

# Becoming Cisco Select Certified

## Why become select certified?

Becoming a Cisco Select Partner will boost customer satisfaction and loyalty. And that's just the beginning. Cisco Partner Certifications are the foundation for Channel Partner Programs. Certify your skill set to show customers that you have the expertise to help them succeed. The Cisco Select Certified logo will make your company stand out of the crowd as an expert in a specific technology or business area of choice.

## The benefits of certification

Migrate customers to the latest solutions, return their old equipment to us and earn up to 64 percent in discounts when you sell eligible technologies. Also add on rebates when you sell certain technologies.

Purchase discounted products, software, and services to use in demos, labs, and trainings.

Get up to 62 percent in discounts when you displace the competition's products and replace with our solutions.

Get up to 8 percent in discounts for bringing in new business or teaming with us early in the sales cycle on Cisco-initiated deals. Attach services to product sales and get an additional 2 points discount.

Please note: These incentives are all stackable with each other. This means you have the potential to get more discounts and rebates.

## Track options

### Collaboration SaaS

1

### Environmental Sustainability

2

### Small Business

3

### Hybrid Work from Office

4

### Select Provider (MSP)

5

The Express Specialization consists of five tracks. You can become Select Certified by completing any of the express specialization tracks.

### TRACK 1

### Collaboration SaaS

Account Manager Exam – Collaboration SaaS Authorization exam (700-680 CSaaS)

\$80

System Engineer Exam – Collaboration SaaS Authorization exam (700-680 CSaaS)

\$80

### TRACK 2

### Environmental Sustainability

Account Manager Exam – Cisco Environmental Sustainability Overview (700-240 CESO)

\$80

### TRACK 3

### Small Business

Account Manager Exam – Introduction to Cisco Sales (700-150 ICS)

\$200

System Engineer Exam – Introduction to Cisco Sales (700-150)

\$80

### TRACK 4

### Hybrid Work from Office

Account Manager Black Belt - Cisco Hybrid Work Sales Stage 1

\$0

System Engineer Black Belt - Cisco Hybrid Work Presales Stage 1

\$0

System Engineer Black Belt - Cisco Hybrid Work Presales Stage 2

\$0

### TRACK 5

### Select Provider (MSP)

Account Manager Minimum of 1 Cisco technology-based managed service (Meraki, Security, Collaboration or EN); with SLA & Remote Monitoring & Management

\$0

System Engineer Minimum of 1 Cisco technology-based managed service (Meraki, Security, Collaboration or EN); with SLA & Remote Monitoring & Management

\$0