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QUESTION 1

Which three options are characteristics of Cisco RV Series Routers? (Choose three)

A. Browser-based configuration

B. Hosted security

C. Integrated voice mail

D. Survivable remote site telephony

E. Virtual private network connectivity

F. Wired and wireless versions

Correct Answer: AEF

QUESTION 2

What are two advantages that the Cisco SA520 all-in-one UTM

A. Access control lists

B. higher bandwidth

C. Virtual private networks

D. URL filtering

E. Cisco Intrusion Prevention System

Correct Answer: DE

QUESTION 3

What is the name of the Cisco small business solution sales framework?

A. Smart Designs

B. Smart Business Roadmap

C. SMB Sales Framework

D. Small Business Advantage

E. Small Business Accelerator

Correct Answer: B

QUESTION 4

Which Cisco partner presales support offering was created to help partners solve their small business customers and business problems with Cisco technology solutions?

A. Cisco.com

B. Partner Central

C. Partner Design Support

D. Partner Assistance Center

E. Technical Assistance Center

Correct Answer: B

QUESTION 5

Where can a partner who subscribes to the Cisco OnPlus Service find enablement roadmaps and tips for monetizing the Cisco OnPlus Service?

A. Cisco OnPlus Community

B. Cisco OnPlus Service Portal

C. Cisco OnPlus Service ROI Tool

D. Cisco OnPlus Service Practice Development

Correct Answer: D

QUESTION 6

Which two competitive voice advantages does the Cisco Unified Communications 300 Series have over typical key system solutions?

A. call conferencing

B. integrated wireless

C. programmable soft keys

D. speed dial and caller ID

E. voice mail to email notification

Correct Answer: BE

QUESTION 7

The Cisco SA 500 Series Security Appliances are built specifically for businesses with less than 100 employees. What are three important benefits of this device? (Choose three.)

A. Premium support via SMARTnet

B. Business-grade firewall

C. Cisco IOS software-based

D. Site-to-site VPN for remote offices

E. XML support

F. Email security

Correct Answer: BDF

QUESTION 8

What is the name of the Cisco industry-leading small business unified communications solution?

A. Cisco Telephony System for Small Business

B. Cisco IP Phone System

C. Cisco IP Communications System

D. Cisco Smart Business Communications System

E. Cisco Integrated Communications Services System

Correct Answer: D

QUESTION 9

Which two Cisco switches support andA? (Choose two.)

A. 100 Series

B. 300Series

C. ESW 500 Series

D. Catalyst 2960 Series

E. SFE/SGE Switches

Correct Answer: BE

QUESTION 10

Which technology might a Cisco Unified Communication 300 Series customer select to reduce infrastructure purchases?

A. BRI

B. local PSTN gateway

C. PRI

D. SIP trunk

Correct Answer: D

QUESTION 11

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

A. Bandwidth

B. Cost

C. Customization

D. Scalability

E. Service

Correct Answer: BE

QUESTION 12

Which Cisco Integrated Services Routers are fixed-configuration platforms?

A. Cisco 800ISR Series

B. Cisco 1900 ISR Series

C. Cisco 2900 ISR Series

D. Cisco 3900 ISR Series

Correct Answer: A

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