



700-802^{Q&As}

Cisco IoT Manufacturing Account

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QUESTION 1

What does the Cisco Connected Factory Energy Management solution primarily help customers to do?

- A. Make money
- B. Save money
- C. Be safer
- D. Budget money.

Correct Answer: B

QUESTION 2

Which four actions are included in the next steps to talk to customers about Cisco Internet of Things solutions? (Choose four.)

- A. Ask for recommendations.
- B. Talk to the customer's team.
- C. Identify customer project locations and sell to them.
- D. Build a business case.
- E. Discuss a discovery workshop.
- F. Perform a proof of concept.

Correct Answer: ACDF

QUESTION 3

Which three options was the solution composed of in the auto manufacturer case study? (Choose three.)

- A. implement a unified network securitySystem
- B. launch of new wireless network
- C. organize planlayouts via wireless tooling
- D. deployment of AeroScout T2 tags
- E. use of Ethernet! I/O to integrate machinery

Correct Answer: ACE



QUESTION 4

At the highest level, what does Cisco Connected Factory Wireless enable everyone in a plant to access?

- A. enterprise and internet resources
- B. factory floor data
- C. Facebook
- D. data management applications

Correct Answer: A

QUESTION 5

Which three options are reasons why partners prefer working with Cisco? (Choose three.)

- A. the large size of the Cisco organization
- B. R and D and innovation for future-proof technology
- C. unique capabilities with global reach and holistic solutions
- D. partner integration for the best of IT and OT
- E. Cisco partners receive little to no support

Correct Answer: BCD

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