Master Security Specialization

EOL Announced 8-15-24
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Cisco Partner
https://cs.co/1page

The **Master Security** Specialization recognizes in-depth security technology skills. Qualifying partners need to demonstrate customer success in selling, deploying, and providing services. Partners can achieve a Master Security Specialization and qualify for additional financial incentives, such as Cisco Value Incentive Program (VIP) rebates.

Benefits:

- Boost profits with incentives, rebates, and co-marketing funds.
- Become an expert in delivering complex security solutions.
- Get early exposure to security solution roadmaps.
- Use a distinct Master Partner logo to position your capabilities.
- Access in-depth training and support resources

Master Security New and Renewal Requirements:

Net New Partner Master Security:

1. Pre-Audit Validation *(see details below)*
2. Technical Evaluation Requirement *(see details below)*
3. Foundation and Sales Evaluations Requirement

Partners Renewing Master Security (annual):

1. Pre-Audit Validation *(see below),* not including Customer References

Requirement Details: *(submit documents to PMA Tool)*

1. Pre-Audit Validation:

- **Advanced Security Architecture Specialization** (ASAS)
- (1) **CCIE Security** *
- (1) **CCNP Security** *
- (1) **System Engineer "Fire Jumper"** status in any one competency *
- (1) **Project Management Certification**: PMI (PMP) or Prince 2
- **Customer References** *(5 for New Audits only)*

2. Technical Evaluation Requirement:

- Three Partner-Executed Proof of Value: *(5 Doc's /PoV)*
  - Data Collection Worksheet *(see Appendix B on PoV Best Practices)*
  - Win criteria *(see Appendix A on PoV Best Practices)*
  - PoV outcome *(see Appendix C on PoV Best Practices)*
  - Customer reports
  - Bill of materials
- Technical Capabilities *(Solutions Guide)*
- Audit Demonstration

3. Foundation and Sales Evaluations Requirement

** Three (3) Unique individuals must fulfill pre-requisite CCIE, CCNP and Fire Jumper roles.*

Common Questions:

Q: Why should my company apply for the Master Security Specialization?
A: Be recognized as the go-to experts in the security space. Additionally, there are financial benefits and go-to-market support to help enhance your company's profitability.

Q: What are the requirements for the Master Security Specialization?
A: Prerequisites and requirements that verify knowledge and established security practices. In addition, the partner will need to have **customer references** and pass an **internal audit**.

Q: Where do I go to apply for the Master Security Specialization?
A: Select *Apply or Renew* from the Partner Architecture Specializations page to access PMA.

Q: Are Master Security Partners allowed to use dCloud during the audit?
A. Cisco dCloud, has been approved for the Master Security Specialization only.

Q. How should a partner prepare for the Master Specialization audit?
A. Partners should work closely with the Cisco Partner Account Team and extended Security Channel team to prepare for the audit. Alternatively, partners may contact the Security Channel TSA team(s) directly at MSec@cisco.com. Alternatively, partners can contact NSF® consulting services.

Q. Once pre-requisites are met and the application is submitted, how soon does the audit take place?
A. Upon successful pre-audit submission, the partner, and Partner Account Manager (PAM) will receive an email from the auditing firm with an audit date within 60 days.

Q. What is the time limit for the on-site demonstration?
A. The on-site audit should take no longer than 3.5 hours (ref v8.0 Solutions Guide).

Q. Is there a process for when a partner falls out of compliance?
A: Partners must notify Cisco of its noncompliance within thirty (30) days after partner first becomes aware of its noncompliance. Upon receipt of such notice, the partner may qualify for an extension of time in which to renew its compliance.

Q. Is there a contact if I have questions regarding related documentation?
A: Partners are encouraged to contact the the Master Specializations team with any Specialization related questions.

Resources:

		Audit & Related Docs
Master Security Requirements	Partner Specializations	Program Notifications
Solutions Guide v8.0	Partner Architecture Specializations	Master Audit FAQ
Customer Ref. Checklist (XLS)	Fire Jumper Report Request	ASAS Requirements
Master Security Questions ✉	NSF ® *(3rd party consulting services)*	PMA Tool