



# Advanced Internet of Things Specialization - Industry Expert Requirements

[Role-Sharing Guidelines](#) (PDF - 59 KB)

Additionally, Industry Expert applicants are asked to provide references for their company's industry experience:

- Upload copies of your company's international or national operational technology (OT) association certification(s) into the [Program Management and Application tool](#): Cisco reserves the right to determine eligibility of any association based upon the level of its OT-industry focus. Membership of individuals is not acceptable; this must be a membership of the company.
- Upload the [customer reference document](#) into the Program Management and Application tool

The certification copies and references will be reviewed and confirmed before specialization approval is granted.

For country requirements, learn more about [Country Groupings](#).

## Account Manager

Responsible for sales methodology and customer engagement.

Requirement:	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 hour
IoT Sales Fundamentals Exam (IOTSF, #700-801)	<a href="#">Exam</a> (online)	\$80	1 hour
Recommended Training:	Format	Cost (USD)	Duration
Selling Business Outcomes	<a href="#">E-learning</a>	\$0	6 hours
IoT Sales Fundamentals	<a href="#">E-learning</a>	\$0	1.5 hours
<b>Total:</b>		\$230	9.5 hours

## Systems Engineer

The presales engineer is responsible for IoT Specialization - Industry Expert planning and design. Possesses both business and technical skills. Understands customer business needs and issues.

Prerequisite:	Format	Cost (USD)	Duration
None			
Requirement:	Format	Cost (USD)	Duration
Industrial Networking Specialist Exam (IMINS, #200-401)	<a href="#">Exam</a>	\$300	1.5 hours
Recommended Training:	Format	Cost (USD)	Duration
Managing Industrial Networks with Cisco Networking Technologies (IMINS)	<a href="#">Instructor-led</a>	\$3,750	40 hours
Networking Fundamentals for Industrial Control Systems (INICS)	<a href="#">E-learning</a>	\$99	6 hours
<b>Total:</b>		<b>\$4,149</b>	<b>47.5 hours</b>

## Field Engineer

The postsales engineer is responsible for IoT Specialization - Industry Expert solution implementation and operation.

Prerequisite:	Format	Cost (USD)	Duration
None			
Requirement:	Format	Cost (USD)	Duration
<b>Path 1:</b>			
Interconnecting Cisco Networking Devices Part 1 Exam (ICND1, #100-101 or #100-105)	<a href="#">Exam</a>	\$165	1.5 hours
Industrial Networking Specialist Exam (IMINS, #200-401) OR	<a href="#">Exam</a>	\$300	1.25 hours
<b>Path 2:</b>			
CCNA (any type) or higher (any type CCNP or CCIE)	<a href="#">Exam</a>	\$325	1.5 hours

Recommended Training:	Format	Cost (USD)	Duration
<b>Path 1:</b>			
Interconnecting Cisco Networking Devices Part 1 (ICND1)	<a href="#">Instructor-led</a>	\$3,195	40 hours
Managing Industrial Networks with Cisco Networking Technologies (IMINS) OR	<a href="#">Instructor-led</a>	\$3,750	40 hours
<b>Path 2:</b>			
Interconnecting Cisco Networking Devices Part 1 (ICND1)	<a href="#">Instructor-led</a>	\$3,195	40 hours
Interconnecting Cisco Networking Devices Part 2 (ICND2)	<a href="#">Instructor-led</a>	\$3,195	40 hours
<b>Total:</b>		<b>\$6,715 - \$7,410</b>	<b>81.5 to 82.75 hours</b>

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