



SMB Solutions for Account Managers

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QUESTION 1

Cisco ProtectLink Web security service delivers cloud-based web threat protection for an extra layer of security on select Cisco RV Series Routers. Which two functions does the ProtectLink Web security service provide?

- A. detects unauthorized access to the network
- B. enforces web-usage policies
- C. filters out spam on employee email
- D. scans for spyware and viruses on user machines
- E. URL filtering blocks access to known malicious sites

Correct Answer: BE

QUESTION 2

What it the best way to get Cisco OnPlus up and running for a customer?

- A. Set up user licenses.
- B. Install the software.
- C. Plug into a switch port.
- D. Set up a dedicated PC
- Correct Answer: C

QUESTION 3

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

- A. Eliminates competition increases velocity of order flow
- B. Increases professional services revenue
- C. Challenges prospect\\'s IT infrastructure
- D. Creates long-term client relationships
- E. Better client referrals

Correct Answer: ABD

QUESTION 4



Which two protocols provide investment protection to Cisco SPA phone owners who are migrating from a hosted offering with a major third-party call control system to an on-premises Cisco unified communications 5000 series? (Choose two)

- A. SIP
- B. SMTP
- C. SNMP
- D. SPCP
- E. SSL

Correct Answer: AD

QUESTION 5

Which series in the Cisco Unified IP Phone Portfolio includes a conference phone and wireless IP phone?

- A. 3900Series
- B. 6900Series
- C. 7900 Series
- D. 8900Series
- Correct Answer: C

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