



700-802^{Q&As}

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QUESTION 1

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 2

Which three challenges did the company face in the motorcycle manufacturer case study? (Choose three.)

- A. deploy wireless for instant visibility
- B. accelerate new product introduction
- C. implement flexible manufacturing
- D. reduce plant downtime
- E. reduce product theft

Correct Answer: ABC

QUESTION 3

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 4



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 5

Which three challenges did the company have in the auto manufacturer case study? (Choose three.)

- A. reduce spending
- B. increase factory security
- C. streamline manufacturing workflow
- D. implement real-time monitoring
- E. deploy mobile-enabled workforce

Correct Answer: ACD

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