

# 650-177<sup>Q&As</sup>

**SMB Solutions for Account Managers** 

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# QUESTION 1

If a small business customer wants to purchase a more robust switching solution than the ESW500 series, where the same is a small business customer wants to purchase a more robust switching solution than the ESW500 series, where the same is a small business customer wants to purchase a more robust switching solution than the ESW500 series, where the same is a small business customer wants to purchase a more robust switching solution than the ESW500 series, where the same is a small business customer wants to purchase a more robust switching solution than the ESW500 series, where the same is a small business customer wants to purchase a more robust switching solution than the ESW500 series, where the same is a small business customer wants to purchase a more robust switching solution than the experience of the same is a small business customer wants are small business.	hich Cisco
Catalyst switch would you recommend?	

- A. 3750
- B. 4948
- C. 2960
- D. 3560

Correct Answer: A

#### **QUESTION 2**

Which Cisco Small Business portfolio product is targeted to customers who leverage technology as a strategic advantage in their business?

- A. Cisco Small Business Series
- B. Cisco Integrated Services Routers
- C. Cisco Partner Development Funds
- D. Cisco Small Business Pro Series
- E. Cisco Catalyst Switches

Correct Answer: D

#### **QUESTION 3**

Which two options are benefits of the Cisco Software Support? (Choose two.)

- A. Supports your risk mitigation plan
- B. Increase the performance of the current features
- C. Expedites the delivery of replacement hardware
- D. Extends the life of Cisco Devices with Software Updates

Correct Answer: BD

## QUESTION 4

How many users does the Cisco Unity Express Solution Support When installed in the Cisco 2800 Family?



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A. 120

B. 240

C. 48

D. 96

Correct Answer: D

#### **QUESTION 5**

What are two benefits for the Cisco Partner, derived from the Cisco SBR Methodology? (Choose two.)

- A. There is less risk through the implementation of proven solutions
- B. Proactive planning enhances customer satisfaction
- C. Thereare faster implementation of new business applications
- D. Solution differentiation from the competition allows for premium margins

Correct Answer: BD

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