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QUESTION 1

Which two customer characteristics indicate an opportunity for Cisco Meraki cloud-managed networks? (Choose two.)

- A. having networking experts on site
- B. requiring a high degree of flexibility and customization
- C. implementing data center or large campus deployments
- D. having distributed sites and lean IT staff
- E. moving applications to the cloud

Correct Answer: CD

Section: (none)

QUESTION 2

Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)

- A. Cisco Nexus 3048
- B. Cisco UCS C-Series Servers
- C. Cisco UCS E-Series Servers
- D. Cisco ISR 2900 and 3900 Series
- E. Cisco Nexus 5000
- F. Cisco ISR 1900, 2900 and 3900 Series

Correct Answer: CD

Section: (none)

Reference:

http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11-715347.html (Second para)

QUESTION 3

Which three options are benefits that customers have been asking for more of that can be achieved with Cisco Unified Data Center solutions? (Choose three.)

- A. scalability
- B. complexity



- C. security
- D. flexibility
- E. growth
- F. efficiency

Correct Answer: ACF

Section: (none)

QUESTION 4

Which Cisco series switch is stackable and provides solid baseline switching?

- A. 200 Series
- B. 300 Series
- C. 500 Series
- D. 100 Series

Correct Answer: C

Section: (none)

Reference:

http://www.sws.cz/prod_img/cisco/500seriesaag.pdf

QUESTION 5

Your customer has a small business. Their infrastructure includes a single Cisco ISR, and two Cisco Catalyst 2960 switches running multiple VLANs. Which Cisco branded service should be offered to this customer?

- A. partner support service
- B. SmartCare
- C. QSMARTnet
- D. small business support service
- E. smart business service

Correct Answer: D

Section: (none)

Reference:



http://www.cisco.com/cisco/web/solutions/small_business/services/docs/SBSupport_Services_AAG_Final.pdf

QUESTION 6

A customer wants to deploy a solution that requires high-quality video for full multimedia applications. Which two Cisco Unified Communication endpoint solutions should you recommend? (Choose two.)

- A. 8900 Series
- B. 9900 Series
- C. 3900 Series
- D. 5900 Series
- E. 6900 Series

Correct Answer: AB

Section: (none)

Reference:

http://www.cisco.com/en/US/prod/voicesw/ps6788/ip_phones.html (Both are high performance solutions.

See the bulleted points underneath each solution)

QUESTION 7

Which three options are benefits that a customer can achieve by implementing a Cisco borderless wired- wireless solution? (Choose three.)

- A. Automatically provision SSIDs based on VLAN ID
- B. Allow more than 50 users per access point to stream video content.
- C. Determine the number of devices and users on the network.
- D. Enforce policies to manage network access and keep data secure.
- E. Network scalability to meet increased traffic and growing number of devices.
- F. Prevent non-authorized devices from seeing SSIDs.

Correct Answer: CDE

Section: (none)

QUESTION 8

Which two product portfolios help make up the FlexPod Express solution? (Choose two.)



- A. Cisco UCS C-Series Server
- B. Cisco ISR 2900 and 3900 Series
- C. Cisco Nexus 3048 Switch
- D. Cisco UCS E-Series Servers
- E. Cisco ISR 1900, 2900, and 3900 Series
- F. Cisco Nexus 5000

Correct Answer: AC

Section: (none)

Reference:

<http://www.cisco.com/en/US/solutions/collateral/ns340/ns517/ns224/exps.pdf> (page 2, the components, second and third bullet)

QUESTION 9

Which statement about the Cisco Meraki cloud architecture is true?

- A. Devices are configured in the cloud on first use and then managed locally after they are set up.
- B. All Meraki devices are managed locally by default.
- C. Management data flows to the Cisco Meraki cloud and user traffic flows directly to its destination on the LAN or across the WAN.
- D. All data flows through the Cisco Meraki cloud.

Correct Answer: C

Section: (none)

Reference:

<http://meraki.cisco.com/products/architecture/>

QUESTION 10

Which three options are opportunities for partners to introduce Cisco Meraki products to existing or prospective customers? (Choose three.)

- A. Cisco Meraki roadshow
- B. Webinars with a free AP for qualified attendees IE
- C. Cisco Meraki equipment rental program



D. Free mobile device management with Systems Manager

E. Free product trials

F. Free Cisco Meraki refurbished equipment

Correct Answer: BDE

Section: (none)

QUESTION 11

Which statement about the Threat Operations Center is true?

A. It provides insight into threat trends and outlook

B. It provides 24x7 coverage in three centers.

C. It provides business hours global coverage

D. It provides only automatic rule creation and quality control.

Correct Answer: A

Section: (none)

Source collection, analysis, and delivery of Security Intelligence content that includes services, publications, VoDs, and podcasts are among the key resources offered through SIO. SIO provides insight into threat trends and future outlook to

protect the network through security best practices guidance and mitigation techniques.

Reference:

http://www.cisco.com/web/services/news/ts_newsletter/tool/archives/201004.html

QUESTION 12

Which four customer needs do Cisco architectures help solve? (Choose four.)

A. eliminate redundancy

B. guarantee business outcomes

C. increase ROI

D. reduce independence

E. provide reliability

F. slow staff growth

G. lower costs



H. boost productivity

Correct Answer: CEGH

Section: (none)

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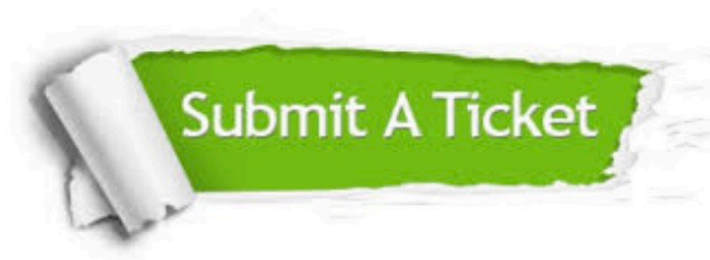
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