

The **Fire Jumper program** for pre-Sales **Security Engineers** (SE's) is intended for partners to lead customer engagements from sizing, scoping, and design through demos and proof-of-value. **Sales Representatives** (AM's) are included to lead customer opportunities and **Field Engineer's** (FE's) the ability to deploy Cisco Security Solutions.

Learning Plans:

User:

- Duo³
- Secure Access ³
- ISE 3

Additional Products:

- Secure Connect
- Umbrella³
- Cloudlock¹
- Web Security Appliance 1

Breach:

- XDR ³
- Secure Network Analytics ³
- Secure Email Threat Defense ²
- Secure Endpoint ³

Additional Products:

- Secure Email Gateway ²
- Telemetry Broker¹
- Splunk ES¹
- Splunk SOAR¹

Cloud:

 1 No Fire Jumper material currently available \mid 2 SE track only \mid 3 FE track

- Secure Firewall ³
- Secure Workload
- Multicloud Defense
- Hypershield ¹

Additional Products:

- Meraki MX
- Secure Malware Analytics²
- Al Defense¹
- Cybervision ¹
- Vulnerability Management¹

Sales Engineer (SE): (Take the training in linear stage order)

Stage 1: Basics of Pre-Sales: (On-demand – 10 question quiz)

• Cisco Security Cloud Platform – Talos Differentiation – Cisco Security Suites

Stage 2: Targeted Training - Specific technologies: (choose any 2)

- Choose any 2 eligible products (see list above, varies between Sales Role and SE)
- Complete on-demand recorded training and pass 10-question quiz for each

Stage 3: Architecture Messaging (Live Demo/s & POV Lab):

- Two-day workshop and validation to apply Stages 1 & 2 in customer scenarios.
- Complete a Suites pitch and product demo(s) for each of the technologies selected.
- Provide Proof of Performance (PoP) and/or reports from the POV labs required.

Fire Jumper – Sales, SE & FE:

• Upon successful completion of Stages 1, 2 and 3, you will earn a Fire Jumper certificate.

Fire Jumper Elite – Sales & SE only: (optional)

• Elite status represents the upper echelon of Fire Jumpers. To qualify, a partner would need to Validate on ALL available products, complete self-tracker, and attend panel interview.

Sales Representative (AM):

Stage 1: Basics or Pre-Sales (on-demand)

• Same requirements as SE role

Stage 2: Targeted Training (on-demand)

• Same requirements as SE role

Stage 3: Messaging (on-demand)

- Watch SAFE and Deep Dive videos
- Take pre/post event surveys and pass quiz

Field Engineering (FE) Stages:

Stage 1: Resources (on-demand)

CVD, TAC, Firestarter, Terraform

Stage 2: Targeted Training (on-demand)

• Pass quiz for chosen product (see list above)

Stage 3: On-demand or Instructor-led

- Attend workshop or review material
- Complete challenge lab

Structure & Benefits:

Fire Jumper Structure:

- For SE's, complete stages 1-2 on-demand training and quizzes. For stage-3, Select any 2 technologies and attend a workshop and/or work with your Security Channel SE for validation.
- For Sales (AM's), complete stages 1-3 on-demand training and pass related quizzes.
- For Field Engineering (FE's), complete on-demand training and desired technology workshop and complete challenge lab.
- All Fire Jumper status expires every 2 calendar years from their certificate issue date.

Benefits:

- Counts toward Cisco 360 Security Value Index scores
- Priority invitation to Cisco Partner Virtual Trainings (PVTs)
- Inclusion in Webex space for all Fire Jumpers
- Reward kit for first-time earners Fire Jumper and FJ Elite
- Technical Assistance Center (TAC) support for POVs

Black Belt:

- Partners take the training labeled "Black Belt Fire Jumper"
- Upon full completion and a request, your Fire Jumper program certificate will be sent via email
- The Black Belt program badge will be sent within 5 business days thereafter

Resources:

- Fire Jumper Academy (main page)
 - Security Engineer | Sales Representative | Field Engineer
- Fire Jumper Elite
 - Stage-3 Validation Request
- <u>Fire Jumper FAQ</u>Fire Jumper Program Overview
- Fire Jumper Base Tour (FJBT)
- Black Belt Academy (Security)
- Fire Jumper FE Events
- Fire Jumper Status Request