Advanced Internet of Things Specialization – Manufacturing Requirements

Role-Sharing Guidelines (PDF - 59 KB)

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
Manufacturing Sales Exam (IOTMAM, #700-802)	Exam (online)	$80	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
Cisco IoT Manufacturing Sales	E-learning	$0	1 hour
IoT Sales Fundamentals	E-learning	$0	1.5 hours
Total:		**$310**	**11.5 hours**

Systems Engineer

The presales engineer is responsible for IoT Specialization - Manufacturing 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
IoT Connected Factory for Systems Engineers Exam (IOTMfgCFSE, #500-801)	Exam	$300	1 hour
Industrial Networking Specialist Exam (IMINS, #200-401)	Exam	$300	1.25 hours

Recommended Training:	Format	Cost (USD)	Duration
IoT Connected Factory Technical Sales	E-learning	$0	2 hours
Managing Industrial Networks with Cisco Networking Technologies (IMINS)	Instructor-led	$3,750	40 hours
Total:		**$4,350**	**44.25 hours**

Field Engineer

The postsales engineer is responsible for IoT Specialization - Manufacturing 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) and	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 to $7410**	**81.5 to 82.75 hours**

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