

Collaboration Specializations Comparison

Learn more about specializations

Specializations requirements

	Specialization
inimum eligibility	

Collaboration SaaS

Advanced Collaboration Architecture Specialization Master

Unified Contact Center Express

Webex Contact Center Specialization

Advanced Unified Contact Center Enterprise

requirements & prerequisites

(ACAS)

Specialization

Specialization

Specialization

Previous product knowledge required

Advanced Collaboration Architecture Specialization (ACAS)

Collaboration SaaS Specialization

Registered Cisco Partner

313

Varies

40

Estimated required training/exam hours (up to)

Estimated minimum training/exam costs

Partner investment details

\$160

\$18,000 Varies

\$3,600

46 \$42,000 \$800

Partner role requirements Sales Account Manager

Solutions/Sales/System Engineer

Field Engineer

Product restricted



Specialization access Cisco invitation only (closed program)



Specializations benefits

Specialization

Collaboration

SaaS

Architecture Specialization (ACAS)

Advanced

Collaboration

Specialization

Master

Center Express Specialization

Unified Contact

Center Specialization

Webex Contact

Contact Center Enterprise Specialization

Cisco Unified Communications Manager Cisco Unified Contact Center Enterprise

On-premises product knowledge gained

Cisco Meeting Server®

Cloud product knowledge gained

Cisco Webex Meetings®

Cisco Webex Teams™ Cisco Cloud Calling

Cisco BroadCloud

Cisco BroadWorks

Webex Contact Center

Deploy and troubleshoot

Not for Resale Program^[1]

Cisco Unified Contact Center Express

Cisco video endpoints and devices





Cisco sales acumen and essentials Pre-sales demonstration and design

Training & skill sets gained

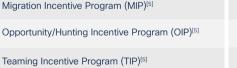


Cisco Unified Workspace for Partners

Migration Incentive Program (MIP)[5] Opportunity/Hunting Incentive Program (OIP)[5]

Value Incentive Program (VIP)[3][4]

Incentive opportunities^[2]



Lifecycle Advantage Cisco Marketing Velocity

Cisco Capital® offers

DevNet Ecosystem Exchange

Cisco Partner Industry Expertise (within Partner Locator) Cisco Partnership Branding

Lifecycle Incentives^[6]

 $Promotions^{[7]} \\$

Market

Partner Locator

Services Partner Program



Connections









2. For the complete list of available incentive programs, please visit https://www.cisco.com/c/en/us/partners/incentives.html. To participate, partners must meet program eligibility, requirements, terms, conditions and program rules. 4. Advanced Collaboration Architecture Specialization (ACAS) is a pre-requisite for Unified Contact Center Express Specialization and Unified Contact Center Enterprise Specialization and allows partners' participation within the Value Incentive Program (VIP).

5. To be eligible for MIP/OIP/TIP, all Specialized partners need to have the qualifying Cisco certification.

To be eligible for NFR, partners need to have the qualifying Cisco certification. For details, please refer here: https://www.cisco.com/c/dam/en_us/partners/downloads/partner/WWChannels/download/incentive/nfr-aag.pdf

6. To be eligible for Lifecycle incentives, partners need to achieve either the Customer Experience Specialization or Advanced Customer Experience Specialization and have either Advanced Collaboration Architecture Specialization or Master Collaboration Specialization. For details, please refer here: