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QUESTION 1

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 2

Opportunities to sell the Internet of Things usually exist around an event. Which three customer initiatives signal an IoT opportunity? (Choose three.)

- A. building a new plant
- B. implementing new employee benefits
- C. upgrading or replacing automation systems
- D. replacing a machine on the manufacturing line
- E. expanding an existing production facility

Correct Answer: ADE

QUESTION 3

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 4



In which two ways can you start conversations with Plant Engineering Managers? (Choose two.)

- A. Talk about real-time mobile diagnostics.
- B. Talk about the percent of energy coverage.
- C. Talk about extending wireless to production use cases.
- D. Talk about thwarting attacks and security breaches.

Correct Answer: AC

QUESTION 5

In which two ways can you start conversations with Facilities Managers? (Choose two.)

- A. Talk about percent of energy coverage.
- B. Talk about reducing energy usage and peak charges.
- C. Talk about reducing downtime.
- D. Talk about thwarting attacks and security breaches.

Correct Answer: AB

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