Cross-Program Specializations

Our new integrated Observability and Security portfolio with Splunk ensures all partners are well versed and ready to deliver the latest and greatest Cisco and Splunk innovations.

We are introducing five new cross-program specializations in the Cisco Partner Program: Splunk Observability Solutions, Splunk IT Service Intelligence, Splunk Security Solutions, Splunk Enterprise Security Solutions and Splunk SOAR. These cross-program specializations reflect investments in the corresponding badges in the Splunk Partnerverse Program.

How do cross-program specializations work?

To achieve these specializations, partners must apply through the Splunk Partnerverse Program. Upon successful completion, Cisco will grant the corresponding specialization in the Cisco Partner Program. This will be visible in the Cisco Partner Locator.

Do I have to enroll in both Partner Programs to take advantage of this?

Yes. You will need to be registered in both the Splunk Partnerverse Program and the Cisco Partner Program to transact and take advantage of partner benefits.

Do these specializations help me achieve Select or other levels in the Cisco Partner Program?

Yes. These specializations may be applied to qualify as a Select Integrator in the Cisco Partner Program.

I am a Splunk partner and hold one or more of these badges, what do I need to do?

- If you have not already registered with Cisco to join the Cisco Partner Program, please do so. You can get started on the [Cisco and Splunk webpage](#).

- Once you are registered as a Cisco partner, your earned badges will be automatically added to your Cisco profile as specializations.

- Please expect that the process to add these specializations to your profile and appear on Partner Locator may take two weeks or more.

I am a Cisco partner, what action should I take?

Partners with a practice focus in Security or Observability are encouraged to join the Splunk Partnerverse Program and attain these important badges. Investing in these specializations will help you to grow your practice and advance your progress in the Cisco Partner Program. Get started on the [Cisco and Splunk webpage](#).

How will I be rewarded relative to the products covered by these specializations?

- When you purchase Cisco products, you'll be able to take advantage of Cisco discounts, promotions and rebates in the Cisco Partner Program. A completed Cisco Partner Incentive Agreement (CPIA) is required.

- When you purchase Splunk products, you'll be rewarded in the Splunk Partnerverse Program. And when you buy Splunk products from Cisco's Global Price List (GPL), you will receive Splunk program benefits and also qualify for an incremental VIP rebate incentive from Cisco.

What is the plan for the Cisco Full-Stack Observability (FSO) Specialization?

AppDynamics content from the FSO Specialization has been updated and incorporated into the Splunk Observability Solutions Badge curriculum.

What is the roadmap for security product integration and evolution of specializations, should I invest in the Splunk technologies or XDR, or is everything going to change soon?

At present, there is no immediate plan to integrate Splunk Security and Cisco XDR technologies.

Who can I contact in case of questions?

You can contact you're your Distributor, Partner Account Manager (PAM), vPAM (Virtual Account Manager), or Distribution Account Manager (DAM) or Partner Development Manager (PDM) directly for more details.