



646-206^{Q&As}

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QUESTION 1

What is the goal of the Cisco Borderless Network Architecture?

- A. to provide users with a single device that permits access to information anywhere
- B. to provide users with the same productivity and access to information no matter where they are or which device they use
- C. to eliminate the need for border security and firewalls
- D. to provide companies with a way to extend their security and control over employees on the Internet

Correct Answer: B

The Borderless Networks architecture enables organizations around the world to connect anyone, anywhere, using any device -- securely, reliably and seamlessly, so they can be just as productive from anywhere they may be as they would be by physically being in the office.

QUESTION 2

Which three characteristics are unique to the buying process for a small business compared with the buying process for an enterprise? (Choose three.)

- A. much faster
- B. focused primarily on cost
- C. not constrained by formal RFP
- D. technology focused
- E. less educated
- F. influenced by peers

Correct Answer: ACF

The cycle time for small business sales is much shorter, due to the needs of small businesses and the fact that less equipment is typically purchased so the costs are smaller. The decision to buy is typically made by a small number of people rather than a lengthy RFP process. Also, buying decision makers are typically influenced by peers in their respective industry.

QUESTION 3

Which two factors are driving the demand for borderless networks? (Choose two.)

- A. Borders are foreseen to be defined by the location of users when they access resources.
- B. The number of non-PC devices is forecasted to grow between 101 percent and 258 percent by 2015.



- C. Companies are increasingly seeing their applications as operating only behind company firewalls.
- D. Increase in mobile workers is requiring companies to overcome the location border so that information can be accessed from anywhere.
- E. Enterprises are increasingly hesitant to become borderless due to varying user experiences, security, and reliability issues.

Correct Answer: BD

Cisco's latest Visual Networking Index predicts that data traffic from wireless devices will surpass traffic from wired devices by 2015.

"A growing amount of Internet traffic is originating with non-PC devices," said Cisco's executive summary. "In 2010, only 3 percent of Internet traffic originated with non-PC devices, but by 2015 the non-PC share of Internet traffic will grow to

15 percent. PC-originated traffic will grow at a CAGR of 33 percent, while TVs, tablets, smartphones, and machine-to-machine (M2M) modules will have growth rates of 101 percent, 216 percent, 144 percent, and 258 percent, respectively."

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.

QUESTION 5

Which three options are integration features of Cisco TelePresence? (Choose three.)

- A. Cisco TelePresence leverages the same hardware and management platform as Cisco Cast.
- B. Cisco TelePresence infrastructure uses an architecture that is not based on Cisco Unified Communications.



- C. Cloud-based Cisco TelePresence services can be offered by service providers and strategic partners.
- D. Cisco TelePresence video streams into Cisco WebEx, so remote users can view Cisco TelePresence participants.
- E. Cisco TelePresence uses surveillance media server to provide interoperability with high- definition video systems.
- F. Cisco Cius has seamless integration with Cisco TelePresence System EX Series and offers high- definition video.

Correct Answer: CDF

TelePresence video streaming into WebEx, so remote users can view video of the active TelePresence participants. Cius has support for interoperable high-definition (HD; 720p) video on any standards-based video endpoint

- including Cisco TelePresence Systems and Cisco TelePresence System EX Series endpoints - enterprises can extend video, not just to IT and executive teams, but throughout the organization. References: <http://blogs.cisco.com/>

[collaboration/webex-telepresence-integration-lets-everyone-participate-watch-demo/](http://blogs.cisco.com/collaboration/webex-telepresence-integration-lets-everyone-participate-watch-demo/)

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6789/ps7290/ps11156/solution_overview_c22-608594.html

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