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646-363

Cisco Express Foundation for Account
Managers

DEMO

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Note: The answer is for reference only, you need to understand all question.

QUESTION 1

Which service is provided by Cisco SMARTnet?

- A. Investment protection with upgrade discounts
- B. Around-the-clock access to Cisco Technical Access Center
- C. Cisco Learning Credits for IT staff development
- D. Service level agreements to ensure uptime requirements are met

Answer: B

QUESTION 2

Which service component within the prepare phase recommends the appropriate technology strategy to address a business requirement of the customer?

- A. Identifying what a customer requires from a proposed solution
- B. Analyzes the customer's business requirements and recommends the appropriate Cisco technologies to meet business requirements
- C. Determining what end-user training a customer requires
- D. Addressing a customer's physical requirements

Answer: B

QUESTION 3

What best explains why the banking industry is ready to take advantage of an integrated network infrastructure?

- A. Many banks are still connecting via dial-up.
- B. Many banks need to consolidate departments and resources.
- C. Many banks find themselves with an obsolete branch infrastructure.
- D. Many banks need back-office process streamlining.

Answer: C

QUESTION 4

A new client of yours is experiencing a growth spurt. The client's IT staff is making network changes manually and, as a consequence, is extremely overworked. You suggest the client implement a network management system, citing which important business benefit?

- A.Potential for outsourcing the IT staff
- B.Provision of an out-of-band management architecture
- C.Threat mitigation
- D.Reduction in network downtime

Answer: D

QUESTION 5

Which three of these service components are in the design phase? (Choose three.)

- A.Account Qualification and Planning
- B.Detailed Design Development
- C.Staff Training
- D.Systems Acceptance Test Plan Development
- E.Staging Plan Development
- F.Site Readiness Assessment

Answer: BDE

QUESTION 6

Which three business requirements development activities are performed in the prepare phase before creating a technology strategy? (Choose three.)

- A. Identifying and assessing customer business requirements
- B. Documenting and categorizing customer business requirements in terms of performance, availability, capacity, and security
- C. Producing a documented technology strategy
- D. Creating a bill of materials
- E. Presenting documented business requirements to a customer and having the customer validate them
- F. completing a site survey

Answer: ABE

QUESTION 7

What is a Cisco industry initiative that uses the network infrastructure to enforce security policy compliance on all devices that are seeking to access the network?

- A. Cisco Adaptive Threat Defense

- B. Cisco Secure Access Control
- C. Cisco Network Admission Control
- D. Cisco Threat Defense System

Answer: C

QUESTION 8

Cisco Catalyst 4500 Series switches are attractive to medium-size campuses with growth opportunities due to the switches' enhanced security and which two other features? (Choose two.)

- A. Enhanced multilayer software image
- B. Connectivity to multiple types of WAN connections
- C. Cisco Unified Communications Manager
- D. QoS for converged networks
- E. Modular, customizable components

Answer: DE

QUESTION 9

The Cisco UC520 provides integrated WLAN connectivity to mobile clients for which technology?

- A. Voice only
- B. Data only
- C. Data and voice

Answer: C

QUESTION 10

Which three features does the Cisco UC520 support? (Choose three.)

- A. Cisco Unity Express
- B. Distributed routing
- C. Storage Area Networks
- D. Analog devices
- E. Telepresence
- F. security, firewall and VPN

Answer: ADF