



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

Cisco IoT Manufacturing Account

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#### QUESTION 1

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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#### QUESTION 2

Which three challenges did the company face in the motorcycle manufacturer case study? (Choose three.)

- A. deploy wireless for instant visibility
- B. accelerate new product introduction
- C. implement flexible manufacturing
- D. reduce plant downtime
- E. reduce product theft

Correct Answer: ABC

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#### QUESTION 3

Which three options are reasons why partners prefer working with Cisco? (Choose three.)

- A. the large size of the Cisco organization
- B. R and D and innovation for future-proof technology
- C. unique capabilities with global reach and holistic solutions
- D. partner integration for the best of IT and OT
- E. Cisco partners receive little to no support

Correct Answer: BCD

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#### QUESTION 4

In which two ways can you start conversations with Facilities Managers? (Choose two.)



- A. Talk about percent of energy coverage.
- B. Talk about reducing energy usage and peak charges.
- C. Talk about reducing downtime.
- D. Talk about thwarting attacks and security breaches.

Correct Answer: AB

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#### QUESTION 5

Which four important elements does the converged plant-wide Ethernet through Cisco Connected Factory Automation solution deliver to the plant floor? (Choose four.)

- A. animation
- B. visibility
- C. guidance
- D. flexibility
- E. scalability
- F. security

Correct Answer: BDEF

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