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QUESTION 1

Which two options are advantages of Cisco Data Center solutions over the competition? (Choose two.)

A. Embedded self service

B. Endtoend optimization

C. Scalability without complexity

D. Seamless installation

Correct Answer: BC

QUESTION 2

Which two collaboration products are accessible (and relevant) to Express Collaboration Specialized partners? (Choose two.)

A. Cisco Telepresence EX/90

B. Cisco Unified Contact Center Enterprise

C. Cisco CRSX D

D. Cisco ASA 5510

E. Cisco Business Edition 6000

Correct Answer: AE

QUESTION 3

Which Cisco tool provides scripted, repeatable presentations, and customized pilots in real time with real equipment?

A. FindIt

B. Cisco Commerce Workspace

C. Cisco Partner Education Connection

D. Cisco dCloud

E. Cisco Network Discovery

Correct Answer: D

QUESTION 4

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2 / 6

Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor. Which best practice can close the sale?

A. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.

B. Mention that promotions and incentives are available through Cisco

C. Go through a check list and compare the performance capabilities between Cisco and the other vendor.

D. Show the customer a Cisco television commercial.

Correct Answer: A

QUESTION 5

Which two Cisco ISR series are needed to support a Cisco ServicesReady Engine to deploy services on demand? (Choose two.)

A. 2900 Series

B. 2800 Series

C. 3900 Series

D. 800 Series

Correct Answer: AC

QUESTION 6

Which statement about Cisco CleanAir technology is true?

A. It features chiplevel proactive and automatic interference mitigation.

B. It features chiplevel proactive and automatic electronic beam forming.

C. It features automatic advanced radio frequency shaping.

D. It is a feature of the Cisco Aironet 1600 Series AP.

Correct Answer: A

QUESTION 7

Which three options are business benefits of increased reliability? (Choose three)

A. Protects revenue streams

B. Enhances career paths

C. Promotes independence

D. Increases business resilience

E. Reduces maintenance and network operation costs

F. Validates business decisions

Correct Answer: ACD

QUESTION 8

Which three options are features of the Cisco Validated Design Program? (Choose three.)

A. Onsite consulting from Cisco Advanced Services engineers.

B. Design guides organized by solution, technology, and architecture.

C. Details on guidelines and practices for different customer scenarios.

D. Specific guidance based on your customer\\'s current environment.

E. System and solution designs that are documented and tested.

F. 24x7 phone support on network design questions.

Correct Answer: BCE

QUESTION 9

Which option is the backend security ecosystem that detects threat activity, researches and analyzes those threats, and provides realtime updates along with best practices to allow organizations to be informed and protected?

A. Monitor Analysis Response System

B. Secure Infrastructure Optimization

C. Threat Operation Center

D. Security Intelligence Operations

Correct Answer: D

QUESTION 10

Which two benefits will customers achieve if they upgrade to a properly configured Cisco Borderless Network? (Choose two.)

A. New application and service deployment is completely automated.

B. Network availability increases and downtime decreases

C. Security becomes less difficult to achieve.

D. All potential failures will be eliminated.

Correct Answer: BC

QUESTION 11

Which two components are required for a Cisco centralized wireless deployment? (Choose two.)

A. Cisco Centralized AirNet

B. Cisco Wireless LAN Controller

C. Cisco SIO

D. Cisco AiroNet Access Point

E. Cisco Prime

F. Cisco ISR

Correct Answer: BD

QUESTION 12

Which best practice should be used to calculate PoE requirements for Cisco collaboration endpoints?

A. Attach all endpoints first and then use a power reporting tool to document the power requirements.

B. Assume that all ports with PoE endpoints attached will require 7 watts.

C. Assume that all ports will require 15.4 watts regardless of attached endpoints.

D. Select the endpoint device that requires the most power and assume that all endpoint devices will require the same amount.

E. Determine the power requirements of each of your endpoints and plan to support that amount.

Correct Answer: C

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