



646-206^{Q&As}

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**QUESTION 1**

What are the three partner benefits of service contracts? (Choose three.)

- A. produces higher margins than product sales alone
- B. generates recurring revenue
- C. strengthens customer loyalty
- D. renews automatically for the lifetime of the product
- E. helps customers speed architectural planning and design
- F. eliminates network problems

Correct Answer: ABC

Cisco service contract provides you with the opportunity to:

attach more sales opportunities, generate recurring revenue, and increase customer loyalty. On average, 80% of your customers' networks are not covered by services and that 16% of the products need to be refreshed. So your next sale

with your customer is right in front of you. Attract more customers by combining Cisco intellectual property, delivery infrastructure and tools with your own branded services. This creates a unique offering and price structure you can tailor to

your customers' needs. Grab higher margins, higher attach rates and recurring revenue because all devices are covered on one contract.

Get proactive monitoring, near-time alerts and all the support you need to fix issues fast. Your customers get peace of mind knowing that their risk of downtime is greatly reduced and that they have a consistent, knowledgeable advisor

watching over them.

QUESTION 2

Controlling costs that are associated with network issues, keeping unexpected problems from affecting productivity, and achieving business goals are characteristics of which Cisco offering?

- A. Cisco SMARTnet Service
- B. Cisco Capital Financing
- C. Cisco Smart Business Roadmap
- D. Cisco Network Optimization Service

Correct Answer: A

Reduce downtime with fast, expert technical support, flexible hardware coverage, and smart, proactive device diagnostics with SMARTnet Service. Keep unexpected problems from affecting productivity and control costs that are



associated with network issues with Cisco SMARTnet. Your IT staff has anytime access to Cisco engineers in the Technical Assistance Center (TAC) and an extensive range of resources, tools and training.

QUESTION 3

Which two options best explain the Cisco Unified Data Center framework and how the phases form the foundation for cloud? (Choose two.)

- A. a framework that enables resource consolidation, virtualization, automation, and integration with the cloud
- B. a framework that enables virtualization and integration with the cloud
- C. a framework that is supported by a systems approach that enables data center efficiency, agility, and transformation
- D. a framework that is solely focused on reducing the number of devices under management
- E. a framework that is a next-generation platform for uniting computing, network, and storage

Correct Answer: AC

Reference: <http://www.cisco.com/en/US/netsol/ns340/ns394/ns224/architecture.html>

QUESTION 4

In which two ways does medianet help organizations to fully realize the benefits and the quality of video applications? (Choose two.)

- A. allows operators to control video that is displayed on local and remote monitors
- B. simplifies the deployment of video endpoints
- C. extends partner and customer ability to collaborate at public locations worldwide
- D. transfers control and monitoring to any point in the network in an emergency situation
- E. helps assess the application impact in the network before the application is deployed

Correct Answer: BE

Medianet enables businesses to fully realize the benefits of video, voice, and data applications by providing capabilities that simplify deployment of video endpoints, accelerate troubleshooting, and facilitate the ability to assess the impact of each application in the network before the application is deployed. If video is critical your business, Medianet can provide you with a framework to help you simplify deployment, troubleshooting, and management of all your applications.

QUESTION 5

How do Smart Business Architecture selling tools help partners increase sales?

- A. focus on the Prepare phase of the Cisco Lifecycle Services model, which maximizes revenue



- B. free partners from design tasks, which increases profitability
- C. highlight additional point products that the customer may want
- D. enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs

Correct Answer: D

Cisco Smart Business Architecture selling tools enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs. For more information on these tools, refer to the link below.
Reference: http://www.cisco.com/web/ANZ/partners/partner_enable/tools.html#~2

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