

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

Which two options are benefits of Cisco Video Surveillance? (Choose two.)

- A. secure transcoding and switching capabilities for multipoint meetings
- B. access to video at any time from any network location, enabling real-time incident response and investigation
- C. network-based digital signage for live and on-demand video
- D. limited amount and location of video that can be stored
- E. ability to easily manage a large number of security assets

Correct Answer: BE

Benefits of Enabling IP Network-Based Video Surveillance

Video surveillance is a key component of the safety and security procedures of many organizations, providing real-time monitoring of the environment, people, and assets and providing recording for investigative purposes. The benefits of

Cisco\\'s Video Surveillance Solution include:

?ny-time, any-location access--Provides access to video at any time from any network location, within the constraints of available bandwidth, allowing remote monitoring, investigation, and incident response by remote physical security staff

or law enforcement personnel ?nvestment protection--Leverages existing investment in video surveillance and physical security equipment and technology.

?etwork-wide management--IP cameras and servers are monitored and managed over a single network for fault, configuration, and centralized logging. ?ncreased availability--IP networks offer a high level of redundancy that can extend to

different physical locations. ?calability--The system can be expanded to new locations as business needs change.

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?fficient image processing--Digitized images can be transported and duplicated world-wide with no reduction in quality,

economically stored, and efficiently indexed and retrieved. ?nteroperability--Employs an open, standards- based infrastructure that enables the deployment and control of new security applications from a variety of vendors.

Topic 8: Selling Data Center and Virtualization and Cloud Architectures

QUESTION 3

A standard three-year term, next-business-day hardware replacement, and telephone support are features of which Cisco support program?

- A. SMARTnet
- B. SMB Foundation
- C. Small Business Pro Service
- D. SMART Care

Correct Answer: C

The Cisco Small Business Pro Support Service is a three-year, subscription service that provides device-level support including: unlimited telephone and online chat support from Cisco Small Business Support Center; next-business-day advanced hardware replacement if necessary; advanced configuration and deployment support from Small Business Support Center certified engineers Topic 3: Network Basics

QUESTION 4

In which two ways can Cisco Show and Share benefit customers? (Choose two.)

- A. captures media from various inputs for live and on-demand delivery to viewers
- B. offers the best means for customers and users to experience an immersive environment
- C. enables customers to receive viewer comments and ratings of video content
- D. personalizes connections between customers and their providers and partners
- E. provides post-production capabilities for video composition and authoring

Correct Answer: BD

B: offers the best means for customers and users to experience an immersive environment) Cisco Show and Share provides the ability to create live and on-demand video content and define who can watch specific content. It offers viewer collaboration tools such as commenting, rating, and word tagging, and it provides comprehensive access reporting

D: personalizes connections between customers and their providers and partners) Cisco Show and Share?is a webcasting and video sharing application that helps organizations create secure video communities to share ideas and expertise, optimize global video collaboration, and personalize the connection between customers, employees and students with user-generated content.

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QUESTION 5

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:?ublic cloud?rivate cloud?ybrid

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

Topic 6: Small Business Architecture

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