



Advanced Security Architecture Specialization 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) OR	Exam	\$150	1 Hour
Adopting the Cisco Business Architecture Approach (810-440)	Exam	\$150	1.5 hours
AND Advanced Security Architecture for Account Managers (ASAAM, #700-265)	Exam	\$80	1 hour
Recommended Training			
Selling Business Outcomes OR	E-Learning	\$0	6 hours
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-Learning	\$280	6 hours
Selling Advanced Security Architecture	E-Learning (8 modules)		2.33 hours
Total		\$230 or \$510	10.33 hours or 10.83 hours

Systems Engineer

Responsible for presale solution planning. The individual must: Possess both business and technical skills.

Prerequisite	Format	Cost (USD)	Duration
CCNA-Sec or CCNP-Sec or CCIE-Sec	Exams	\$450	1 hour
Requirement			
Advanced Security Architecture for Systems Engineers (ASASE, #500-651)	Exam	\$300	1 hour
Recommended Training			
Security Systems Engineer Training	E-learning (7 modules)	-	2.75 hours
Total		\$750	4.75 hours

Field Engineer

Responsible for postsale solution integration and operations considerations.

Requirement	Format	Cost (USD)	Duration
CCNP-Sec or CCIE-Security	Exams	\$1000	4 hours
Total		\$1000	4 hours

*Sourcefire Partners please refer to the Sourcefire Transition Q&A listed [here](#).



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV Amsterdam,
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: www.cisco.com/go/trademarks. Third party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)