



650-177^{Q&As}

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QUESTION 1

What are two benefits of clustered access points on a small business network using the Cisco 500 Series Access Point? (Choose two.)

- A. Rouge AP integration
- B. Tri-band 11g single radios
- C. Secure guest access
- D. Single view to deploy and manage
- E. Cisco IOS configuration

Correct Answer: CD

QUESTION 2

A distribution area provides an aggregation point for which components?

- A. edge devices
- B. distribution devices
- C. aggregation switches
- D. core devices
- E. access-area switches

Correct Answer: D

Distribution areas and switches A distribution area provides an aggregation point for access switches. Switches in this area must handle large amounts of traffic. Multilayer switches are often used in the distribution area. Distribution switches include the 3560 and 3750 series Each can effectively aggregate access switches.



Catalyst 3560



Catalyst 3750





QUESTION 3

What is the name of the Cisco small business sales framework?

- A. Small Business Accelerator
- B. Small Business Advantage
- C. Smart Business Roadmap
- D. Smart Designs

Correct Answer: C

QUESTION 4

Which three beneficial features are found on the Cisco.com website? (Choose three.)

- A. online product and technology information
- B. knowledge transfer resources
- C. online hardware replacement
- D. tools to minimize the risk of network downtime
- E. network management and diagnostic tools
- F. online solution troubleshooting

Correct Answer: ABF

Features on Cisco.com website are below:



Partner Central Resources for the SMB Segment www.cisco.com/go/smbpartner

SBCS Support Wiki supportwiki.cisco.com/sbcs/



Partner Central Resources for the SMB Segment www.cisco.com/go/smbpartner

The screenshot shows the Cisco Partner Central website for SMB University. The left sidebar contains navigation links such as HOME, PARTNER CENTRAL, SALES, Cisco's Green Story, Enterprise, Industry Solutions, Partner Enablement, Services for Partners, Small & Medium Business, Additional Products and Services Information, Solutions For Your Customer, SMB Specialization and Select Certification, SMB University, Programs & Promotions, Tools & Resources, Announcements, and Technologies. The main content area features a header with 'SMB University' and a sub-header 'SMB University is the platform to deliver training to SMB focused partners...'. Below this, there are sections for 'Solutions For Your Customer' and 'SMB Specialization and Select Certification'. A navigation bar at the top includes 'Ordering', 'Support', 'Training & Events', and 'Partner Central'. A QR code is visible in the bottom right corner.

Partner Central Resources for the SMB Segment www.cisco.com/go/smbpartner

The screenshot shows the Cisco Partner Central website for 'Solutions For Your Customer'. The left sidebar is identical to the previous screenshot. The main content area features a header with 'Solutions For Your Customer' and a sub-header 'Discover a World of Smart Business'. Below this, there are sections for 'Discover a world of new solutions that deliver business planning and technology planning together through a unified platform fine-tuned to the needs of small business.' and 'Additional product information, just for partners, to help customize your sales approach to your users' needs. A navigation bar at the top includes 'Ordering', 'Support', 'Training & Events', and 'Partner Central'. A QR code is visible in the bottom right corner.

QUESTION 5

What are three of the attributes sought in a target customer for Cisco Smart Foundation services? (Choose three.)



- A. fewer than 250 network users
- B. skilled on-site customer IT staff
- C. network is not mission-critical to business
- D. 50 or fewer network devices
- E. comprehensive network-wide support requirements
- F. network is considered mission-critical

Correct Answer: ACD

Cisco Smart Foundation services attributes are below:

Cisco Smart Foundation Service*

An entry-level technical support service that provides the support that small businesses need to help them maintain network reliability and minimize disruption to business

Target Customer

- Businesses with data-only networks, SMB-class products, and fewer than 250 network users (~50 or fewer network devices)
- Network is important, but not mission critical, to business
- Needs responsive support with device-level coverage that meets budget requirements

Go-to-Market

- Cisco delivered, Cisco service

Features

- Advance Hardware Replacement—NBD/same day ship
- Business hours access to SMB IAC
- Cisco.com SMB knowledge base
- Online network troubleshooting tools design
- Operating system software updates for bug fixes



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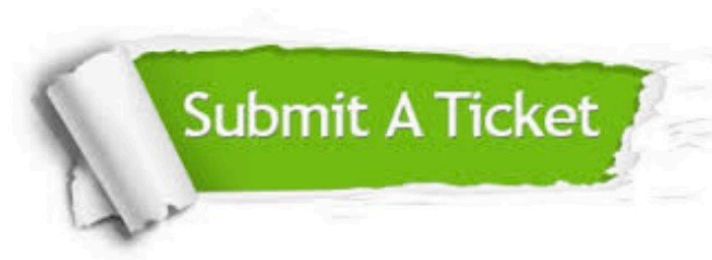
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