



# Advanced Internet of Things Specialization— Connected Safety and Security Requirements

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

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

## Account Manager

Responsible for sales methodology and customer engagement.

Requirement(s)	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403)	<a href="#">Exam</a>	\$150	1 hour
CSS Sales Fundamentals Exam (IOTCSSAM, #700-803)	<a href="#">Exam</a> (Online)	\$80	1 hour
IoT Sales Fundamentals Exam (IOTSF, #700-801)	<a href="#">Exam</a> (Online)	\$80	1 hour
Recommended Training			
Selling Business Outcomes	<a href="#">E-learning</a>	\$0	6 hours
IoT Connected Safety and Security Sales Training	<a href="#">E-learning</a>	\$0	1.5 hours
IoT Sales Fundamentals	<a href="#">E-learning</a>	\$0	1.5 hours
<b>Total</b>		<b>\$310</b>	<b>12 hours</b>

## Systems Engineer

The presales engineer is responsible for IoT Specialization—Connected Safety and Security planning and design. Possesses both business and technical skills. Understands customer business needs and issues.

Requirement	Format	Cost (USD)	Duration
Interconnecting Cisco Networking Devices Part 1 Exam (ICND1, #100-101 or #100-105)	<a href="#">Exam</a>	\$165	1.5 hours
Or CCNA or higher (any type CCNP or CCIE)	<a href="#">Exam</a>	\$325	1.5 hours
And Implementing Cisco Connected Physical Security 1 Exam (CCPS, #648-238)	<a href="#">Exam</a>	\$300	1.5 hours
Recommended Training			
Interconnecting Cisco Networking Devices Part 1 (ICND1)	<a href="#">Instructor-Led</a>	\$3,195	40 hours
Interconnecting Cisco Networking Devices Part 2 (ICND2) (for CCNA option)	<a href="#">Instructor-Led</a>	\$3,195	40 hours
Video 101: Introduction to Video Concepts	<a href="#">E-learning</a>	\$0	2.5 hours
VSOM	<a href="#">Instructor-Led</a>	\$2,000	24 hours
<b>Total</b>		<b>\$8855 - \$9015</b>	<b>76 to 116 hours</b>

## Field Engineer

The post-sales engineer is responsible for IoT Specialization—Connected Safety and Security solution implementation and operation.

Requirement			
Interconnecting Cisco Networking Devices Part 1 Exam (ICND1, #100-101 or #100-105)	<a href="#">Exam</a>	\$165	1 hour
Or		\$325	
CCNA or higher (any type CCNP or CCIE)	<a href="#">Exam</a>		1.5 hours
And		\$300	1.5 hours
Implementing Cisco Connected Physical Security 1 Exam (CCPS, #648-238)	<a href="#">Exam</a>		
Recommended Training			
Interconnecting Cisco Networking Devices Part 1 (ICND1)	<a href="#">Instructor-Led</a>	\$3,195	40 hours
Interconnecting Cisco Networking Devices Part 2 (ICND2) (for CCNA option)	<a href="#">Instructor-Led</a>	\$3,195	40 hours
Video 101: Introduction to Video Concepts	<a href="#">E-learning</a>	\$0	2.5 hours
VSOM	<a href="#">Instructor-Led</a>	\$2,000	24 hours
<b>Total</b>		<b>\$8855 - \$9015</b>	<b>76 to 116 hours</b>

## Requirements Not Allocated to Job Roles

Additional Cisco Qualified Specialist Requirements can be shared with any other role

Requirement			
CCNA (any type) or higher (any type CCNP or CCIE)	<a href="#">Exam</a>	\$325	1.5 hours
Recommended Training			
Interconnecting Cisco Networking Devices Part 1 (ICND1) (for CCNA R/S)	<a href="#">Instructor-Led</a>	\$3,195	40 hours
Interconnecting Cisco Networking Devices Part 2 (ICND2) (for CCNA option ) (for CCNA R/S)	<a href="#">Instructor-Led</a>	\$3,195	40 hours
<b>Total</b>		<b>\$6,715</b>	<b>81.5hours</b>



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