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QUESTION 1

Which three switching technology components distinguish Cisco from competing products? (Choose three.)

- A. Gigabit Ethernet
- B. Flexible NetFlow
- C. Medianet
- D. Universal PoE
- E. RSTP 802.1w
- F. Multiprotocol Label Switching

Correct Answer: BCD

QUESTION 2

Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)

- A. Cisco UCS ESeries Servers
- B. Cisco ISR 1900, 2900 and 3900 Series
- C. Cisco Nexus 5000
- D. Cisco ISR 2900 and 3900 Series
- E. Cisco UCS CSeries Servers
- F. Cisco Nexus 3048

Correct Answer: AD

QUESTION 3

Which two components are required for a Cisco centralized wireless deployment? (Choose two.)

- A. Cisco Centralized AirNet
- B. Cisco Wireless LAN Controller
- C. Cisco SIO
- D. Cisco AiroNet Access Point
- E. Cisco Prime
- F. Cisco ISR



Correct Answer: BD

QUESTION 4

Which three options are opportunities for partners to introduce Cisco Meraki products to existing or prospective customers? (Choose three.)

- A. Free Cisco Meraki refurbished equipment
- B. Cisco Meraki roadshow
- C. Cisco Meraki equipment rental program
- D. Webinars with a free AP for qualified attendees
- E. Free mobile device management with Systems Manager
- F. Free product trials

Correct Answer: DEF

QUESTION 5

Which best practice should be used to calculate PoE requirements for Cisco collaboration endpoints?

- A. Attach all endpoints first and then use a power reporting tool to document the power requirements.
- B. Assume that all ports with PoE endpoints attached will require 7 watts.
- C. Assume that all ports will require 15.4 watts regardless of attached endpoints.
- D. Select the endpoint device that requires the most power and assume that all endpoint devices will require the same amount.
- E. Determine the power requirements of each of your endpoints and plan to support that amount.

Correct Answer: C

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