



650-177^{Q&As}

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QUESTION 1

Which Cisco Small Business portfolio product is targeted to customers with basic technology needs?

- A. Cisco Small Business Series
- B. Cisco Integrated Services Routers
- C. Cisco Partner Development Funds
- D. Cisco Small Business Pro Series
- E. Cisco Catalyst Switches

Correct Answer: A

QUESTION 2

Which two wireless devices acts as a communication between the client and WLAN?

- A. access point
- B. antenna
- C. bridge
- D. wireless adaptor
- E. Layer 3 switch

Correct Answer: AD

QUESTION 3

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 4

What are three key differences between the Cisco and Cisco Small Business product portfolios? (Choose three.)

- A. service and support options
- B. appeal to expanding businesses
- C. ease of use
- D. device management options
- E. ramp-up time for technology integration

Correct Answer: ACD

Cisco/Cisco Small Business Product Differentiation is below: Price point Ease of use Management Service and support options

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:



<p>Cisco Smart Foundation Service*</p>	<p>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</p>
	<p>Target Customer</p> <ul style="list-style-type: none">• 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 <p>Go-to-Market</p> <ul style="list-style-type: none">• Cisco delivered, Cisco service <p>Features</p> <ul style="list-style-type: none">• 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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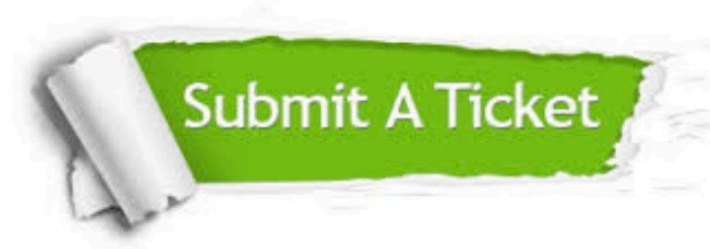
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