

Full-Stack Observability Solution Specialization Requirements

The [Full-Stack Observability Specialization](#) recognizes your ability to deliver exceptional digital experiences while optimizing for cost and performance and maximizing digital business revenue. To achieve the Full-Stack Observability Specialization, you must meet specific requirements related to knowledge of and experience with delivering full-stack observability solutions to customers.

The requirements include a combination of both sales and technical knowledge and experience. A minimum of two individuals must participate in the completion of the knowledge requirements. It is not necessary for each individual to complete every learning map as long as their combined effort covers all requirements. However, please note that completion of prerequisites may be required to access some training content. There are no role-sharing limitations for [Solution Specializations](#).

Knowledge requirements

Full-Stack Observability

Requires a minimum of two unique individuals.

Focus	Requirement	Training and assessment	
		Cost (USD)	Duration
Sales	Black Belt – AppDynamics Sales Stage 1	\$0	2hr
	Black Belt – AppDynamics Sales Stage 2		5.5hr
	Black Belt – Full Stack Observability – Sales Stage 1		3hr
	Black Belt ThousandEyes Sales Stage 1		2hr
	Black Belt ThousandEyes Sales Stage 2		2hr
Technical	Black Belt – AppDynamics Presales Stage 1	\$0	1.5hr
	Black Belt – AppDynamics Presales Stage 2		8.5hr
	Black Belt – Full Stack Observability – Presales Stage 1		4hr
	Black Belt – Full Stack Observability – Presales Stage 2		6hr
	Black Belt ThousandEyes Pre-Sales Stage 1		2.5hr
	Black Belt ThousandEyes Pre-Sales Stage 2		11.5hr
	Total Hours		48.5hr

Recommended training

We curated a list of additional training and certification resources to supplement the Option 1 requirements. These are not required to achieve the specialization, but the content is highly recommended if you want to expand your knowledge and experience.

Training or certification	Resource
AppD Blackbelt SE Stage 3	Black Belt AppDynamics Presales Stage 3 – Submission Guidelines
AppD Role-Based Training and Certifications	Cisco AppDynamics Certifications
Thousand Eyes Deployment	Black Belt ThousandEyes Deployment Stage 1
Lifecycle Selling	Lifecycle Selling for Partners

Solution experience and Sales Order submission

Experience and the ability to successfully deploy solutions with customers is a fundamental component of Solution Specializations. For the Full-Stack Observability Specialization, you must meet defined targets for solutions sales through a Sales Order (SO).

- Sales Orders may not be older than 12 months and must be in “Active” or “Booked” status.
- Included SKUs must be for products specific to and intentionally combined for the relevant solution. Detailed information regarding acceptable solution SKUs may be found at the [Full Stack Observability Solution Specialization SKU List](#).
- Multiple SO’s containing solution components may be considered with reasonable and obvious intention they were sold as a single solution deal to a single customer/customer location. Determination such criteria has been met lies solely with Cisco.
- Cisco will attempt to validate eligible SO(s) exist upon your application submission via the Program Management and Application (PMA) tool. Should Cisco be unable to find a suitable SO, your Partner PMA Administrator will be asked to provide one via upload of a PDF copy or Word doc with the relevant SO number(s) noted within through the “Documents” section of the PMA application. You are encouraged to provide such documents preemptively at the time of submission to expedite application processing.

Ongoing requirements for renewals

You must maintain compliance with all specialization requirements and submit for renewal by your specialization renewal anniversary date each year. Make sure to bookmark the [program notifications page](#) and check back regularly for updates. Partner Administrators may view specialization status in the [PMA](#) tool.

Additional considerations

Country groupings

Can one specialization apply across different countries? Yes, but only within one [country grouping](#).

Related information

Cost and duration

Information provided for cost and duration is an estimate only and is subject to change.

Note: If you do not remain in compliance with the applicable specialization or certification requirements, we reserve the right to revoke the specialization or certification at any time. You must notify us of non-compliance promptly, but in no event more than thirty (30) days after you first become aware of the non-compliance. Upon receipt of such notice, you may qualify for an extension of time in which to renew your compliance with the applicable specialization or certification requirements. Your failure to provide such notice may disqualify you from receiving such an extension. If no extension is granted or if you fail to comply with the certification or specialization requirements by the end of the extension period, we reserve 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	September 14, 2022	Program launch including program requirements.
2.0	March 30, 2023	Updated E-learning training links.
3.0	January 25, 2024	Removal of Intersight Workload Optimizer (IWO) for Option 2 Notification
4.0	February 9, 2024	Updated E-learning training links
5.0	March 18, 2024	Removal of Intersight Workload Optimizer (IWO) Option 2
6.0	July 22, 2024	Updated Sales Order submission guidelines



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