



Cisco Channel Partner Program Specializations

To meet customer needs and help you capture this dynamic growth opportunity, the industry-leading Cisco Channel Partner Program has evolved to help you accelerate growth, differentiate your business, and drive greater profitability.

* Prerequisite for CCDA

** CCDA Certification also valid

Express Foundation Requirements		Exam	Training	Code & Mode	
Account Manager	Cisco Sales Expert	646-203	Cisco Sales Essentials	CSE	ILT
	Cisco Express Foundation Sales Specialist	646-361	Foundation Express for Account Managers	FXS	PEC
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT
Systems Engineer	* Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Design Associate (CCDA)	640-861	Designing for Cisco Internetwork Solutions	DESGN	ILT
	Cisco Express Foundation Design Specialist	642-371	Foundation Express SE	CFXSE	ILT
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT
Field Engineer	Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Express Foundation Field Specialist	642-381	Foundation Express FE	CFXFE	ILT
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT

Express Unified Communications Requirements		Exam	Training	Code & Mode	
Account Manager	Cisco Sales Expert	646-203	Cisco Sales Essentials	CSE	ILT
	Cisco IP Communications Express Sales Specialist	646-222	IP Communications Express Sales Specialist	IPXSS	PEC
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT
Systems Engineer	** Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco IP Communications Express Specialist	642-143	IP Telephony Express	IPTX	ILT
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT



Advanced Routing & Switching Requirements		Exam	Training	Code & Mode	
Account Manager	Cisco Sales Expert	646-203	Cisco Sales Essentials	CSE	ILT
	Cisco Routing & Switching Sales Specialist	646-002	Routing & Switching Advanced Sales	RSAS	PEC
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT
Systems Engineer	* Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Design Associate (CCDA)	640-861	Designing for Cisco Internetwork Solutions	DESGN	ILT
	Cisco Advanced Routing & Switching Solutions Specialist	642-054	Routing & Switching Solutions for System Engineers	RSSSE	ILT
	Cisco Lifecycle Services Advanced Routing & Switching	646-056	Lifecycle Services Advanced Routing & Switching	LCSARS	PEC/ILT
Field Engineer	* Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Network Professional (CCNP)	642-642	Building Scalable Cisco Internetworks	BSCI	ILT
		642-432	Building Cisco Multilayer Switched Internetworks	BCMSN	ILT
		642-444	Optimizing Converged Cisco Networks	ONT	ILT
		642-452	Implementing Secure Converged Wide Area Networks	ISCW	ILT
	Cisco Advanced Routing & Switching Field Specialist	642-055	Advanced Routing & Switching for Field Engineers	ARSFE	ILT
	Cisco Lifecycle Services Advanced Routing & Switching	646-056	Lifecycle Services Advanced Routing & Switching	LCARS	PEC/ILT



Advanced Security Requirements		Exam	Training	Code & Mode	
Account Manager	Cisco Sales Expert	646-203	Cisco Sales Essentials	CSE	ILT
	Cisco Security Sales Specialist	646-561	Security Advanced Sales	SAS	PEC
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT
Systems Engineer	* Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Design Associate (CCDA)	640-861	Designing for Cisco Internetwork Solutions	DESGN	ILT
	Cisco Security Solutions & Design Specialist	642-564	Security Solutions for System Engineers	SSSE	ILT
	Cisco Lifecycle Services Advanced Security	646-573	Lifecycle Services Advanced Security	LCSAS	PEC/ILT
Field Engineer	* Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Security Professional (CCSP)	642-551	Securing Cisco Network Devices	SND	ILT
		642-502	Securing Networks with Cisco Routers & Switches	SNRS	ILT
		642-522	Securing Networks with PIX & ASA	SNPA	ILT
		642-532	Implementing Cisco Intrusion Prevention System	IPS	ILT
		642-513 or 642-511	Securing Hosts Using Cisco Security Agent or Cisco Secure Virtual Private Networks	HIPS or CSVPN	ILT
		642-567	Advanced Security for Field Engineers	ASFE	ILT
	Cisco Advanced Security Field Specialist	642-567	Advanced Security for Field Engineers	ASFE	ILT
Cisco Lifecycle Services Advanced Security	646-573	Lifecycle Services Advanced Security	LCSAS	PEC/ILT	



Advanced Wireless LAN Requirements		Exam	Training	Code & Mode	
Account Manager	Cisco Sales Expert	646-203	Cisco Sales Essentials	CSE	ILT
	Cisco Advanced Wireless LAN Sales Specialist	646-588	Wireless LAN Advanced Sales	WLAS	PEC
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT
Systems Engineer	* Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Design Associate (CCDA)	640-861	Designing for Cisco Internetwork Solutions	DESGN	ILT
	Cisco Advanced Wireless LAN Design Specialist	642-586	Cisco Wireless LAN Fundamentals	CWLF	ILT
			Cisco Wireless LAN Advanced Topics	CWLAT	ILT
	Cisco Lifecycle Services Advanced Wireless	646-589	Lifecycle Services Advanced Wireless	LCSAWLAN	PEC/ILT
Field Engineer	Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Advanced Wireless LAN Field Specialist	642-586	Cisco Wireless LAN Fundamentals	CWLF	ILT
			Cisco Wireless LAN Advanced Topics	CWLAT	ILT
	Cisco Lifecycle Services Advanced Wireless	646-589	Lifecycle Services Advanced Wireless	LCSAWLAN	PEC/ILT

Advanced Unified Communications Requirements		Exam	Training	Code & Mode	
Account Manager	Cisco Sales Expert	646-203	Cisco Sales Essentials	CSE	ILT
	Cisco Advanced IP Communications Sales Specialist	646-229	IP Communications Advanced Sales	IPCAS	PEC
	Cisco Lifecycle Services Express	646-391	Lifecycle Services Express	LCSE	PEC/ILT
Systems Engineer	* Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Design Associate (CCDA)	640-861	Designing for Cisco Internetwork Solutions	DESGN	ILT
	Cisco IP Telephony Design Specialist	642-414	IP Telephony Design	IPTD	ILT
		642-642	Implementing Cisco Quality of Service	QOS	ILT
	Cisco Lifecycle Services Advanced IP Communications	646-227	Lifecycle Services Advanced IP Communications	LCSAIPC	PEC/ILT
Field Engineer	Cisco Certified Network Associate (CCNA)	640-821	Introduction to Cisco Network Technologies	INTRO	ILT
		640-811	Interconnecting Cisco Networking Devices	ICND	ILT
	Cisco Certified Voice Professional (CCVP)	642-642	Implementing Cisco Quality of Service	QOS	ILT
		642-452	IP Telephony Troubleshooting	IPTT	ILT
		642-432	Cisco Voice over IP	CVOICE	ILT
		642-444	Cisco IP Telephony Part 1 & 2	CIPT1&2	ILT
		642-452	Implementing Cisco Voice Gateways & Gatekeepers	GWGK	ILT
	Cisco Lifecycle Services Advanced IP Communications	646-227	Lifecycle Services Advanced IP Communications	LCSAIPC	PEC/ILT
	Advanced Technology Program Requirements				
	Cisco Rich Media Communications Specialist	642-481	Implementing Cisco IP Video Conference Rich Media Communications	ICRMC	ILT
		642-432	Cisco Voice over IP	CVOICE	ILT
	Cisco Unified Contact Center Express Specialist	642-162	Unified Contact Center Express & Unified IP IVR Deployment	UCCXD	ILT
	Cisco Unity Design Specialist	642-071	Cisco Unity Design & Networking	CUDN	ILT
		642-104	Unified Communications System Engineer	UCSE	ILT
Cisco Unity Support Specialist	642-104	Unified Communications System Engineer	UCSE	ILT	