

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 replace the competitors 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.

Earn up to 74 percent in discounts when you introduce targeted technology into new accounts or that have been competitively held.

Wake up dormant accounts and upgrade customers to newer solutions to earn up to 74 percent in discounts and also add on rebates when you sell certain technologies.

Get up to 15 percent in rebates when you sell our architectures.

Get up to 21 percent extra in rebates when you activate key features in software you sold

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

Environmental Sustainability

Small Business

Hybrid Work from Office

Select Provider (MSP)

1

2

3

4

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

System Engineer

Exam – Environmental

Sustainability Practice

(700-245 ESPB)

\$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

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

System Engineer

Minimum of 1 Cisco technology-based managed

service (Meraki, Security, Collaboration or EN);

with SLA & Remote Monitoring & Management