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QUESTION 1

Which three options are benefits that customers have been asking for more of that can be achieved with Cisco Unified Data Center solutions? (Choose three.)

- A. scalability
- B. complexity
- C. security
- D. flexibility
- E. growth
- F. efficiency

Correct Answer: ACF

Section: (none)

QUESTION 2

Which two customer characteristics indicate an opportunity for Cisco Meraki cloud-managed networks? (Choose two.)

- A. having networking experts on site
- B. requiring a high degree of flexibility and customization
- C. implementing data center or large campus deployments
- D. having distributed sites and lean IT staff
- E. moving applications to the cloud

Correct Answer: CD

Section: (none)

QUESTION 3

Which three options are benefits to the partner in the Cisco Partner Program? (Choose three.)

- A. drives growth and profitability
- B. results in more individual Cisco career certifications (that is, CCNA, CCNP)
- C. differentiates your business
- D. provides access to promotions and incentives



- E. partners receive free gear when they achieve certification
- F. partner program enrollment increases

Correct Answer: ACD

Section: (none)

The Cisco Channel Partner Program provides many ways to differentiate your business and drive growth and profitability for your company.

Reference:

<http://www.cisco.com/web/partners/pr11/index.html>

QUESTION 4

Which two IT solution characteristics do small and midsize business customers prefer? (Choose two)

- A. simple devices that work well together right out of the box
- B. enterprise-grade functionality; complexity is not a concern
- C. flexibility; devices can be added easily in the future
- D. solutions that will increase employee morale

Correct Answer: AC

Section: (none)

QUESTION 5

Which three customer decision makers should you focus on when proposing Cisco architectural solutions? (Choose three.)

- A. project managers
- B. operations managers
- C. technical decision makers
- D. business decision makers
- E. purchasing officers
- F. individual contributors

Correct Answer: BCD

Section: (none)



QUESTION 6

Which option is the back-end security ecosystem that detects threat activity, researches and analyzes those threats: and provides real-time updates along with best practices to allow organizations to be informed and protected?

- A. Threat Operation Center
- B. Secure Infrastructure Optimization
- C. Monitor Analysis Response System
- D. Security Intelligence Operations

Correct Answer: D

Section: (none)

QUESTION 7

Which two customer benefits can be realized with Cisco Unified Data Center? (Choose two.)

- A. 50 percent faster disaster recovery
- B. 50 percent less time in application deployment
- C. 15 percent faster in application performance, 40 percent less in infrastructure costs
- D. 60 percent less cost for cooling and power

Correct Answer: AD

Section: (none)

Reference:

http://www.cisco.com/web/GR/connect2013/pdfs/024_cisco_eugenioszervoudis.pdf (slide 10)

QUESTION 8

Which three business challenges do customers face that are addressed by Cisco architectural solutions? (Choose three.)

- A. Guarantee reliability.
- B. Improve workforce productivity.
- C. Hire more staff.
- D. Increase cash flow.
- E. Deliver first-class offerings and experience to their clients.
- F. Reduce total cost of ownership while maximizing the contribution of IT.



Correct Answer: BEF

Section: (none)

QUESTION 9

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

- A. 3900 Series
- B. 2900 Series
- C. 2800 Series
- D. 800 Series

Correct Answer: AB

Section: (none)

Reference:

http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data_sheet_c78-553913.html

QUESTION 10

Which three options are opportunities for partners to introduce Cisco Meraki products to existing or prospective customers? (Choose three.)

- A. Cisco Meraki roadshow
- B. Webinars with a free AP for qualified attendees IE
- C. Cisco Meraki equipment rental program
- D. Free mobile device management with Systems Manager
- E. Free product trials
- F. Free Cisco Meraki refurbished equipment

Correct Answer: BDE

Section: (none)

QUESTION 11

Which three options are characteristics of the Cisco EX-60 Series? (Choose three.)

- A. Screen resolution 1920x1080



- B. Cisco PrecisionHDTM Camera
- C. high-quality 24-inch screen
- D. high-quality 21.5-inch screen
- E. Can use any USB-connected camera.
- F. Screen resolution 600x800

Correct Answer: ABD

Section: (none)

Reference:

<http://www.ivci.com/cisco-telepresence-system-ex60.html>

QUESTION 12

A customer wants to deploy a solution that requires high-quality video for full multimedia applications. Which two Cisco Unified Communication endpoint solutions should you recommend? (Choose two.)

- A. 8900 Series
- B. 9900 Series
- C. 3900 Series
- D. 5900 Series
- E. 6900 Series

Correct Answer: AB

Section: (none)

Reference:

http://www.cisco.com/en/US/prod/voicesw/ps6788/ip_phones.html (Both are high performance solutions.

See the bulleted points underneath each solution)

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