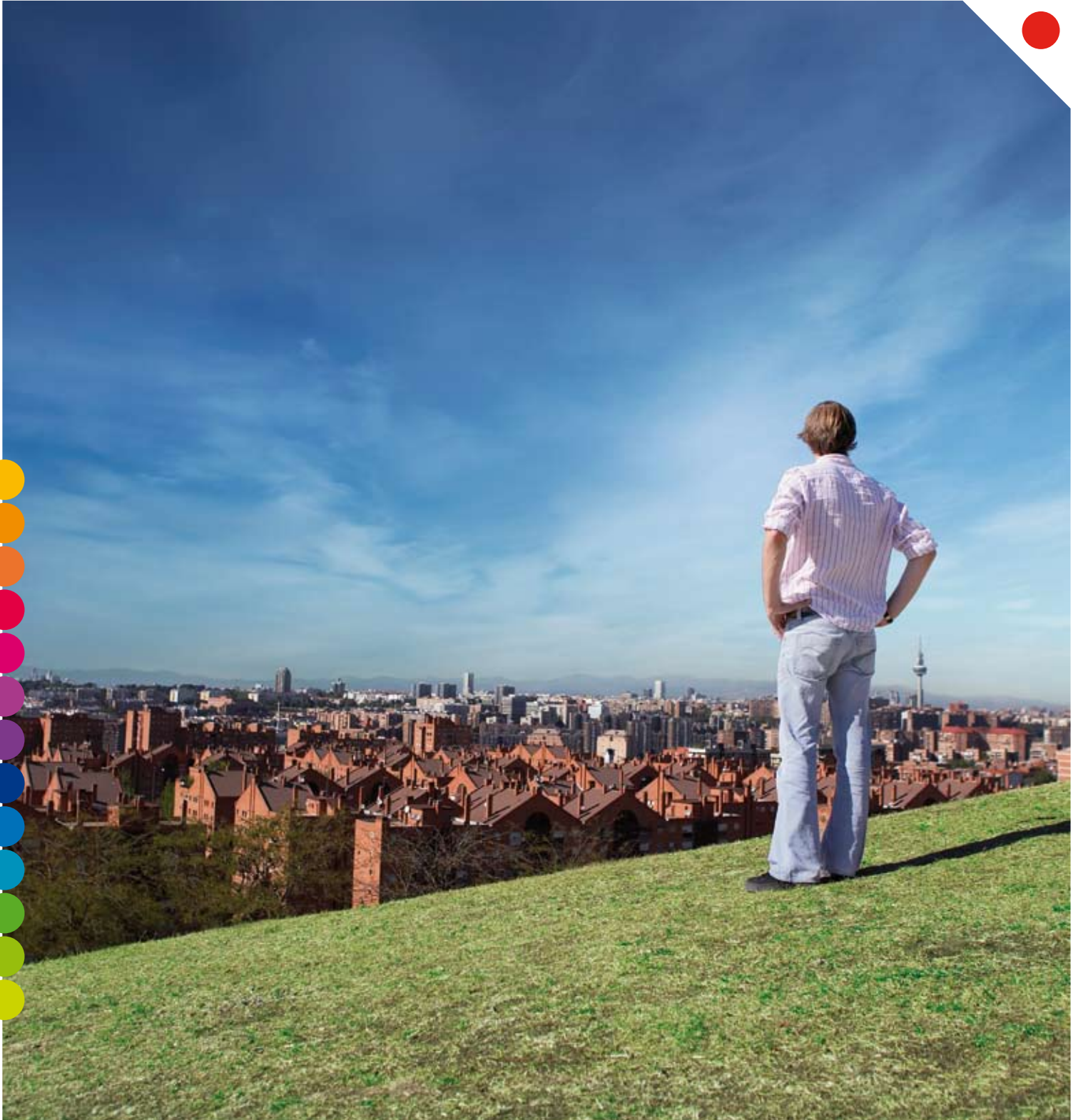




Cisco Channel Partner Program



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Cisco Channel Partner Program At A Glance

Partner Certification	Select	Premier	Silver	
Partner Specialization	SMB	Express Foundation	Express Unified Communications	Any two of the following
			Plus one of the following	Advanced Unified Communications
			Advanced Routing & Switching	Advanced Routing & Switching
			Advanced Security	Advanced Security
			Advanced Wireless LAN	Advanced Wireless LAN

Because technology continues to evolve, the Cisco Channel Partner Program requirements are subject to change. Please contact Fast Lane to ensure that you meet all current program requirements.

Gold

Advanced Unified Communications

Advanced Routing & Switching

Advanced Security

Advanced Wireless LAN

Fast Lane and Channel Partner Certification Service
Fast Lane will work with you to establish which status is appropriate for your company and then formulate a plan to ensure this is achieved on schedule and within budget.



Partner Certifications



Select Certification

Overview

Cisco Select Certification recognizes and rewards partners that have achieved the SMB Specialization. The SMB Specialization focuses on small and medium-sized business customers that have fewer than 250 employees. Select Certification reflects a partner's technology and business expertise specific to the SMB market and can help partners build customer satisfaction and loyalty, while increasing their exposure to new customers.

Specialization Requirements

- SMB Specialization

Role Sharing

The Engineer role combines Systems Engineer and Field Engineer. One individual may fill both Account Manager and Engineer roles.

Certified Role Requirements

Title	Account Manager	Engineer
SMB Specialization	1	1

Premier Certification

Overview

Cisco Premier Certification recognizes and rewards partners that have achieved the Express Foundation Specialization. This foundational specialization expands technical competency in the integration of basic routing and switching, wireless LANs, and security technologies. In addition, Premier Certified Partners have integrated a basic level of Cisco Lifecycle Services into their offerings and have demonstrated a measurably high level of customer satisfaction.

Specialization Requirements

- Express Foundation

Role Sharing

Please refer to the Role Sharing paragraph on page 9.

Certified Role Requirements

Title	Account Manager	System Engineer	Field Engineer
Express Foundation	1	1	1

Silver Certification

Overview

The Cisco Silver Certification designation recognizes partners that have either achieved two of the following four advanced specializations: Unified Communications, Routing and Switching, Security, and Wireless LAN; or have achieved the Express Unified Communications Specialization and one of the following advanced specializations: Routing & Switching, Security, or Wireless LAN. In addition, Silver Certified Partners have integrated Cisco Lifecycle Services into their offerings and demonstrated a measurably high level of customer satisfaction.

While Silver Certification recognizes partners for their broad technical skills, Master Specialization recognizes partners for achieving the deepest level of expertise in a specific Cisco technology. Cisco Silver Certified Partners can further expand their expertise by achieving Master Security Specialization or Master Unified Communications Specialization.

Specialization Requirements

Any two of the following Advanced Specializations:

- Advanced Unified Communications
- Advanced Routing & Switching
- Advanced Security
- Advanced WLAN

or

- Express Unified Communications plus one of:
 - Advanced Routing & Switching
 - Advanced Security
 - Advanced WLAN

Role Sharing

Please refer to the Role Sharing paragraph on page 9.

Certified Role Requirements

Title	Account Manager	System Engineer	Field Engineer
Express Unified Communications	1	1	-
Advanced Routing and Switching	1	1	1
Advanced Unified Communications	1	1	1
Advanced Security	1	1	1
Advanced Wireless LAN	1	1	1

CCIE requirements for Certification: Silver = 2.

CCIE can satisfy any technical CCxx specialization role.

Gold Certification

Overview

The Cisco Gold Certified Partner designation offers the highest level of branding, economic incentives, and differentiation as a reward for loyalty to Cisco, for capabilities in providing value-added services, and for a commitment to customer success. Cisco Gold Certified Partners have attained the broadest range of expertise across multiple technologies by achieving all of the following four advanced specializations: Unified Communications, Routing and Switching, Security, and Wireless LAN. In addition, Gold Certified Partners have integrated Cisco

Lifecycle Services into their offerings and demonstrated a high level of customer satisfaction.

While Gold Certification recognizes partners for the broadest technical skills, Master Specialization recognizes partners for achieving the deepest level of expertise in a specific Cisco technology. Cisco Gold Certified Partners can further expand their expertise by adding a Master Security Specialization or Master Unified Communications Specialization.

Specialization Requirements

- Advanced Unified Communications
- Advanced Routing and Switching
- Advanced Security
- Advanced Wireless LAN

Role Sharing

- A single qualified individual may fill only the Account Manager role in up to a total of 4 specializations.
- A single qualified individual may fill only the System Engineer role in up to a total of 2 specializations.
- A single qualified individual may fill only the Field Engineer role in up to a total of 2 specializations.

Individuals may not cross-populate between the Account Manager, System Engineer and Field Engineer roles. SMB, CRM Express and VPN-Firewall specializations are not limited by the above allocation rules.

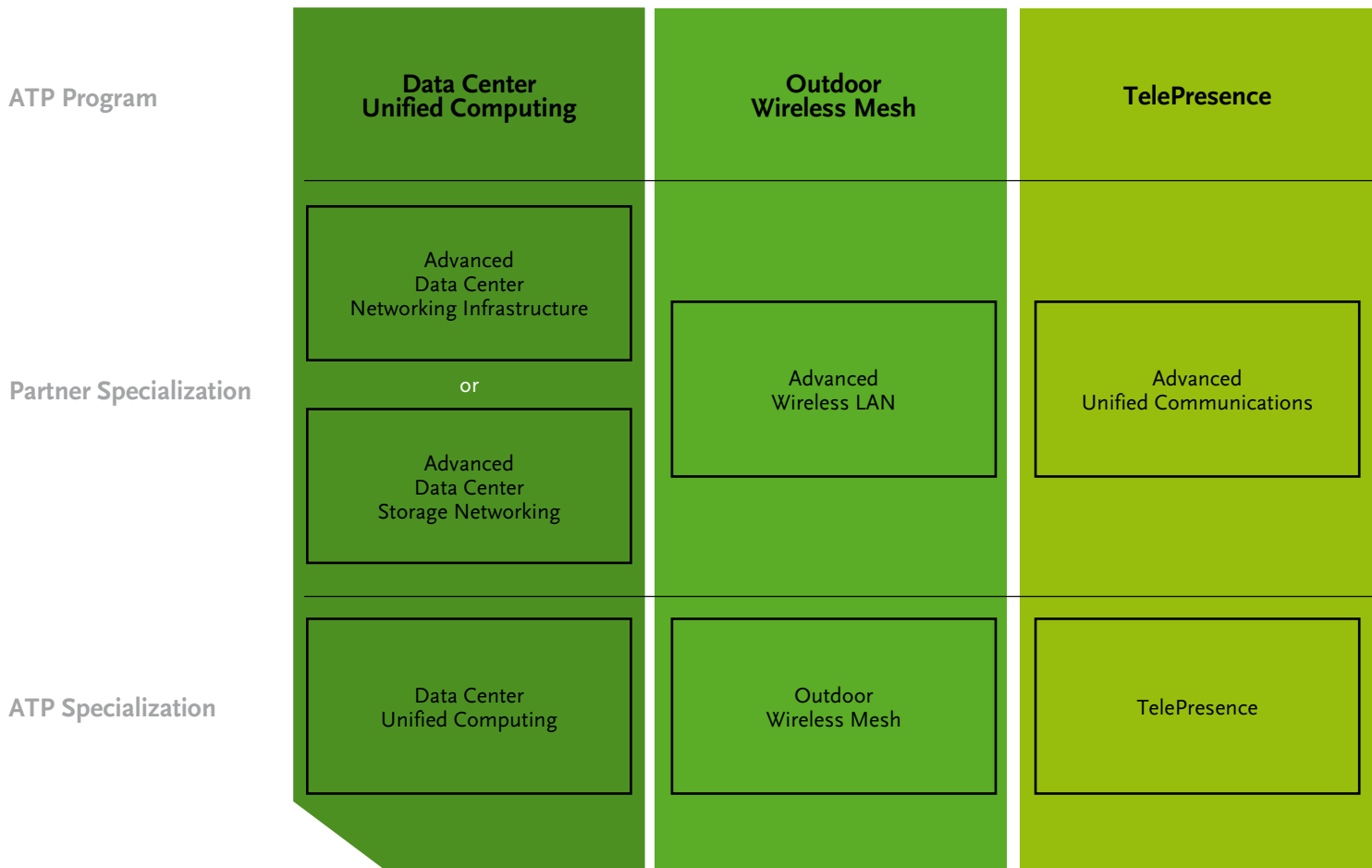
Certified Role Requirements

Title	Account Manager	System Engineer	Field Engineer
Advanced Routing and Switching	1	1	1
Advanced Unified Communications	1	1	1
Advanced Security	1	1	1
Advanced Wireless LAN	1	1	1
Advanced Wireless LAN	1	1	1

CCIE requirements for Certification: Gold = 4.

CCIE can satisfy any technical CCx specialization role.

Cisco ATP Program At A Glance



Because technology continues to evolve, the Cisco ATP Program requirements are subject to change. Please contact Fast Lane to ensure that you meet all current program requirements.

Video Surveillance

Express Foundation

or any of the
Advanced Specializations

Video Surveillance

More detailed information regarding the opposite illustrated 4 ATP Programs can be found on page 28 and further.

Authorized Technology Provider (ATP) Program

Overview

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 is an invitation-only program.

ATP certification requires comprehensive program requirements, including Video on Demands (VoDs), Quick Learning Modules (QLM), Web Based Training (WBT) and Instructor Led Training (ILT).

To find out more on all requirements please contact Fast Lane.

The following ATP Programs are available today:

- Customer Voice Portal
- Data Center Unified Computing
- IOS-XR Routing Platforms
- IP Interoperability and Collaboration System
- MDS Fabric Switching
- Network Hosted Storage Applications
- Outdoor Wireless Mesh
- TelePresence
- Unified Contact Center Enterprise
- Video Surveillance

Fast Lane and Customized Training Fast Lane specializes in tailoring courses and curricula to suit your company's circumstances, goals and requirements as well as participants' prior knowledge and skills.

Partner Specializations



SMB

Account Manager

Prerequisites: No Prerequisites Required.

Training	Duration (days)	Exam
SMB Solutions for Account Managers (SMBSAM)	2	650-177 SMBAM

Engineer

Prerequisites: No Prerequisites Required.

Training	Duration (days)	Exam
SMB Solutions for Engineers (SMBSEN)	2	650-195 SMBEN

Express Unified Communications

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco IP Communications Express Sales Specialist	Unified Communications Express AM (UCXAM)	web based	646-223 UCXAM
	Cisco Lifecycle Services Express (LCSE)	1	650-393 LCSE

Systems Engineer

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
Cisco IP Communications Express Specialist	Implementing Cisco IOS Unified Communications (IIUC)	5	642-145 IIUC2
	Implementing Cisco IOS Unified Communications Part 2 (IIUC2)	5	
	Cisco Lifecycle Services Express (LCSE)	1	650-393 LCSE

Fast Lane and Public Training Fast Lane has a complete offering of public Cisco, NetApp and VMware training at various locations in The Netherlands, Belgium and Luxembourg.

Express Foundation

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Express Foundation Sales Specialist	Express Foundation for Account Managers (CXFA)	web based	646-364 CXFA

Systems Engineer

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco Express Foundation Design Specialist	Express Foundation for System Engineers (CXF)	5	642-374 CXFS

Field Engineer

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
Cisco Express Foundation Field Specialist	Express Foundation for Field Engineers (CXF)	5	642-384 CXFF

Advanced Routing & Switching

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Routing & Switching Sales Specialist	Advanced Routing and Switching for Account Managers (ARSAM)	web based	646-046 ARSAM
	Cisco Lifecycle Services Express (LCSE) *)	1	
	Cisco Wide Area Application Services for Account Managers (WAASAM)	web based	646-656 WAASAM

*) Recommended Training

Systems Engineer

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
	Implementing Cisco Quality of Service (QOS) *)	5	642-642 QOS
	Implementing Cisco IP Routing (ROUTE) *)	5	642-902 ROUTE
Cisco Routing and Switching Solutions Specialist	Routing and Switching Solutions for System Engineers (RSSSE)	2	642-062 RSSSE
	Cisco Lifecycle Services Advanced Routing and Switching (LCSARS) *)	web based	
	Cisco Wide Area Application Service (CWAAS)	5	642-654 WAASSE

*) Recommended Training

Field Engineer

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
CCNP	Implementing Cisco IP Routing (ROUTE)	5	642-902 ROUTE
	Implementing Cisco IP Switched Networks (SWITCH)	5	642-813 SWITCH
	Troubleshooting and Maintaining Cisco IP Networks (TSHOOT)	5	642-832 TSHOOT
	Implementing Cisco Quality of Service (QOS) *)	5	642-642 QOS
Cisco Routing and Switching Field Specialist	Advanced Routing and Switching for Field Engineers (ARSFE)	3	642-067 ARSFE
	Cisco Lifecycle Services Advanced Routing and Switching (LCSARS) *)	web based	
	Cisco Wide Area Application Service (CWAAS)	5	642-653 WAASFE

*) Recommended Training

Advanced Security

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Security Sales Specialist	Advanced Security for Account Managers (ASAM)	web based	646-563 ASAM

Systems Engineer

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco Security Solutions and Design Specialist	Security Solutions for Systems Engineers (SSSE)	5	642-566 SSSE

Fast Lane and Onsite Training Be it a standard course, specialized technology training, or a workshop designed for your company, Fast Lane can conduct every type of training session onsite at your location in The Netherlands, Belgium or Luxembourg.

Field Engineer

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
CCNA Security	Implementing Cisco IOS Network Security (IINS)	5	640-553 IINS
CCSP	Securing Networks with Cisco Routers and Switches (SNRS)	5	642-503 SNRS
	Securing Networks with ASA Foundation (SNAF)	5	642-524 SNAF
	Implementing Cisco Intrusion Prevention System (IPS)	4	642-533 IPS
	Implementing Cisco NAC Appliance (CANAC) or Implementing Cisco Security Monitoring, Analysis and Response System (MARS)	3 or 4	642-591 CANAC or 642-545 MARS
	or Securing Networks with ASA Advanced (SNAA)	or 5	or 642-515 SNAA
	Cisco Lifecycle Services Advanced Security (LCSAS)	web based	650-575 LCSAS

Advanced Unified Communications

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Advanced IP Communications Sales Specialist	Advanced Unified Communications Account Manager (AUCAM)	web based	646-230 AUCAM
	Cisco Lifecycle Services Express (LCSE)	1	650-393 LCSE

Systems Engineer

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco IP Telephony Design Specialist	Cisco Unified Communications Architecture and Design (UCAD)	5	642-415 UCAD
	Cisco Lifecycle Services Advanced Unified Communications (LCSAUC)	web based	650-251 LCSAUC
	Implementing Cisco Quality of Service (QoS)	5	642-642 QOS

Field Engineer

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
CCNA Voice	Implementing Cisco IOS Unified Communications (IIUC) or Cisco Voice over IP (CVOICE)	5 or 5	640-460 IIUC or 642-436 CVOICE
	Cisco Voice over IP (CVOICE)	5	642-436 CVOICE
	Implementing Cisco Unified Communications Manager Part 1 (CIPT1)	5	642-446 CIPT1
CCVP	Implementing Cisco Unified Communications Manager Part 2 (CIPT2)	5	642-456 CIPT2
	Implementing Cisco Quality of Service (QoS)	5	642-642 QoS
	Troubleshooting Cisco Unified Communications Systems (TUC)	5	642-426 TUC
	Cisco Lifecycle Services Advanced Unified Communications (LCSAUC)	web based	650-251 LCSAUC

In addition to the above unique individual role requirements, the following four Cisco Qualified Specialist badges are required. Any individual(s) who holds the above Cisco Specialist badges can meet this requirement, regardless of whether or not they are filling the required job roles.

Prerequisites: No Prerequisites Required.

Certification	Training	Duration (days)	Exam
Cisco Unified Contact Center Express Specialist	Deploying Unified Contact Center Express (UCCXD)	5	642-165 UCCX

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco Unity Design Specialist	Implementing Cisco Unified Messaging (IUM)	5	
	Cisco Unity Design and Networking (CUDN)	4	642-072 CUDN

Prerequisites: No Prerequisites Required.

Certification	Training	Duration (days)	Exam
Cisco Unity Support Specialist	Implementing Cisco Unity Connection (IUC)	4	642-262 IUC

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco Rich Media Communications Specialist	Implementing Cisco IP Video Conference Rich Media Communications (ICRMC)	web based	642-481 CRMC
	Cisco Voice over IP (CVOICE)	5	642-436 CVOICE

Advanced Wireless LAN

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Advanced Wireless LAN Sales Specialist	Wireless LAN Advanced Sales (WLAS)	web based	646-671 AWLANAM
	Cisco Lifecycle Services Express (LCSE) *)	1	

*) Recommended Training

Systems Engineer

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco Advanced Wireless LAN Design Specialist	CWLF/CWLAT Bootcamp (CWLPW)	5	642-681 AWLANSE
	Cisco Lifecycle Services Advanced Wireless LAN (LCSAWLAN) *)	web based	

*) Recommended Training

Field Engineer

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
Cisco Advanced Wireless LAN Field Specialist	CWLF/CWLAT Bootcamp (CWLPW)	5	642-631 AWLANFE
	Cisco Lifecycle Services Advanced Wireless LAN (LCSAWLAN) *)	web based	

*) Recommended Training

Advanced Data Center Networking Infrastructure

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Data Center Networking Sales Specialist	Data Center Networking Solutions Sales (DCNSS)	web based	646-985 DCNSS

Systems Engineer

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco Data Center Networking Infrastructure Design Specialist	Designing Cisco Data Center Network Infrastructure (DCNID)	5	642-971 DCNID

Field Engineer

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
CCNP	Implementing Cisco IP Routing (ROUTE)	5	642-902 ROUTE
	Implementing Cisco IP Switched Networks (SWITCH)	5	642-813 SWITCH
	Troubleshooting and Maintaining Cisco IP Networks (TSHOOT)	5	642-832 TSHOOT
Cisco Data Center Networking Infrastructure Support Specialist	Implementing Cisco Data Center Network Infrastructure 1 (DCNI-1)	5	642-973 DCNIS-1
	Implementing Cisco Data Center Network Infrastructure 2 (DCNI-2)	5	642-974 DCNIS-2

In addition to the above unique individual role requirements, the following four Cisco Qualified Specialist badges are required. Any individual(s) who holds the above Cisco Specialist badges can meet this requirement, regardless of whether or not they are filling the required job roles.

Prerequisites: Valid CCDA certification.

Certification	Training	Duration (days)	Exam
Cisco Data Center Application Services Design Specialist	Designing Cisco Data Center Application Services (DCASD)	5	642-972 DCASD

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
Cisco Data Center Application Services Support Specialist	Implementing Cisco Data Center Application Services (DCASI)	5	642-975 DCASI

Fast Lane and Data Center Training Fast Lane offers a complete range of Data Center and Nexus training such as training on UCS and training on Nexus 1000V, 5K, and 7K.

Advanced Data Center Storage Networking

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Data Center Storage Networking Sales Specialist	Selling Data Center Networking Solutions (DCNS)	web based	646-976 DCNS

Systems Engineer

Prerequisites: No Prerequisites Required.

Certification	Training	Duration (days)	Exam
Cisco Data Center Storage Networking Design Specialist	Designing Cisco Storage Network Solutions (DCSNS)	5	642-357 DCSNS

Field Engineer

Prerequisites: No Prerequisites Required.

Certification	Training	Duration (days)	Exam
Cisco Data Center Storage Networking Support Specialist	Implementing Cisco Storage Network Solutions (ICSNS) *)	5	642-359 ICSNS
	Implementing Cisco Advanced Storage Network Solutions (IASNS)	5	

*) Supplementary e-learning via Partner Education Connection (PEC) is required.

Master Specializations



The Cisco Master Specialization is targeted at an elite group of partners that have the most in-depth technology skills and have demonstrated success in selling, deploying, and providing services for more sophisticated Cisco solutions. Partners with a highly qualified practice in a given technology can achieve Master Specialization regardless of their certification level. Additionally, Master Specialization provides a higher level of distinction for partners and helps to highlight the expertise they bring to their field.

Cisco currently offers the Master Unified Communications Specialization and Master Security Specialization.

To find out more on requirements to achieve these specializations please contact Fast Lane.

“The existence of a well educated and appropriately certified partner channel is of vital importance to Cisco. It is therefore a great reassurance that such a wide range of partners continue to strive for certification. As a Cisco Learning Solutions Partner, Fast Lane fulfils a crucial role in this education process and, consequently, I strongly advise our partner channel to work alongside Fast Lane in order to ensure they can achieve and maintain their Cisco certification.”

Frans Wittenberg, Head of Technical Operations, Channels, Cisco

ATP Specializations



Data Center Unified Computing

In addition to the below individual role requirements for Data Center Unified Computing the following Partner Specializations are required:

- Advanced Data Center Networking Infrastructure
- Advanced Data Center Storage Networking

The ATP Program for Data Center Unified Computing includes a combination of Web Based Training (WBT), and Instructor Led Training (ILT).

Fast Lane offers the below Instructor Led Training required for the Systems Engineer and the Field Engineer.

Account Manager

Prerequisites: Valid CSE certification.

Certification	Training	Duration (days)	Exam
Cisco Data Center Networking Sales Specialist	Data Center Networking Solution Sales (DCNSS)	web based	646-985 DCNSS

Systems Engineer

Prerequisites Step 1: Valid CCDA certification and completing the VMware Design exam.

Prerequisites Step 2a: Valid Data Center Storage Networking Design Specialist certification and Data Center Networking Infrastructure Design Specialist certification

or

Prerequisites Step 2b: Completing the 642-987 DCUCD Qualifier exam.

Certification	Training	Duration (days)	Exam
Cisco Data Center Unified Computing Design Specialist	Data Center Unified Computing Design (DCUCD)	5	642-982 DCUCD

Field Engineer

Prerequisites Step 1: Valid CCNA certification and VCP certification.

Prerequisites Step 2a: Valid Data Center Storage Networking Support Specialist certification and Data Center Networking Infrastructure Support Specialist certification

or

Prerequisites Step 2b: Completing the 642-979 DCUCI Qualifier exam.

Certification	Training	Duration (days)	Exam
Cisco Data Center Unified Computing Support Specialist	Data Center Unified Computing Implementation (DCUCI)	5	642-983 DCUCI

Please contact Fast Lane to find out all ATP Data Center Unified Computing requirements.

Fast Lane and training in multiple languages Be it a training in Dutch, French, English or German, Fast Lane can conduct every training session in the language of your choice.

Outdoor Wireless Mesh

In addition to the below individual role requirements for Outdoor Wireless Mesh the following Partner Specialization is required:

- Advanced Wireless LAN

Fast Lane offers the below Instructor Led Training required for the Systems Engineer and the Field Engineer.

Systems Engineer

Prerequisites: No Prerequisites Required.

Training	Duration (days)
Cisco Wireless Mesh Networking (CWMN)	3
Designing Cisco RF Networks (DRFN)	3

Field Engineer

Prerequisites: No Prerequisites Required.

Training	Duration (days)
Cisco Wireless Mesh Networking (CWMN)	3

Please contact Fast Lane to find out all ATP Outdoor Wireless Mesh requirements.

“By collaborating with Cisco country teams, Fast Lane have developed measurable talent programs designed to address the IT talent gap.”

Thierry Drillhon, Vice President Worldwide Channels European Markets, Cisco after Fast Lane being awarded Cisco European Learning Partner of the Year 2009

TelePresence

In addition to the below individual role requirements for TelePresence the following Partner Specialization is required:

- Advanced Unified Communications

The ATP Program for TelePresence includes a combination of Video on Demands (VoDs), Quick Learning Modules (QLM), Web Based Training (WBT), and Instructor Led Training (ILT).

Fast Lane offers the below Instructor Led Training required for the Systems Engineer, the Field Engineer and the Installation Technician.

Systems Engineer, Field Engineer and Installation

Prerequisites: Valid CCNA certification.

Certification	Training	Duration (days)	Exam
Cisco TelePresence Solutions Specialist	Implementing Cisco TelePresence Solutions (ITS)	4	642-185 ITS
	Physical Installation of Cisco TelePresence Systems (PITS)	2	
Cisco TelePresence Installations Specialist	Implementing Cisco TelePresence Installation (ITI)	web based	642-188 ITI

Please contact Fast Lane to find out all ATP TelePresence requirements.

Video Surveillance

In addition to the below individual role requirements for Video Surveillance one of the following Partner Specializations is required:

- Express Foundation
- Advanced Routing and Switching
- Advanced Unified Communications
- Advanced Security
- Advanced Wireless LAN

The ATP Program for Video Surveillance includes a combination of Video on Demands (VoDs), Quick Learning Modules (QLM), Web Based Training (WBT), and Instructor Led Training (ILT).

Fast Lane offers the below Instructor Led Training required for the Systems Engineer.

Systems Engineer

Prerequisites: No Prerequisites Required.

Training	Duration (days)
IP Video Surveillance (IPVS)	3

Please contact Fast Lane to find out all ATP Video Surveillance requirements.

Fast Lane Offerings



As an Authorized Cisco training provider, Fast Lane offers the following services:

- ATP Partner training for:
 - Rich Media Communications
 - Wireless Mesh
 - Unified Contact Center Enterprise
 - Cisco Customer Voice Portal
 - Video Surveillance
 - TelePresence
- Other ATP Training:
 - IP Video Surveillance
 - Digital Media Signage
- Advanced Services Training Partner
- Technology focus around Unified Communications, Wireless, Data Center and Security
- CCIE programs
- Certification and skills development
- Consulting

Colofon

Design and lay-out: vandenboogaard [ontwerp & realisatie], Bilthoven



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