DevNet Specialization
Overview

Customers are asking us different questions

Help me automate my infrastructure

Help me connect and integrate my systems

Help me solve my business problems

Programmability and APIs are the engine that enables partners help customers transform their business.

We created the DevNet Specialization to recognize partners for their expertise in automation and programmability.

You need the skills to deliver these experiences...

Customers
Looking for partners that can help transform their business

Provision multiple devices with fewer resources

Securely connect data platforms

Business insights about my customers

Partners
Use programmability & APIs to build custom applications on top of Cisco technology

Integrate with workflows

Integrate with 3rd party apps

Build custom dashboards

Developer APIs

Cisco
Provides the technology & APIs

Collaboration

IoT

SD-Access

SD-WAN

SD-Data Center

Customers may ask…how can I provision multiple devices with fewer resources?

Programmability allows IT team to scale to do more faster and more consistently

- Leverage same code to deploy multiple devices faster, more accurately, consistently

- Entry point for process

- API integration between trouble ticketing system

Partners	Integrate with workflows	Integrate with 3rd party apps	Build custom dashboards

Developer APIs

Cisco					
	Collaboration	IoT	SD-Access	SD-WAN	SD-Data Center

Or, they may need help with securely connecting data platforms...

Highly secured data requires verification that the person is who he says he is and in the correct location of where he is

- Data is granted access if:
  - Correct user/password, and
  - GPS says in the correct physical location

Phone GPS

Partners	Integrate with 3rd party apps	Build custom dashboards

Developer APIs

Cisco	SD-WAN	SD-Data Center	Cisco ISE	Meraki MDM

Or, they may want to gather business insights about customers.

Retailers are looking to integrate the online and in-store experiences for their customers

- What customers shop for online
- Where they browse onsite
- How to drive/influence behavior

Partners	Integrate with 3rd party apps	Build custom dashboards

Developer APIs

Cisco	IoT	SD-Access	SD-Data Center

Together, we can unlock the power of software to transform business

The DevNet Specialization recognizes partners with demonstrated software capabilities and business practices

Software Practice Validation

Business processes

People

Software offers and solutions

2 levels

DevNet Specialized
Focused on single technology domain for infrastructure automation and app deployment

Advanced DevNet Specialized
More advanced software and technology capabilities; focus on multi-domain infrastructure automation and app deployment

Eligibility

Open to all existing partners

New partner types

Available May 27, 2020

Specialization requirements

Defined business and support processes	Combination of business roles and certified technicians	Software offers and code examples	Customer references	A practical demo for the competency test
Business processes	**People**	**Software offers and solutions**		

Want more information?

- Find a DevNet Specialized partner through [Partner Locator](#)

- Become a [DevNet Specialized partner](#)