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QUESTION 1

Which four product categories have Cisco Meraki cloud-managed offerings? (Choose four.)

- A. IP telephones
- B. Cisco Telepresence
- C. Mobile device management
- D. Switches
- E. Security appliances
- F. Servers
- G. Storage
- H. Wireless access points

Correct Answer: CDEH

Section: (none)

Reference:

<http://meraki.cisco.com/> (see products)

QUESTION 2

Which Cisco Partner Sales Tool provides a single searchable location for sales guidance and technical details to help differentiate Cisco solutions from the competition?

- A. Cisco Commerce Workspace
- B. Competitive Portal
- C. Quick Product Reference Guide
- D. Cisco Discovery Service

Correct Answer: B

Section: (none)

QUESTION 3

Which option is an online conferencing solution that allows participants to see; hear and share content and applications in real time?

- A. Cisco Unity



- B. Cisco ISR with Conferencing service module
- C. Borderless Networks
- D. WebEx meetings

Correct Answer: D

Section: (none)

Reference:

<http://www.webex.com/how-to/>

QUESTION 4

In which two ways can Cisco solutions help resolve customer business challenges? (Choose two.)

- A. by supporting BYOD and increased mobility
- B. by providing a multisystem infrastructure that must be monitored and maintained by the IT staff
- C. by providing improved collaboration and communication tools
- D. by providing a complex borderless solution

Correct Answer: AC

Section: (none)

QUESTION 5

Which Cisco Catalyst model should you recommend to a customer that is considered a bargain buyer?

- A. 2960
- B. 3750
- C. 300
- D. 1900

Correct Answer: A

Section: (none)

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