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)	Exam	$150	1 hour
IoT Sales Fundamentals Exam (IOTSF, #700-801)	Exam (online)	$80	1 hour
Recommended Training:	**Format**	**Cost (USD)**	**Duration**
Selling Business Outcomes	E-learning	$0	6 hours
IoT Sales Fundamentals	E-learning	$0	1.5 hours
Total:		$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)	Exam	$300	1.5 hours
Recommended Training:	**Format**	**Cost (USD)**	**Duration**
Managing Industrial Networks with Cisco Networking Technologies (IMINS)	Instructor-led	$3,750	40 hours
Networking Fundamentals for Industrial Control Systems (INICS)	E-learning	$99	6 hours
Total:		**$4,149**	**47.5 hours**

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
Path 1:			
Interconnecting Cisco Networking Devices Part 1 Exam (ICND1, #100-101 or #100-105)	Exam	$165	1.5 hours
Industrial Networking Specialist Exam (IMINS, #200-401) OR	Exam	$300	1.25 hours
Path 2:			
CCNA (any type) or higher (any type CCNP or CCIE)	Exam	$325	1.5 hours

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

Last Updated: 13 April 2017