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QUESTION 1

Which two outcomes are realized with Cisco Connected Factory Energy Management? (Choose two.)

- A. granular real-time visibility on energy usage
- B. reduced downtime
- C. reduced energy usage
- D. increased productivity

Correct Answer: AC

QUESTION 2

What does Cisco Connected Factory Security primarily help customers to do?

- A. Make money.
- B. Save money.
- C. Be safer.
- D. Budget money.

Correct Answer: C

QUESTION 3

Which three options was the solution composed of in the auto manufacturer case study? (Choose three.)

- A. implement a unified network securitySystem
- B. launch of new wireless network
- C. organize planlayouts via wireless tooling
- D. deployment of AeroScout T2 tags
- E. use of Ethernet! I/O to integrate machinery

Correct Answer: ACE

QUESTION 4

Which option is an important benefit of converged network platforms that enables other benefits?

- A. increased productivity



- B. real-time visibility
- C. reduced downtime
- D. safer environment

Correct Answer: B

QUESTION 5

Secure production access is an important success metric for Plant IT Directors. In the Internet of Things, which four options achieve secure production access? (Choose four.)

- A. increased uptime
- B. reduced IP theft
- C. risk reduction
- D. reduced downtime
- E. increased safety
- F. faster new product introduction

Correct Answer: BCDE

QUESTION 6

In which two ways can you start conversations with an Automation Controls Director? (Choose two.)

- A. Talk about thwarting attacks and security breaches.
- B. Talk about the desire to reduce cabinets.
- C. Talk about worker safety.
- D. Talk about reducing downtime with network and device visibility.

Correct Answer: BD

QUESTION 7

Which three benefits were realized as a result of the Cisco Internet of Things solution in the tractor manufacturer case study? (Choose three.)

- A. improved production accuracy by 23%
- B. integrated, continuous real-time views of manufacturing process
- C. reduced cycle-times by 99%



- D. reduced cycle-time by 40%
- E. reduced overtime that results from efficient replenishment

Correct Answer: BDE

QUESTION 8

Which four people are important decision-makers in the manufacturing environment? (Choose four.)

- A. Director of Marketing
- B. Automation Controls Director
- C. Plant Engineering Manager
- D. Plant IT Director
- E. Safety Director
- F. Executive Director
- G. Facilities Manager

Correct Answer: BCDG

QUESTION 9

Specific company characteristics signal opportunities to sell the Cisco Internet of Things. Which three characteristics indicate such an opportunity? (Choose three.)

- A. security concerns
- B. a slow-moving company
- C. an IT preference for Cisco
- D. a focus on green energy_____
- E. a move to wireless manufacturing, Ethernet I/O, predictive maintenance, or other new models

Correct Answer: ADE

QUESTION 10

Which four outcomes does Factory Automation bring to manufacturing customers? (Choose four.)

- A. 20% reduction in loss and scrap
- B. predictive analytics for maintenance and operations increasing uptime



- C. 75% decrease in downtime
- D. lower factory installation costs
- E. real-time visibility into production data
- F. rapid fault isolation and troubleshooting

Correct Answer: BDEF

QUESTION 11

In addition to devices, hardware, software, and services, what are additional sales opportunities for Cisco partners?

- A. maintenance
- B. buildings
- C. sensors
- D. construction equipment

Correct Answer: A

QUESTION 12

In which zone does Cisco Connected Factory Security help to protect the manufacturing environment?

- A. logistics network
- B. danger zone
- C. area control zone
- D. demilitarized zone
- E. enterprise business applications zone

Correct Answer: C

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