

Channel Partner Program Announcement



Announcement Date:
June 2, 2015

Express Collaboration Specialization (ECS) Program Refresh

Highlights:

- ECS requirements have been refreshed and simplified.
- Total time and cost investments have been reduced.
- Call-to-Action for **New Partners:**

If you haven't already started any of the old training or exams, you must complete the updated requirements.

- Call-to-Action for **Renewing Partners:**

Pass either the old or new exam before September 18, 2015.

Starting September 18, 2015, you must pass the new exam to meet the role requirements.

Cisco is announcing an exciting update to the Cisco® [Express Collaboration Specialization \(ECS\)](#). ECS allows partners to offer Cisco Collaboration solutions – led by Cisco Business Edition 6000, Video, and WebEx – to a rapidly growing market segment, helping them increase their profitability. The ECS requirements have been refreshed, streamlined, and simplified to enhance accessibility for partners focused on the midmarket.

Effective June 2, 2015, we are announcing the following updates to the ECS courses and exams. The update will be implemented to keep pace with industry trends and new product releases.

- Total investment time to attain the ECS specialization has been reduced from 156 hours to 110 hours, and the cost has been reduced from \$10,225 to \$7,900. Note: All costs are estimated in USD and may vary by region.
- The following are changes to the **Account Manager Role** exam requirements:*

Old exam	Cisco TelePresence® Video Sales Specialist for Express exam #650-292 or #650-295 or #650-298 or #650-299 (Last date to test is September 17, 2015)
New exam	Cisco Video Solution Sales Representative exam (#700-001 VSSR)

* Effective August 1, 2015, passing the [Selling Business Outcomes exam \(#810-401\)](#) will be required for the ECS Account Manager role. Refer to the [announcement](#).

- For the **Sales Engineer role:**
 - The Cisco Business Edition 6000 for Sales Engineers (#700-101 BE6KSE) course will no longer be required.
 - The curriculum for the Sales Engineer role has been updated to provide knowledge of Cisco Unified Communications solutions, administrator and end-user interfaces, telephony and mobility features, and solutions maintenance. The following are changes to the Sales Engineer (SE) exam requirements:

Old exam	Administering Cisco Voice & Unified Communications (#640-461 ICOMM) (Last date to test is September 17, 2015)
New exam**	Implementing Cisco Collaboration Devices (#210-060 CIGD)

** The Cisco CCNA® Voice or CCNA Collaboration or Cisco CCNP® Voice or CCNP Collaboration or Cisco CCIE® Voice or CCIE Collaboration certification also meets this requirement.

- The **Field Engineer role** curriculum has been updated to provide knowledge on implementing a Cisco Unified Collaboration solution at a single-site environment. Note exam changes below:

Old exam (two old exams are replaced by one new exam)	Implementing Cisco Voice Communications and QoS v8.0 (#642-437) AND Implementing Cisco Unified Communications Manager, Part 1 v8.0 (#642-447) (Last date to test for both exams is October 20, 2015)
New exam***	Implementing Cisco IP Telephony & Video, Part 1 v1.0 (#300-070 CIPTV1)

*** The Cisco CCNP Voice or CCNP Collaboration or Cisco CCIE Voice or CCIE Collaboration certification also meets this requirement.

CALL TO ACTION

- Between June 2, 2015 and September 17, 2015, new and renewing partners can pass either the old or new exam to meet the role requirements.
- Starting September 18, 2015, only the new exam will meet the role requirements for both new and renewing ECS partners.
- All new partners who have not started any training or exams before June 2, 2015 must complete the updated training and exam requirements.

Please refer to the [Express Collaboration Specialization](#) website for detailed training and exam requirements.

If you have any questions, contact your [partner account manager \(PAM\)](#), or go to www.cisco.com/go/cs to open a case.



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