



700-751^{Q&As}

Cisco SMB Product and Positioning Technical Overview

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QUESTION 1

Which three statements describe Cisco Aironet 1815 Series Access Points? (Choose three.)

- A. The most cost-efficient offering designed for SMB in the Cisco Wireless AP portfolio (less than \$5/AP/ month)
- B. An ideal solution for large organizations
- C. Offers next-generation 3x3 MIMO with Wave 2 802.11ac
- D. Easy to deploy and manage with Cisco Mobility Express
- E. Increases total cost of ownership while delivering advanced features like 802.11ac Wave 2
- F. Ideal for organizations looking to address growth but have budget restrictions

Correct Answer: CDF

QUESTION 2

Which are two hyperFlex architectural differentiators? (Choose two.)

- A. Cisco Fabric Computing
- B. Simplified Policy Based Management
- C. Next Gen Consolidated Data platform
- D. Pre-integrated UCS Rack and Blades +Cisco HX Data Platform
- E. High density form factor

Correct Answer: BD

QUESTION 3

Which two statements best highlight Cisco's commitment to partners and customers? (Choose two.)

- A. Cisco leads in the invention and development of the industry's most advanced machine learning platform.
- B. Cisco's investment in RandD to maintain first-to-market approach for innovative technologies and solutions.
- C. Cisco shapes the future of the Internet by creating opportunity for investors and ecosystem partners.
- D. Cisco has the most comprehensive portfolio in the networking industry to help connect, collaborate, compute, and protect your customer's business.
- E. Cisco works closely with leading research institutions and lets them takes the lead in the development of enterprise security solutions.

Correct Answer: BD



QUESTION 4

Which two trends are helping to drive customer digital transformation? (Choose two.)

- A. New technology take a slower and measured development path
- B. Businesses must differentiate customer experiences
- C. IT budgets are growing to address the pace of technology introduction
- D. Decreases in the number of industry and national security regulations
- E. Need to automate and simplify the way IT manages and deploys networks

Correct Answer: AB

QUESTION 5

Which two functions are provided by Scale out / compute intensive applications C4200 and C125 M5? (Choose two.)

- A. Distributed databases
- B. Microprocessor design
- C. Cloud computing
- D. AI/ML with dense GPUs
- E. Low-frequency trading transactions

Correct Answer: AB

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