



646-206^{Q&As}

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**QUESTION 1**

If an enterprise customer required a switch for their branch office access layer, which family of switches would the customer likely choose from?

- A. Cisco Catalyst 2000 and 3000
- B. Cisco Nexus
- C. Cisco Catalyst 4000 and 6000
- D. Cisco SFS 3000/7000

Correct Answer: A

Recent WAN support makes the Catalyst 2000 and 3000 series an ideal branch office solution with high-speed serial and ISDN connectivity between systems in smaller offices, or from branch offices to a larger Catalyst switch in the central office

QUESTION 2

What are two customer benefits of Cisco Hosted Collaboration Solution? (Choose two.)

- A. includes a subscription to a cost-efficient Infrastructure as a Service resource
- B. saves WAN bandwidth for remote offices
- C. offers choice in collaboration application deployment
- D. enables faster time to deployment

Correct Answer: CD

The Cisco Hosted Collaboration Solution (HCS) is available in a choice of deployment options, including: public cloud, private cloud, hybrid

With Cisco Hosted Collaboration Solution, partners can lead the cloud market transition and deliver the most up-to-date services, everywhere. Differentiate themselves by building upon the Cisco HCS foundation with their own products and services. Offer high-quality, faster deployment times and services to more customers

Topic 6: Small Business Architecture

QUESTION 3

Which three are current small business needs for technology investments? (Choose three.)

- A. minimize network investments
- B. reduce reliance on technology
- C. plan for today



- D. be more productive
- E. work from anywhere
- F. serve customers better

Correct Answer: DEF

Current business needs for technology investments include: -Increased productivity
-Increased mobility (work from anywhere)
-To serve customers better using advanced technology systems

QUESTION 4

The Cisco Unified Communications Manager Session Management Edition best addresses the needs of which two types of businesses? (Choose two.)

- A. large Cisco data accounts with IP networks
- B. companies with many multilocation offices that are served by legacy PBX systems
- C. enterprises that seek continuous telephone services for branch offices
- D. manufacturers that seek immediate deployment of IP networks
- E. small, single-site companies that want to take advantage of IP trunking

Correct Answer: BE

Session Management Edition routes among SIP-compliant elements and interworks with older components using legacy protocols (for example, H.323 and Q.SIG) to enable a broad range of unified communications services and to realize operational savings while providing an optimal user experience. It also allows for cost savings using IP trunking.

QUESTION 5

What are the three partner benefits of service contracts? (Choose three.)

- A. produces higher margins than product sales alone
- B. generates recurring revenue
- C. strengthens customer loyalty
- D. renews automatically for the lifetime of the product
- E. helps customers speed architectural planning and design
- F. eliminates network problems

Correct Answer: ABC



Cisco service contract provides you with the opportunity to:

Attach more sales opportunities, generate recurring revenue, and increase customer loyalty. On average, 80% of your customers' networks are not covered by services and that 16% of the products need to be refreshed. So your next sale

with your customer is right in front of you. Attract more customers by combining Cisco intellectual property, delivery infrastructure and tools with your own branded services. This creates a unique offering and price structure you can tailor to

your customers' needs. Grab higher margins, higher attach rates and recurring revenue because all devices are covered on one contract.

Get proactive monitoring, near-time alerts and all the support you need to fix issues fast. Your customers get peace of mind knowing that their risk of downtime is greatly reduced and that they have a consistent, knowledgeable advisor

watching over them.

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