



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:

### Security Core:

- Secure Firewall
- Cisco Umbrella
- Cisco Duo
- Cisco SAFE

### Security Electives: *(select 3)*

- Cisco Identity Services Engine
- Cisco Vulnerability Mgmt.
- Cisco Meraki MX
- Secure Client
- Attack Surface Mgmt.
- DDoS Protection
- Secure Email
- Secure Endpoint
- Secure Network Analytics
- Cisco+ Secure Connect
- Cisco Secure Web Appliance
- Cisco Secure Workload

## Sales Engineer (SE) & Sales Representative (AM) Stages:

### Stage 1: Essentials Learning Map: <sup>1</sup>

- Introductory concepts and quiz.

### Stage 2: Competency Learning Map: <sup>1</sup>

- Core topics designated by Cisco (e.g. *Secure Firewall, Duo, Umbrella*)
- 3 Additional product electives you choose, with quizzes for all.

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

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

### Fire Jumper:

- Upon successful completion of Stages 1, 2 and 3, you will earn a Fire Jumper certificate. You can submit that Fire Jumper certificate to Black Belt to earn Black Belt accreditation.

### Fire Jumper Elite: *(optional)*

- Elite status represents the upper echelon of Fire Jumpers, since Elites have mastered foundational training on all products in the Cisco security portfolio. Elites also earn program completion rewards and additional perks.

## Field Engineering (FE) Stages:

### Stage 1: Essentials <sup>1</sup>

- Deployment resources and quiz.

### Stage 2: Competency Learning Map <sup>1</sup>

- Product overview for the product chosen and related quiz.

### Stage 3: Workshop & Lab

- Two-day workshop with challenge lab.

### Fire Jumper:

- Upon successful completion of Stages 1, 2 and 3, partner will earn a Fire Jumper Field Engineer certificate – for the chosen product.

## Structure & Benefits:

### Structure:

- For SE and AM's, complete stages 1-3 for Core technologies and any 3 Electives. Attend a FJBT workshop and/or work with your Cisco Security Channel SE for validation of stage-3.
- All Fire Jumpers must renew accreditation status every 2 calendar years from their certificate issue date.

### Benefits:

- Fulfillment of [Master Security](#) Specialization pre-requisite
- Priority invitation to Cisco [Security Architecture Summit](#)
- Recognition through reward package, badges & Certifications
- Access to beta software
- Pre-Sales [TAC support](#) for POV, customer engagements

### Fire Jumper Add-ons:

- Prerequisites span relevant security products
- Specialization training covers industry solutions:
  - [Cisco Zero Trust](#)
  - Cisco Firewall <sup>2</sup>
  - Cisco eXtended Detection and Response (XDR) <sup>2</sup>
  - Cisco Secure Access <sup>2</sup>

### Black Belt:

- To earn Black Belt status for any security role, simply submit your Fire Jumper certificate. Deal ID or Sales Order # is not required.

## Resources:

- [Fire Jumper Academy](#) *(main page)*
  - [Security Engineer](#) | [Sales Representative](#) | [Field Engineer](#)
- [Fire Jumper Elite](#)
- [Fire Jumper FAQ](#)
- [Stage-3 Validation Request](#)
- [Partner Security Community](#)
- [Fire Jumper Base Tour](#) *(FJBT)*
- [Black Belt Academy](#) *(Security)*
- [Fire Jumper Status Request](#)
- [Black Belt Training Catalog](#)

<sup>1</sup> "Testing out" is only possible for Stages 1 and 2 by earning a score of 80% or higher on the quizzes.

<sup>2</sup> Add-on coming soon!