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.

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