



# 700-802<sup>Q&As</sup>

Cisco IoT Manufacturing Account

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#### QUESTION 1

Which four options are overarching categories of physical hardware within the product structure? (Choose four.)

- A. plant routing
- B. JouleX
- C. field network
- D. plant switching
- E. IP cameras
- F. connected safety and security

Correct Answer: ACDE

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#### QUESTION 2

What is the TAM for the manufacturing vertical?

- A. \$15 billion
- B. \$3.2 billion
- C. \$28 billion
- D. \$200 million
- E. \$422 million

Correct Answer: B

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#### QUESTION 3

In which two ways can you start conversations with Plant IT Directors? (Choose two.)

- A. Talk about reducing downtime.
- B. Talk about thwarting attacks and security breaches.
- C. Talk about converging networks.
- D. Talk about having fine control over third-party network access.

Correct Answer: BD

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#### QUESTION 4



Which four levels of solutions does the Cisco Internet of Things product structure consist of? (Choose four.)

- A. sensors
- B. deployment support
- C. products (such as, plant switching and plant routing)
- D. network management (SDN) and Internet of Things security
- E. PaaS, JouleX, Connected Operations
- F. fog computing (IOx)

Correct Answer: ACDF

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#### QUESTION 5

In addition to devices, hardware, software, and services, what are additional sales opportunities for Cisco partners?

- A. maintenance
- B. buildings
- C. sensors
- D. construction equipment

Correct Answer: A

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