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QUESTION 1

What are two benefits for the Cisco Partner, derived from the Cisco SBR Methodology? (Choose two.)

A. Proactive planning enhances customer satisfaction

B. Solution differentiation from the competition allows for premium margins

C. Thereare faster implementation of new business applications

D. There is less risk through the implementation of proven solutions

Correct Answer: AB

QUESTION 2

The price of Cisco Small Business Pro Service is based on the complexity of the device that is being covered. How many different price points for these devices are available?

A. 5

B. 6

C. 3

D. 4

Correct Answer: D

QUESTION 3

For which two reasons are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

A. They are integrated with firewall capabilities.

B. They scan packets for malicious activity.

C. They offer superior site-to-site routing.

D. They require no configuration to install.

E. They offer the best choice for remote access needs.

Correct Answer: AE

QUESTION 4

16 SMB network decision makers commonly site which of the following as typical network requirements?

A. scalability, effectiveness, high availability, mobility

B. cost effectiveness, high availability, hosting multiple protocols, hostingwebservers

C. QoS, multicast, cost effectiveness, redundancy

D. centralization, security, highly available, scalability

Correct Answer: A

QUESTION 5

Network Security is a continuous process. Which three phases apply to this process? (Choose three.)

A. Configure

B. Improve

C. Operate

D. Monitor

E. Secure

F. Troubleshooting

Correct Answer: BDE

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