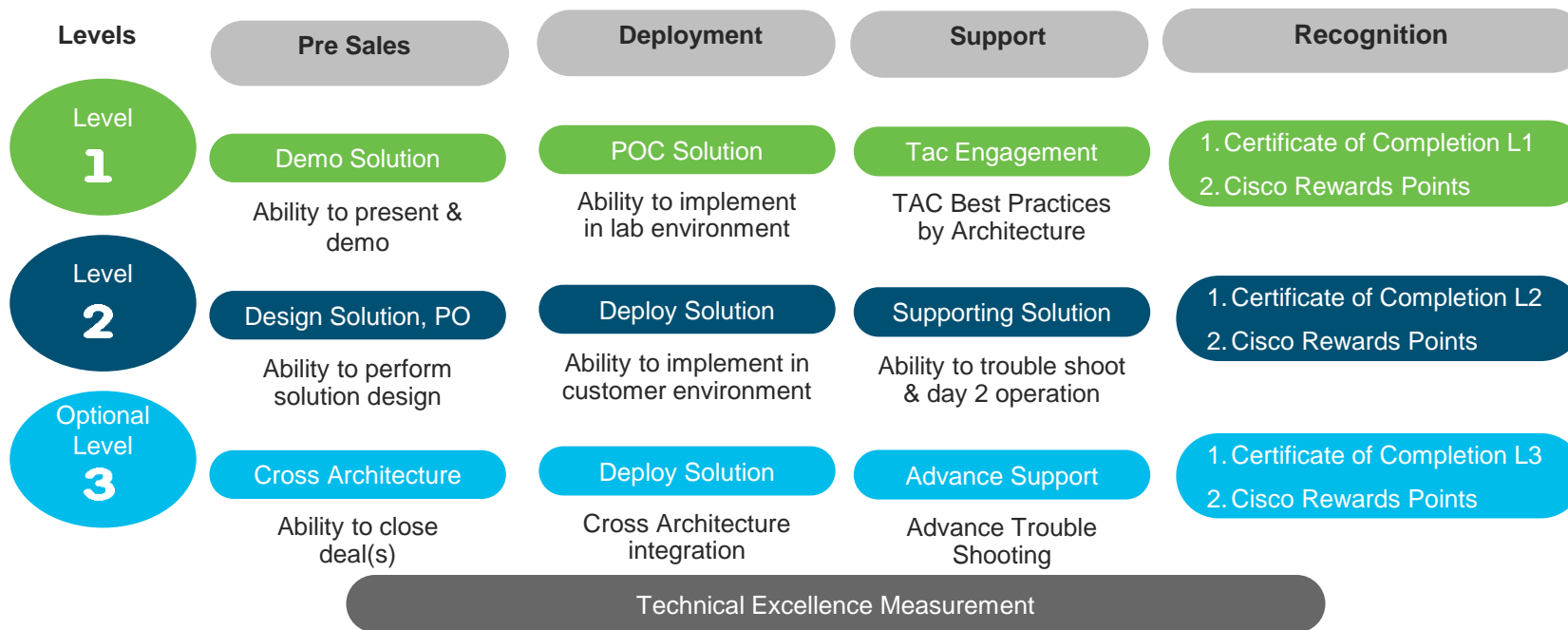# Cisco BLACK BELT Framework for Engineers

The Architecture Black Belt Framework are designed for engineers to stay up to date on the latest technology and solutions from Cisco.
This framework helps to ensure that the three key engineering functions, namely Pre-Sales, Deployment and Support are able to align to the "Land, Adopt, Expand and Renew" sales motion in Cisco.

Levels	Pre Sales	Deployment	Support	Recognition
Level 1	Demo Solution Ability to present & demo	POC Solution Ability to implement in lab environment	Tac Engagement TAC Best Practices by Architecture	1. Certificate of Completion L1 2. Cisco Rewards Points
Level 2	Design Solution, PO Ability to perform solution design	Deploy Solution Ability to implement in customer environment	Supporting Solution Ability to trouble shoot & day 2 operation	1. Certificate of Completion L2 2. Cisco Rewards Points
Optional Level 3	Cross Architecture Ability to close deal(s)	Deploy Solution Cross Architecture integration	Advance Support Advance Trouble Shooting	1. Certificate of Completion L3 2. Cisco Rewards Points

Technical Excellence Measurement

We have specially designed Black Belt Framework across our architectures and new technologies.

- Each framework is broken down into 3 tracks – pre-sales, deployment and support, and each track is then further divided into 3 proficiency levels.
- All trainings can be accessed online through SalesConnect, webinars and instructor-led trainings (ILTs).
- You will be awarded with a Black Belt certification of completion and Cisco rewards points upon completing each level.
- **Get more details here: Black Belt Framework**
- More Details on Architectures
  Data Center
  Collaboration,
  EnterpriseNetworking,
  Security,
  Programmability
  Contact Center.

PROGRAM DETAILS

Cisco partner systems/sales engineers can earn up to 140,000 Cisco Rewards points when you complete all 3 levels within an enablement category as identified below.

Level 1: Black Belt certification **+ 20,000** Cisco reward points
Level 2: Black Belt certification **+ 40,000** Cisco reward points
Level 3: Black Belt certification **+ 80,000** Cisco reward points

Before you begin, both you and your company have to be enrolled in the Cisco Rewards Program. Please contact your company's Partner Administrator for more information.

Cisco Rewards Program Guide >

Begin your Black Belt Recognition : Enroll here to start your journey.
Register Now

Advanced Architecture Specialization
- ☐ **Complete all the levels in each track and you will receive a Black Belt certification.**
- ☐ **Black Belt certified engineers will contribute to the Cisco Continuous Learning credits requirement for their company's Advanced Architecture Specialization.**