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650-179

Cisco

Specialization for Account Managers

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QUESTION: 1

Which business portfolio is appropriate for the customer who has sophisticated requirements and is looking for scalability?

- A. Built for Small Business
- B. Fit Small Business
- C. Right for Small Business
- D. Simple Small Business

Answer: B

QUESTION: 2

Which Built for Small Business Cisco security product offers a simplified out-of-the-box solution for the small business customer?

- A. Cisco SA500 Series
- B. Cisco 800 Series ISR G2
- C. Cisco 2900 Series ISR G2
- D. Cisco ASA 5500 Series

Answer: A

QUESTION: 3

Which series in the Cisco Unified IP Phone Portfolio includes a conference phone and wireless IP phone?

- A. 3900Series
- B. 6900Series
- C. 7900 Series
- D. 8900Series

Answer: C

QUESTION: 4

Which two advantages does Cisco Business Edition 3000 have over competitors? (Choose two)

- A. Flexible secure wireless guest and employee access
- B. lower total cost of ownership
- C. positioned as a jack-of-all-trades platform
- D. simplicity of initial configuration and deployment
- E. use of multiple appliances that support up to 300 users

Answer: B, D

QUESTION: 5

What are two advantages that the Cisco SA520 all-in-one UTM

- A. Access control lists
- B. higher bandwidth
- C. Virtual private networks
- D. URL filtering
- E. Cisco Intrusion Prevention System

Answer: D, E

QUESTION: 6

What are the three main pillars of the Cisco One Product Portfolio for small business customer*?

- A. Collaborate, simplify, virtualized
- B. Communicate, share, unify
- C. Connect, secure, communicate
- D. Converge, connect, secure

Answer: C

QUESTION: 7

Which three elements are included with Cisco Small Business Support Service? (Choose three.)

- A. Software upgrades and updates

- B. Cisco SMART net
- C. Next business day advanced hardware replacement
- D. Access to the Cisco Small Business Support Center
- E. Access to the Cisco Small Business University
- F. Five-year subscription terms

Answer: A, C, D

QUESTION: 8

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

- A. Bandwidth
- B. Cost
- C. Customization
- D. Scalability
- E. Service

Answer: B, E

QUESTION: 9

Which two protocols provide investment protection to Cisco SPA phone owners who are migrating from a hosted offering with a major third-party call control system to an on-premises Cisco unified communications 5000 series? (Choose two)

- A. SIP
- B. SMTP
- C. SNMP
- D. SPCP
- E. SSL

Answer: A, D

QUESTION: 10

Which two options are competitive advantages of Cisco RV Series Routers? (Choose two.)



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