The Value of Cisco Master Security Specialized Partners

The Highest Level of Expertise and Capabilities

Cisco Master Security Specialized Partners have the highest level of expertise, plus technical and services capabilities in given technology areas and architectures. They demonstrate a very high level of knowledge and experience, with a level of investment in people, processes, and network management tools to service very complex network environments. Cisco Master Security Specialized Partners are the ones to turn to for solutions in the areas of secure access and mobility, edge, and branch security, along with data center and cloud security.

For the Most Complex Network Environments

Advanced technologies such as unified communications include several different skill areas that must be combined to create complex solutions that meet customers’ specific business needs. Master Unified Communications Specialized Partners are the only Cisco partners who have demonstrated their abilities at every phase of the Cisco® network lifecycle. They are able to support customers’ needs over an extended period of time, which is often essential for complex deployments using advanced technologies.
To receive the Master Security Specialization, partners must first achieve the Cisco Advanced Borderless Network Architecture Specialization or Advanced Security Specialization, demonstrate their Master-level capabilities, and establish a customer success track record in the following three areas:

- Selling skills, sales personnel investments, training, Cisco prescribed demonstration capabilities, and customer references that include Cisco solution and services capabilities.

- Additional technical personnel requirements, including additional Cisco CCIE® certified individuals.

- Effective IT service management processes across the Cisco Lifecycle Services phases, following ITIL® best practices. To protect the integrity and value of the Master-level specialization, Cisco uses an onsite audit requirement to validate a partner’s technical and services capabilities.

**Master Security Specialization**

Master Security Specialized Partners also have demonstrated customer success in selling, deploying, and providing services for more sophisticated, value-added Cisco security solutions. Partners with a highly qualified security practice can provide Cisco security solutions with a common infrastructure that integrates security throughout all aspects of the network and that layers innovative technologies to adapt to new threats.

**Why Cisco Master Unified Communications Specialized Partners?**

Master Security Specialized Partners represent an elite partner community that has met the most rigorous certification requirements and are therefore the best for complex deliveries.

They have the ability to design and deploy solutions that conform to Cisco validated designs. In addition to technical qualifications, Master Security Specialized Partners have to show current examples of successful projects in which they integrated multiple security solutions. No other Cisco specialization or certification demands such extensive proof of the partner’s design and implementation capabilities.

Master Security Specialized Partners must keep their skills and experience up to date. A stringent, third-party, onsite audit validates that these partners maintain the capabilities to deploy and support unified data center infrastructure with security solutions. Master Security Specialized Partners also continue developing their skills as Cisco refreshes the solution areas and requirements for each Master-level specialization to reflect advances in technology.

**For More Information**

For more information about Cisco Master Specializations: [www.cisco.com/go/master](http://www.cisco.com/go/master).