



# Cisco Sourcefire Integration

## Getting Started with Cisco

Effective November 10, 2014, Sourcefire® solutions will be integrated into the Cisco® Security portfolio and may be transacted only directly with Cisco or a Cisco Authorized Distributor. Additionally, active Sourcefire service agreements will be migrated to Cisco, providing you and your customers with the ability to obtain support through the Cisco Technical Assistance Center.

Our top priority is to make the transition to Cisco as seamless as possible for your organization.

## Cisco Partner Registration and Setup

Sourcefire Partners who do not currently do business with Cisco must register as a Cisco Partner in order to access additional information about the transition process and to transact Sourcefire business after November 10, 2014. In addition, the way you purchase Sourcefire today may change as part of the transition to Cisco. Complete these activities to begin your transition.

Step	Activity
1	<b><u>Watch the Partner On-Boarding Welcome Video</u></b> This <a href="#">three-minute video</a> walks you through the steps to become a Cisco Partner.
2	<b><u>Register for a Cisco.com Login ID</u></b> Your Cisco.com Login ID will allow you to manage your individual profile and access Cisco partner tools and web pages after completing step 3 below. You will receive an automated response with the assigned ID.
3	<b><u>Register as a Cisco Partner</u></b> Registering as a Cisco partner as soon as possible is the first step to ensuring that you receive access to partner discounts on IPS technology at Cisco after November 9, 2014. A <a href="#">guide</a> is available with step-by-step instructions to complete the registration process. <ul style="list-style-type: none"><li>If your company is new to Cisco, <a href="#">register as a new Cisco partner</a>.  You will need to provide your company and contact information and accept the terms of the Indirect Channel Partner Agreement (ICPA) in order to submit the application.  After you have completed the registration form and clicked to accept the ICPA, you will receive notification of your acceptance as a Cisco Registered Partner within 24 hours. As a Registered Partner, you will be granted partner-level access to Cisco.com and will be eligible to participate in the Cisco Channel Partner Program. Status as a Registered Partner is valid for 12 months and must be renewed annually.</li><li>If your company has an existing relationship with Cisco, ensure that your Cisco.com ID is associated with your company by using the <a href="#">Partner Self Service</a> tool.  Your organization's Cisco partner administrator will automatically be sent an email to approve your request in the Partner Self Service (PSS) tool.</li></ul>

4	<p><b><u>Associate People with Your Company</u></b></p> <p>In order for other users at your company to receive partner-level access, they must register for a Cisco.com ID and be associated with your company.</p> <p>Generally, the first person to register your company as a partner automatically receives partner administrative privileges.</p> <p>Use the <a href="#">Partner Self Service (PSS)</a> tool to register your company's details, your partner tool administrators, and the people associated with your company.</p> <p>Download the <a href="#">Partner Self Service User Guide</a> or the <a href="#">Quick Reference Guide</a> for additional tips and information.</p>
5	<p><b><u>Understand How You Will Transact Sourcefire Products and Services After November 9, 2014</u></b></p> <p>As you transition to transacting Sourcefire business with Cisco, your purchasing relationship may change. In general, your existing purchasing relationship with Cisco, if you have one, will determine how your purchase from Cisco after November 9, 2014.</p> <ul style="list-style-type: none"> <li>• If you are a Sourcefire Partner with a <b>direct Cisco purchasing agreement</b>, you may choose to purchase directly from Cisco or via a <a href="#">Cisco Authorized Distributor</a>.</li> <li>• If you are a Sourcefire Partner with an <b>indirect Cisco purchasing agreement</b>, you must purchase via a <a href="#">Cisco Authorized Distributor</a>.</li> <li>• If you are a Sourcefire Partner with <b>no Cisco purchasing agreement</b>, you must register as an indirect Cisco partner and purchase via a <a href="#">Cisco Authorized Distributor</a>.</li> </ul> <p>For questions about your purchasing relationship with Cisco, contact your partner development manager or <a href="mailto:sac-support@cisco.com">sac-support@cisco.com</a>.</p>
6	<p><b><u>Locate a Cisco Distributor</u></b></p> <p>Use the <a href="#">Distributor Locator</a> tool to find a Cisco Authorized Distributor for transacting business with Cisco.</p> <p>Cisco distributors can help you grow your Cisco practice and offer an abundance of capabilities and services to help you succeed. Visit the <a href="#">Distributor Advantage</a> website to learn more.</p>
7	<p><b><u>Visit the Sourcefire Integration Partner Community</u></b></p> <p>Visit and bookmark the <a href="#">Sourcefire Integration Partner Community</a> frequently to obtain information about the transition of Sourcefire to Cisco.</p>

## Receiving Partner Benefits at Cisco

Cisco values the investments you have made as a Sourcefire Partner. Partners who complete a series of requirements by September 15, 2014 are eligible to transition to Cisco as Select Certified and Express Security Specialized Partners. These classifications will give you the ability to register deals with Cisco and receive discounts and incentives for selling IPS technology starting November 10, 2014.

Step	Activity
8	<p><b><u>Register for and Attend Cisco Channel Partner Program Training</u></b></p> <p>Attend training to learn about the Cisco Channel Partner Program, including detailed information about deal registration programs and the transition to registering deals at Cisco, as well as new promotions and resources available to you as a Cisco partner. Register for training and access training replays and materials at the <a href="#">Sourcefire Integration Partner Community</a>.</p>

9	<p><b><u>Complete Requirements for the Cisco Express Security Specialization IPS Module (ESS-IPS) by September 15, 2014.</u></b></p> <p>While ESS-IPS is based on the Sourcefire Channel Program, most partners will be missing some of the requirements. Complete the <a href="#">requirements for ESS-IPS</a> at the Sourcefire IQ Center before September 15, 2014, to be eligible to transition to Cisco under the ESS-IPS module.</p> <p>Effective September 15, 2014*, certification exams will no longer be available at the Sourcefire IQ Center. Cisco certification exams are delivered in a proctored environment at a Pearson VUE Authorized Test Center. Starting September 15, 2014, you must schedule your certification exam on the <a href="#">Pearson VUE website</a>.</p> <p><b>Required Exams (Sourcefire IQ Center)</b></p> <ul style="list-style-type: none"> <li>• Sourcefire Certified Security Representative Exam</li> <li>• Sourcefire Certified Security Engineer Exam</li> <li>• Sourcefire System v5 Exam</li> </ul> <p><b>Required Resources (Individual Resources – No Role Sharing)</b></p> <ul style="list-style-type: none"> <li>• 1 security account manager</li> <li>• 1 systems engineer</li> </ul> <p>* Starting September 15, 2014, instructor-led courses will be available on Cisco Learning. Steps to purchase courses and exams from Cisco will be provided in August. Visit the <a href="#">Sourcefire Integration Partner Community</a> for real-time updates.</p>
10	<p><b><u>Apply for the Cisco Express Security Specialization (IPS Module)</u></b></p> <p><i>Requirements from Step 9 must be completed prior to starting this step.</i></p> <p>In order to receive partner benefits for selling IPS technology at Cisco, you must apply for the Cisco Express Security Specialization IPS module, which launches September 15, 2014.</p> <p>Cisco recognizes your investment in training and examinations at Sourcefire towards Cisco Security Specialization requirements:</p> <ul style="list-style-type: none"> <li>• Exams completed at Sourcefire in August will transition to Cisco by September 15.</li> <li>• Exams completed between August and September 15 will transition in October.</li> </ul> <p>To apply for your Express Security Specialization, go to step 4 in the <a href="#">Express Security Partner Guide</a> and complete the steps outlined in the guide.</p>
11	<p><b><u>Apply for Cisco Select Certification</u></b></p> <p>Obtaining your Select Certification is the last step in becoming eligible to participate in deal registration programs at Cisco.</p> <p>Once you have completed step 10 and have obtained your Express Security Specialization IPS module, you automatically qualify for Select Certification. To apply for it, follow the instructions in step 5 of the <a href="#">Express Security Partner Guide</a>.</p> <p>Once your Cisco Select Certification is approved, you will receive a congratulatory email asking you to confirm your mailing address to receive a complimentary Cisco Select Certified Partner certificate. Please allow two to three weeks for certificate delivery. The email also contains a link to an online welcome kit that includes links to logos, press release templates, collateral, partner enablement information, and Partner Central URLs, as well as a link to Marketplace, where you can order additional certificates or plaques for a fee.</p>

## Preparing for Changes to the Sourcefire IQ Center

As part of the transition to Cisco, the Sourcefire IQ Center will be decommissioned on November 9, 2014. Leading up to this time, there will be changes to certification exam standards. In addition, instructor-led and virtual certification courses will move to Cisco Learning. Further details about the Sourcefire IQ Center transition will be communicated in August.

Step	Activity
12	<b><u>Learn about Changes to the Sourcefire IQ Center</u></b> Visit the Sourcefire Integration Partner Community to <a href="#">learn how to prepare for changes to the Sourcefire IQ Center</a> that will take effect in support of the transition to Cisco.

## Preparing to Transact Sourcefire Business at Cisco

Step	Activity
13	<b><u>Check the Sourcefire Integration Partner Community for Updates</u></b> Visit and bookmark the <a href="#">Sourcefire Integration Partner Community</a> frequently to access additional integration updates and resources. In August, a comprehensive checklist with further required actions to prepare you to transact Sourcefire business at Cisco will be sent to you and posted in the <a href="#">Sourcefire Integration Partner Community</a> .
14	<b><u>Register for Training</u></b> Visit the Sourcefire Integration Partner Community <a href="#">training website</a> to access live and self-paced training opportunities, as well as other training material and replays.

For questions about the transition to Cisco, contact [sac-support@cisco.com](mailto:sac-support@cisco.com).



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