



# 646-206<sup>Q&As</sup>

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### QUESTION 1

If a small business customer has more sophisticated needs, which Cisco router portfolio would be the best choice?

- A. Integrated Services Routers
- B. Small Business Routers
- C. 7000 Series Routers
- D. Small Business Pro Routers

Correct Answer: A

The network router is quickly transforming from a device dedicated to connecting disparate networks to an integrated services device capable of multiple functions beyond routing. More Cisco customers are deploying integrated services routers -- sophisticated network routers that deliver voice, video, data and Internet access, wireless, and other applications. Network services are either built in or easily added to the router. Companies only need to install one sophisticated device, rather than purchase separate products for each individual function.

Topic 7: Selling Video Architectures

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### QUESTION 2

A customer wants to be able to detect and mitigate Wi-Fi and non-Wi-Fi sources of interference in their wireless enterprise network. Which Cisco access point should you recommend to the customer?

- A. Cisco Aironet 3500 Series Access Point
- B. Cisco Aironet 1260 Series Access Point, controller-based
- C. Cisco Wireless Control System
- D. Cisco Aironet 1040 Series Access Point, standalone
- E. Cisco VideoStream

Correct Answer: A

Cisco Aironet 3500 Series Access Points with Cisco CleanAir technology are the industry's first 802.11n access points to create a self-healing, self-optimizing wireless network. CleanAir technology is a systemwide feature of the Cisco Unified Wireless Network that improves air quality by detecting RF interference that other systems can't recognize, identifying the source, locating it on a map, and then making automatic adjustments to optimize wireless coverage. These innovative access points provide the highest-performance 802.11n connectivity for mission-critical mobility. By intelligently avoiding interference, the 3500 Series offers performance protection for 802.11n networks to help ensure reliable application delivery.

Topic 4: Selling Borderless Networks Architecture

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### QUESTION 3



What are two customer benefits of Cisco Hosted Collaboration Solution? (Choose two.)

- A. includes a subscription to a cost-efficient Infrastructure as a Service resource
- B. saves WAN bandwidth for remote offices
- C. offers choice in collaboration application deployment
- D. enables faster time to deployment

Correct Answer: CD

The Cisco Hosted Collaboration Solution (HCS) is available in a choice of deployment options, including: public cloud private cloud hybrid

With Cisco Hosted Collaboration Solution, partners can: lead the cloud market transition and deliver the most up-to-date services, everywhere differentiate themselves by building upon the Cisco HCS foundation with their own products and services offer high-quality, faster deployment times and services to more customers

Topic 6: Small Business Architecture

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#### QUESTION 4

What are three customer applications for Cisco WAAS appliances? (Choose three.)

- A. data center consolidation
- B. protection of high-value data center resources
- C. new application deployment
- D. optimization of wireless LAN by isolating RF interference
- E. desktop virtualization
- F. prevention of day-zero malware

Correct Answer: ACE

WAN Optimization is an essential element of Cisco's network-centric platform strategy, enabling key transitions such as data center consolidation, virtualization, new application deployment, cloud, virtual desktops and BYOD. Cisco is continuing to invest in the Wide Area Application Services (WAAS) portfolio to drive our strategy of integrating WAN Optimization into the network fabric to achieve unmatched scale, performance, and simplicity, while reducing overall customer TCO.

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#### QUESTION 5

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.

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#### QUESTION 6

A standard three-year term, next-business-day hardware replacement, and telephone support are features of which Cisco support program?

A. SMARTnet

B. SMB Foundation

C. Small Business Pro Service

D. SMART Care

Correct Answer: C

The Cisco Small Business Pro Support Service is a three-year, subscription service that provides device-level support including: unlimited telephone and online chat support from Cisco Small Business Support Center; next-business-day advanced hardware replacement if necessary; advanced configuration and deployment support from Small Business Support Center certified engineers Topic 3: Network Basics

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#### QUESTION 7

In which two ways can Cisco Show and Share benefit customers? (Choose two.)

A. captures media from various inputs for live and on-demand delivery to viewers

B. offers the best means for customers and users to experience an immersive environment

C. enables customers to receive viewer comments and ratings of video content

D. personalizes connections between customers and their providers and partners

E. provides post-production capabilities for video composition and authoring

Correct Answer: BD

B: offers the best means for customers and users to experience an immersive environment) Cisco Show and Share provides the ability to create live and on-demand video content and define who can watch specific content. It offers viewer collaboration tools such as commenting, rating, and word tagging, and it provides comprehensive access reporting

D: personalizes connections between customers and their providers and partners) Cisco Show and Share?is a



webcasting and video sharing application that helps organizations create secure video communities to share ideas and expertise, optimize global video collaboration, and personalize the connection between customers, employees and students with user-generated content.

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**QUESTION 8**

In which two ways do TANDBERG and Cisco TelePresence solutions interoperate? (Choose two.)

- A. spanned
- B. bridged
- C. converted
- D. gated
- E. integrated

Correct Answer: BE

Cisco and TANDBERG believe that competition and industry expansion is best fostered through open standards and interoperability. Following the close, Cisco will create an open architecture that provides greater interoperability with TANDBERG and third-party systems. This integrated architecture will extend valuable features to customers such as One Button to Push and Continuous Presence, as well as integration with leading unified communications platforms. These solutions can be bridged or integrated.

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**QUESTION 9**

Which Cisco TelePresence offering provides a telepresence experience for a wide range of existing conference rooms and environments?

- A. Solution
- B. Immersive
- C. Multipurpose
- D. Exchange
- E. Multipoint

Correct Answer: C

Multipurpose team telepresence systems are ideal for turning meeting rooms of all sizes into telepresence rooms. The systems are fully interoperable with standards-based video phones, PC- based video solutions, or third-party telepresence systems. Your teams can collaborate more productively with high- definition telepresence systems over a wide range of existing room sizes and environments.

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**QUESTION 10**

Which three options signal a customer need for a new core network infrastructure (including routing)? (Choose three.)



- A. decreased bandwidth needs
- B. increase in staff levels
- C. establishing a branch office
- D. operating a single-site office
- E. accommodating new services
- F. adequate bandwidth

Correct Answer: BCE

With increased bandwidth needs, new infrastructure core requirements are usually needed. The increases in bandwidth come from additional staff, new branch offices being added, or to support new applications and services.

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#### QUESTION 11

Which three options are primary benefits of Cisco CleanAir technology? (Choose three.)

- A. detects, locates, and mitigates Wi-Fi and non-Wi-Fi interference sources
- B. uses multicast to improve rich-media applications
- C. visualizes performance-impacting interference and automatically adjusts network settings to avoid interference
- D. self-heals and optimizes wireless network
- E. delivers real-time spectrum intelligence
- F. delivers a comprehensive approach to business mobility

Correct Answer: ACD

CleanAir technology:

Provides continual, system-wide discovery without performance impact  
Accurately identifies source, location, and scope of interference  
Takes automatic action to avoid current and future interference, with full history reporting

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#### QUESTION 12

What is the Cisco goal regarding market share for each of the major markets that its products compete in?

- A. to compete effectively in every market in which Cisco participates
- B. to be No.1 or No. 2 in every market in which Cisco participates
- C. to be in the top 1 percent in every market in which Cisco participates
- D. to be first in every market in which Cisco participates

Correct Answer: B



Cisco's stated goal is to be the number 1 or 2 provider in each and every market that it participates in.

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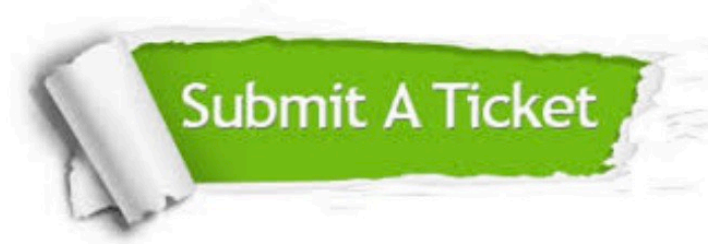
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