

DevNet Specialization Program Requirements

The new DevNet specialization gives you a path to build or enhance your software development practice, with a focus on automation and application development on top of Cisco platforms.

The DevNet specialization will validate a partner's software practice by evaluating:

- A. [Business roles and certified practitioners](#)
- B. [Business and support processes](#)
- C. [Software offers and code examples](#)
- D. [Customer References](#)

You are required to fulfill a unique set of program requirements based on whether they are applying for the first time or renewing your specialization.

When you are ready to start the application process, you will fill in the program application through our [Program Management and Application](#) (PMA) tool. You are required to provide information about your company, your software practice, processes, and other supporting documentation so your application can be verified against the program requirements. Included in the PMA application is a [questionnaire](#) which asks specific questions about your business. This questionnaire must be completed and attached to your application before submittal.

To earn this specialization, the personnel requirements below must be met. Role sharing is allowed within the DevNet specialization program. Roles may also be shared across some programs. Please view the [Role-Sharing Guidelines](#) for more information.

Prerequisite information and documentation

A. Business roles and certified practitioners

The following DevNet certified and business roles have been identified as important to the success of a partner's software practice. The role requirements can be fulfilled with a minimum of five (5) unique individuals. Once practitioner personnel are certified, they will show as eligible in the dropdown list for each role and can be selected in the [Program Management and Application](#) (PMA) tool. Business role contact names will be manually entered into the PMA application.

Requirement	Evidence
Practitioner Roles Two (2) Software Practitioners <ul style="list-style-type: none"> Software Practitioner 1 (DevNet Professional certification or higher) Software Practitioner 2. Choose one from the below list. <ul style="list-style-type: none"> DevNet Associate Certification DevNet Core Exam (350-901 DEVCOR) Implementing Dev Ops Specialist (300-910 DEVOPS) DevNet Professional Certification <p>Software practitioners design, develop, maintain, test, and evaluate effectiveness of computer software and improve software design/reuse.</p>	<p>Software Practitioners selected from drop down list in the PMA application and referenced in the organization's structure noted in the questionnaire.</p>
Two (2) Field Practitioners (DevNet Specialist certification or higher) <p>The field practitioners are customer facing roles which implement, configure, and customize code for the customer.</p>	<p>Field Practitioners selected from drop down list in the PMA application and referenced in the organization's structure noted in the questionnaire.</p>
Two (2) Business Roles One (1) Software Development Strategy Lead (no certification required)* <p>The software development lead is responsible for setting policies and direction for the practice, managing product development and timelines, and engaging with the marketing and sales teams. Ensures that the development team and solutions created are aligned with the business' goals and vision of the company.</p>	<p>Software Development Strategy Lead entered in the PMA application and referenced in the organization structure noted in the questionnaire.</p>
One (1) Software Sales Lead (DevNet Associate certification or higher) <p>The software sales lead is responsible for defining the go-to-market strategy and plans for software solutions and services. It is a customer facing position tasked with delivering one unified vision of the engineering, strategic, and market value of a software product to the customer.</p>	<p>Software Sales Lead entered in the PMA application and referenced in the organization structure noted in the questionnaire.</p>

*The software development strategy lead role may be shared with one software practitioner role above Certification Exams and Training.

Certification exams and training

The following tables provide additional information on the training and certifications for the above role holders.

DevNet Associate

Exams/Assessments	Exam		Recommended training		
	Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
DevNet Associate	\$300	2hr	E-learning & Instructor led	8 days	\$800 - \$4500

DevNet Specialist

Exams/Assessments	Exam		Recommended training		
	Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
DevNet Specialist	\$300	1.5hr	E-learning & Instructor led	Varies	\$300- \$4500

DevNet Professional

Exams/Assessments	Exam		Recommended training		
	Cost (USD)	Duration	Link(s) & format(s)	Duration	Cost
DevNet Professional	\$700	3.5hr	E-learning & Instructor led	8 days	\$1450- \$9000

B. Business and support processes

The software development methodology and business processes are important since they have a significant impact on the success or failure of the practice and quality of offers. Cisco will verify how your practice uses these things during the specialization application process. The [DevNet Specialization questionnaire](#) template can be downloaded from the [Program Management Application](#) (PMA) tool. Please complete the questionnaire and upload into your [PMA](#) application when you apply for the specialization.

Requirement	Evidence
Software development methodology (software practice) Provide insights into the development methodology followed by your practice in creating software-based offerings. Elaborate on how you track requirements, how you maintain source code, and how you test code and applications. Describe that you understand the rules and regulations of using open-source code in the offerings you create. Document the high-level sales approach to bring solutions to market. Describe your software offerings, your internal sales awareness processes, and your external marketing approach.	Information provided through the program questionnaire and attached in your PMA application. Supporting documentation beyond the questionnaire may also be attached to your application by uploading the file in the “General” sub-heading within the “My Documents” section of the application.
Software deployment and implementation methodology (field practice) Supporting documentation on how your software offerings are deployed to customers. Provide insight into how you gather customer requirements; how you deploy and implement offerings; how your field practice is supported by the software practice for customization and enhancements.	Information provided through the program questionnaire and attached in your PMA application. Supporting documentation beyond the questionnaire may also be attached to your application by uploading the file in the “General” sub-heading within the “My Documents” section of the application.
Customer support Provide insights as to how customers are supported with regard to questions or issues before, during, and after solution deployment.	Information provided through the program questionnaire and attached in your PMA application. Supporting documentation beyond the questionnaire may also be attached to your application by uploading the file in the “General” sub-heading within the “My Documents” section of the application.

C. Software solutions and code example contributions

When applying for the DevNet Specialized program you are required to contribute to the DevNet community by submitting a code example onto the [Code Exchange](#). Your submission must be company owned as individual submissions will not qualify. You must also supply a listing of your DevNet offerings to show that real offers/solutions are actively marketed and available to customers. Please provide a web page link or specification sheet to your offers/solutions. You will provide this information as part of your application submission and this will be verified in the [Program Management and Application](#) (PMA) tool.

Requirement	Evidence
Software and solution offer catalog How and where are offers presented and available for customers?	Provide a file attachment (data sheet) or web-page URL where offers are marketed. If providing proof via supporting document, please upload under the “General” sub-heading within the “My Documents” section of the application and ensure the file contains appropriate details to provide it is published and customer-facing.

Requirement	Evidence
<p>One (1) or more code examples submitted to the DevNet community</p> <p>One or more “company-owned” contributions to the DevNet Community on the DevNet Code Exchange. These code example submissions must be contained in a GitHub organization that is registered to your company. Instructions for contributing these submissions may be found here.</p> <p>If there are existing submissions from an individual (from the previous 12 months) already in Code Exchange or Automation Exchange, those may be migrated to a “company submission” to satisfy this requirement with the consent of the partner administrator and original submitter, who must be a current employee of the partner company.</p>	<p>Provide location of the code example in the questionnaire or directly into the application and will be verified by Cisco.</p>

D. Customer references

A customer reference is the positive story your customer tells about what it is like to work with your company, products, and services. The customer reference must include the customer contact information, description of the customers’ business problem, the defined business outcomes, and the products/solutions sold and implemented. The customer reference shall also include the key performance metrics identified to measure success and the adoption plan to ensure the customer is using all offered features of the implemented solution. The customer references will be verified with your customer by Cisco.

Requirement	Evidence
<p>Customer References:</p> <p>Complete two customer references using the customer reference template.</p> <p>Two (2) customer references within the past 12 months from verifiable sales.</p>	<p>Two customer reference uploaded in a single file to the PMA tool under the sub-heading “Customer Reference” within the “My Documents” section of the application.</p>

Renewal requirements

Partners must maintain the program requirements throughout the entirety of the program validity period (one year) and are required to renew your DevNet specialization annually. The renewal information in the below table will be verified for completeness and content by Cisco after the renewal application is submitted in the [Program Management and Application](#) (PMA) tool.

Requirement	Preparation
Annual prerequisites Customer References Two (2) customer references within the past 12 months from verifiable sales. Fill in the DevNet Customer Reference Template . Community Contributions One (1) or more code examples submitted to the DevNet community. One or more “company-owned” contributions to the DevNet Community on the DevNet Code Exchange . These code example submissions must be contained in a GitHub organization that is registered to your company. Instructions for contributing these submissions may be found here . If there are existing submissions from an individual (from the previous 12 months) already in Code Exchange or Automation Exchange, those may be migrated to a “company submission” to satisfy this requirement with the consent of the partner administrator and original submitter, who must be a current employee of the partner company.	Two customer reference files uploaded into the PMA tool under the sub-heading “Customer Reference” within the “My Documents” section of the application. Provide location of the code example into the PMA tool under the sub-heading “General” within the “My Documents” section of the application. This will be verified by Cisco.

Note: If a partner does not remain in compliance with the applicable specialization or certification requirements, Cisco reserves the right to revoke the specialization or certification at any time. Partners must notify Cisco of its non-compliance promptly, but in no event more than thirty (30) days after partner first becomes aware of its non-compliance. Upon receipt of such notice, partner may qualify for an extension of time in which to renew its compliance with the applicable specialization or certification requirements. Partner's failure to provide such notice may disqualify partner from receiving such an extension. If no extension is granted or if partner fails to comply with the certification or specialization requirements by the end of the extension period, Cisco reserves the right to revoke the applicable specialization or certification immediately. Additional information regarding non-compliance may be found in the [Audit and Policies Document](#)

Document revision history

Revision History	Date	Changes
1.0	May 27, 2020	Program launch including program requirements.
2.0	March 5, 2021	Updated alternate exam options to professional certification for Software Practitioner 2. Removed Demo requirement from initial application requirement and bi-annual renewal.



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