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QUESTION 1

Which Cisco partner presales support offering was created to help partners solve their small business customers\\' business problems with Cisco technology solution?

A. Partner Assistance Center

B. Partner Design Support

C. Technical Assistance Center

D. Partner Central

E. Cisco.com

Correct Answer: B

QUESTION 2

Which Cisco support service product is sold, supported, and delivered by partners?

A. Cisco Smart Foundation Service

B. SMARTnet Partner Service

C. Cisco Smart Care Service

D. Cisco Technical Assistance Center

E. CiscoSMARTnet for SBCS

Correct Answer: C

Cisco Smart care services

QUESTION 3

What are three advantages of using Cisco Smart business Roadmap over traditional selling methods? (Choose three.)

A. creates long-term client relationship

B. increases professional services revenue

C. challenges prospect\\\'s IT infrastructure

D. better client referrals

E. increase velocity of order flow

F. eliminates competition

Correct Answer: ABE

QUESTION 4

What are three ways in which wireless is cost-effective? (Choose three.)

A. Save time and money by avoiding labor-intensive moves,adds, and changes

B. Less expensive to purchase and maintain

C. Reduce monthly Internet access costs over wired installation

D. Enable your friends to access the Internet while waiting for you

E. allow employees to be mobile and increase their productivity

F. save in cabling costs for new or unwired buildings

Correct Answer: AEF

QUESTION 5

What are two reasons that small businesses need network attached storage? (Choose two.)

A. have more money to spend on IT infrastructure

B. do not reliably protect their critical business data

C. least able to afford the loss of data

D. prevent employee theft of information

E. allow easy expansion of computing services

Correct Answer: DE

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