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QUESTION 1

Which four actions are included in the next steps to talk to customers about Cisco Internet of Things solutions? (Choose four.)

- A. Ask for recommendations.
- B. Talk to the customer's team.
- C. Identify customer project locations and sell to them.
- D. Build a business case.
- E. Discuss a discovery workshop.
- F. Perform a proof of concept.

Correct Answer: ACDF

QUESTION 2

Which four levels of solutions does the Cisco Internet of Things product structure consist of? (Choose four.)

- A. sensors
- B. deployment support
- C. products (such as, plant switching and plant routing)
- D. network management (SDN) and Internet of Things security
- E. PaaS, JouleX, Connected Operations
- F. fog computing (IOx)

Correct Answer: ACDF

QUESTION 3

The Internet of Things is described as the driver for the fourth industrial revolution. Which three options are important drivers of this revolution? (Choose three.)

- A. Manufacturers are consolidating factories.
- B. Factories are growing off-shore.
- C. Companies are moving toward robotic advancements.
- D. Companies are turning toward Ethernet.
- E. Manufacturers are moving to big data for answers.



Correct Answer: ACE

QUESTION 4

Which three benefits were realized as a result of the Cisco Internet of Things solution in the tractor manufacturer case study? (Choose three.)

- A. improved production accuracy by 23%
- B. integrated, continuous real-time views of manufacturing process
- C. reduced cycle-times by 99%
- D. reduced cycle-time by 40%
- E. reduced overtime that results from efficient replenishment

Correct Answer: BDE

QUESTION 5

Which four outcomes does Factory Automation bring to manufacturing customers? (Choose four.)

- A. 20% reduction in loss and scrap
- B. predictive analytics for maintenance and operations increasing uptime
- C. 75% decrease in downtime
- D. lower factory installation costs
- E. real-time visibility into production data
- F. rapid fault isolation and troubleshooting

Correct Answer: BDEF

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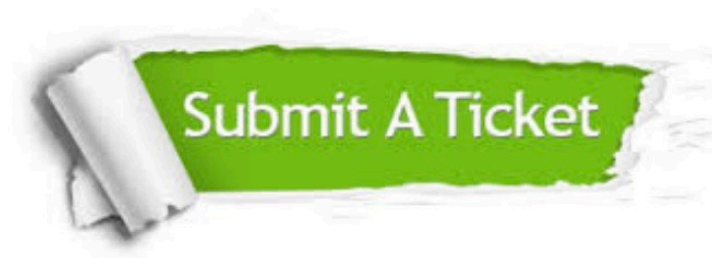
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