



500-551^{Q&As}

Cisco Networking: On-Premise and Cloud Solutions

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QUESTION 1

In which two ways does the MX security appliance achieve automatic failover and high availability? (Choose two.)

- A. warm spare (using VRRP)
- B. dual redundant uplink support (multiple ISPs)
- C. always on (availability groups)
- D. Survivable Remote Site Telephone
- E. redundant gateways (using HSRP)

Correct Answer: AB

Reference: <https://meraki.cisco.com/technologies/failover-and-ha>

QUESTION 2

Which three profit drivers are most important when selling Cisco security? (Choose three.)

- A. emphasizing product and service specs and capabilities
- B. becoming a security specialized partner
- C. steering customers toward the unique capabilities offered by on-premises security products
- D. attending Selling Security for Partners role-based training
- E. selling multiple services over multiple years
- F. recommending high performance products to meet possible future needs

Correct Answer: BCD

QUESTION 3

Which two feature licenses (subscriptions) are available for the MX security appliances? (Choose two.)

- A. Advanced Security
- B. Essential
- C. Defended
- D. Comprehensive
- E. Enterprise

Correct Answer: AE



QUESTION 4

Where do Cisco Meraki customers go to open and manage ongoing support cases?

- A. through the Cisco Meraki support email alias (helpdesk)
- B. Cisco Meraki portal within Salesforce.com
- C. help section within the Cisco Meraki dashboard
- D. Cisco TAC Service Request System

Correct Answer: C

QUESTION 5

Which indicator that a customer would benefit from a Cisco Meraki cloud-managed network is true?

- A. Customer requires modular hardware customization and granular, command-line level interfacing.
- B. Customer prefers direct access to on-premises appliances and servers via in-line terminal management.
- C. Customer requires end-to-end visibility and a network that can be quickly deployed and easily managed by a limited IT staff.
- D. Customer desires to implement a diverse solution of firewalls with third-party integration alongside other cloud applications.

Correct Answer: C

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