

# Collaborative Professional Services

## Portfolio

### Borderless Networks

#### Routing and Switching

#### Security

#### WLAN

### Collaboration

#### Unified Communications

#### TelePresence

### Virtualization

#### Data Center

#### Virtualization

- Routing and Switching Assessment Service

- Security Mgmt Planning and Design Guidance Service
- Security Mgmt Planning and Design Development Service
- Unified Security Planning and Design Guidance Service
- Unified Security Planning and Design Development Service
- End Point Security Planning and Design Guidance Service
- End Point Security Planning and Design Development Service

- WLAN Planning and Design Guidance Service
- WLAN Planning and Design Development Service

- Unified Communications Planning and Design Guidance Service
- Unified Communications Planning and Design Development Service
- Unified Contact Center Express Planning and Design Guidance Service
- Unified Contact Center Express Planning and Design Development Service
- Unified Communications Mgr Assessment Service
- Unity Assessment Service
- Unified Contact Center Assessment Service

- TelePresence Network Path Assessment Service
- TelePresence Email Customization
- TelePresence Planning and Design Guidance Service
- TelePresence Planning and Design Development Service

- WAAS Data Center Planning and Design Guidance Service
- WAAS Data Center Planning and Design Development Service
- Nexus Data Center Planning and Design Guidance Service
- Nexus Data Center Planning and Design Development Service
- ACE Data Center Planning and Design Guidance Service
- ACE Data Center Planning and Design Development Service

- UCS Planning and Design Guidance Service
- UCS Planning and Design Development Service
- UCS Practice Accelerator Service

# Types of Collaborative Professional Services

## Align to Partner Practice Areas

### Assessment Services

#### Cisco Provides:

- Access to data collection software
- Detailed report run by GSP correlates customer data to Cisco best practices
- Delivery methodologies support and procedures

### Guidance Services

#### Cisco Completes a Review of the Following:

- High Level Design
- Detail Design Review
- Migration Plan Review
- Implementation Plan Review
- Systems Acceptance Test Plan Review

### Development Services

#### Cisco Completes and Provides to Partner:

- High Level Design
- Detailed Design
- Migration Plan
- Implementation Plan
- Systems Acceptance Test Plan

### Practice Accelerator

#### Cisco Provides to Partner IP to enable the establishment of a new Practice:

- Technical Selling & Consulting
- Design/Delivery Methods
- Project Management
- Lab/Demo

### Partner works with Customer to:

- Complete most engagement activities including final report recommendations

- Completes deliverables noted above

- Provide information to support Cisco deliverable development activity (ie: customer business, network data, requirements, etc)

- Extend capabilities (Practice Management, Sales Teams, Engineering and Delivery Teams and Project Managers )

# CPS Eligibility Requirements

## Borderless Networks

### Routing and Switching

#### Advanced Routing & Switching Specialization

- Routing and Switching Assessment Service
- IOS Software Service

### Security

#### Security Specialization Advanced or Master

- Security Mgmt Planning and Design Guidance Service
- Security Mgmt Planning and Design Development Service
- Unified Security Planning and Design Guidance Service
- Unified Security Planning and Design Development Service
- End Point Security Planning and Design Guidance Service
- End Point Security Planning and Design Development Service
- Network Device Security Assessment

### WLAN

#### Advanced Routing & Switching Specialization

#### Advanced Wireless LAN Specialization

- WLAN Planning and Design Guidance Service
- WLAN Planning and Design Development Service
- WLAN Network Assessment

# CPS Eligibility Requirements

Collaboration

Unified Communications

**UC Specialization**  
Advanced or Master

- Unified Communications Planning and Design Guidance Service
- Unified Communications Planning and Design Development Service
- Unified Contact Center Express Planning and Design Guidance Service
- Unified Contact Center Express Planning and Design Development Service
- Unified Communications Mgr Assessment Service
- Unity Assessment Service

**UCC Enterprise ATP**  
(UC Advanced or Master)  
Specialization part of ATP)

- Unified Contact Center Assessment Service

TelePresence

**TP ATP**  
(UC Advanced or Master)  
Specialization part of ATP)

- TelePresence Network Path Assessment Service
- TelePresence Email Customization
- TelePresence Planning and Design Guidance Service
- TelePresence Planning and Design Development Service

# CPS Eligibility Requirements

Virtualization

Data Center

Advanced Routing & Switching, and DCNI Specialization

- WAAS Data Center Planning and Design Guidance Service
- WAAS Data Center Planning and Design Development Service
- Nexus 7 Data Center Planning and Design Guidance Service
- Nexus 7 Data Center Planning and Design Development Service
- ACE Data Center Planning and Design Guidance Service
- CE Data Center Planning and Design Development Service

Data Center

DCUC ATP

DCNI Specialization and DCSN Specialization

(DCNI and DCSN Specializations are part of the DCC ATP)

- UCS Planning and Design Guidance Service
- UCS Planning and Design Development Service
- UCS Practice Accelerator Service
- UCS Partner Practice Lab Demo Accelerator Service
- UCS Program Manager Accelerator Service
- UCS Technical Consulting Accelerator Service