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QUESTION 1

One of your target customers is looking to deploy video, but has concerns. As a sales strategy, on which benefit would you focus to sell the Cisco solution?

A. Highlight that Cisco Medianet enables faster troubleshooting for video, voice, and data applications.

B. Suggest starting with migration to Cisco Medianet in strategic locations.

C. Focus on the benefits of measuring and troubleshooting for business-critical applications.

D. Inform the customer that Cisco Medianet can provide visibility to understand the impact of each application on the network.

Correct Answer: D

QUESTION 2

Which statement is true about Cisco EnergyWise?

A. Cisco EnergyWise improves efficiency by using the network as a platform for energy management and control

B. Energy efficiency is accomplished by manufacturing energy-efficient equipment.

C. Cisco EnergyWise improves energy efficiencies by using effective power supplies and ASICs.

D. Cisco EnergyWise relies on network utilization to determine overall energy consumption.

Correct Answer: A

QUESTION 3

How much of the power in a building can be managed by Cisco EnergyWise technology?

Select exactly 1 answer (s) from the following:

A. 50 percent

B. 30 percent

C. 90 percent

D. 70 percent

Correct Answer: D

QUESTION 4

One of the IT Infrastructure managers faces the problem of increased WAN bandwidth expenses or branch survivability

in his organization.Which deployment option should you promote so that you also get a chance to sell the Cisco solutions that enable this deployment option?

A. Private Cloud Virtualization

B. Shared Infrastructure

C. Collaboration

D. Software-as-a-Service

Correct Answer: D

QUESTION 5

Which is a differentiator for Cisco Prime when compared to our competitor products?

A. Offers out-of-the-box policy configuration and management though integration with Identity Services Engine or ISE

B. Separate wired and wireless security management

C. Capable of screening user access to the network

D. Host network applications

Correct Answer: A

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