



Qualify as an Integrator >

Documentation
Needed to Apply

Tell Us About Your
Integrator Practice

Demonstrate Your
Product Knowledge

Complete the
Product Training



May 2016

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Use this checklist to be sure you have the documents you need to apply:

- ✓ Company website URL or other documentation that establishes your Integrator practice capabilities
- ✓ Name, phone, and email address, plus documented proof of capabilities from resume, LinkedIn profile, or other, plus a job description for each individual
- ✓ Document or URL showing your agile development and testing methodology OR URL to published code on developer social network
- ✓ Up to three customer reference documents endorsed by the customer and aligned to the software products you want to integrate
- ✓ URL to Partner Locator showing your certifications, specializations, and other Cisco capabilities, if applicable
- ✓ Proof of training completion, if required (email or screen capture is acceptable)

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If you already have industry qualifications and strong industry recognition, you'll meet the practice eligibility requirements. For example, we'll waive the Integrator training requirements if you have customer references that demonstrate your platform solution and integration capabilities.

If you're new to software integration, we'll ask you to provide the documentation listed in Table 1.

Table 1. Integrator Practice Eligibility Requirements

Capability	What We Want to See	Documentation You'll Submit
Practice	Healthy software integration and development practice	Company website URL or other documentation that establishes integration practice capabilities
People	The following individuals are required:* <ul style="list-style-type: none"> • Business development manager** • Developer** • Solutions architect** • Delivery engineer** 	Each individual name and documented proof of capabilities from resume, LinkedIn profile, or other
Process	Industry-standard or proprietary development and integration methodologies	Document or URL showing your Agile or other modern software development and testing methodology
Customer References	Demonstrated integration capabilities and development methodologies that deliver customer outcomes	Up to three** customer reference documents endorsed by the customer

* See the next section, "Demonstrate Your Product Knowledge," for software product-specific people requirements. Cisco Spark™ does not require a solutions architect or delivery engineer.

** Individuals may play up to two roles within the practice and across up to two offers.

*** See the next section, "Demonstrate Your Product Knowledge," for software product-specific customer reference requirements.

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We'll ask you to provide customer references that demonstrate your product knowledge (Table 2).

Table 2. Customer Reference Requirements

Cisco Software Product	What We Want to See	Documentation You'll Submit
Cisco Spark/Tropo® Platform	Experience developing rooms and messages, application registration and authentication, and webhooks	Two applications in Cisco® Sandbox using Cisco APIs and/or posted on GitHub or YouTube
Cisco ONE™ Enterprise Cloud Suite (ECS)	<ul style="list-style-type: none"> • Experience deploying and supporting IT service management solutions • Experience building self-service portals • Hands-on experience with hands-on security, virtualization, networking, and storage • Automation script written in any scripting language • Familiarity with JavaScript and XML • Experience with specialized application development tools such as Remedy, ServiceNow, or Oracle Forms • Public cloud experience with a major provider such as Amazon Web Services, Microsoft Azure, Google Cloud Platform, and so on • Experience building IT policies that represent business requirements • Reusable tools and templates to efficiently support your pre-sales, engagement, and delivery process 	<p>Two customer deployment reference documents* where the partner has implemented a complex set of ECS services, which must include at least five of the following:</p> <ul style="list-style-type: none"> • Automated a complex workflow • Used the Prime Service Catalog self-service portal to consume services from UCS Director or Cisco Intercloud Fabric™ • Demonstrated configuration and usage of three policy-driven provisioning use cases • Demonstrated configuration and usage of metering and showback • Demonstrated end user service management by automating a business process in Prime Service Catalog • Integrated the solution into an existing system using representational state transfer (REST) or Cloupiascript • Created a workflow that calls existing scripts (SSH, PowerShell, and so on) • Built custom connectors using Open Automation

* See the Integrator Appendix for details.

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Table 2. Customer Reference Requirements (continued)

Cisco Software Product	What We Want to See	Documentation You'll Submit
Cisco Application Centric Infrastructure (ACI)	<ul style="list-style-type: none"> • Deployment for ACI with Virtual Machine Manager and Cisco UCS® integration of data center automation software, such as Cisco UCS Director, Cisco Prime™ Service Catalog, ServiceNow, CliQr, Docker, and so on • Programmable network fabric technology such as Cisco ACI • Network management tools such as Puppet, Chef, Ansible, and Salt • Server virtualization, such as VMware, HyperV, or KVM • Infrastructure automation scripting, such as Python, XML, and so on 	<ul style="list-style-type: none"> • Completion of ACI Authorized Technology Provider training and testing: Cisco ACI Authorized Technology Provider (ATP) • Your own lab or a third-party lab where you can demonstrate integrated ACI solutions • Two advanced ACI integration customer reference documents that include design engagement, statement of work, project plan, and other project details
Cisco Metapod™	<ul style="list-style-type: none"> • Puppet, Chef, Hadoop, Cisco Spark, NoSQL, Apprenda, Cloud Foundry, Mindtree, Cloudera, or OpenStack • Big data or application migration 	<p>One customer reference for co-development (big data, DevOps, and/or application migration) on the Cisco Metapod platform</p> <p>OR</p> <p>Reference your cloud development background or experience as a Microsoft Azure, Amazon Web Services, and/or NoSQL partner</p>

Note: All customer reference documents must be completed in the prior 18 months.

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We'll also ask you to provide proof that your people have completed the training listed in Table 3. An email or screen capture provides sufficient proof.

Table 3. Product Training Requirements

Cisco Software Product	Required Course	Course Length
Cisco Spark/Tropo Platform	• Tropo 101 (self-paced lab)	60 minutes
	• Cisco Spark 101 (web page)	Not applicable
	• Learning Lab 1: Rooms and Messages (requires CCO ID)	60 minutes
	• Learning Lab 2: App Registration and Authentication (requires CCO ID)	60 minutes
	• Learning Lab 3: Webhooks (requires CCO ID)	60 minutes
Cisco ONE ECS	ECS learning map available. Contact your Cisco representative for details	
Cisco ACI	• Cisco ACI Authorized Technology Provider (ATP)	
Cisco Metapod	• Business Development Manager	
	- The State of the Cloud	20 minutes
	- Metapod for Partners 101	15 minutes
	- Engaging Cloud Customers	20 minutes
	- Metapod Sales Brief (optional)	10 minutes
	• Developer and Solutions Architect	
	- The State of the Cloud	20 minutes
	- Metapod for Partners 101	15 minutes
	- OpenStack Components Inside Metapod	20 minutes
	- OpenStack 101 (optional)	10 minutes
	- Metapod Technical Brief (optional)	10 minutes
	• Delivery Engineer	
	- Metapod Installation - Starter Configuration	20 minutes
	- Metapod Installation - General-Purpose Configuration	20 minutes
	- Metapod Installation - High-Performance Configuration	25 minutes
- Metapod User Demo	12 minutes	
- Metapod Admin Demo	15 minutes	

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