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Cisco IoT Essentials for Account Managers

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QUESTION 1

Which class 1 div 2 Industrial Wireless Access Point is purpose-built for hazardous environments?

A. 1552H

B. IW6300

C. IW3702

D. MR20

Correct Answer: A

The Cisco Aironet 1552H Outdoor Access Point is specifically designed for hazardous environments and is Class 1 Division 2 certified. This makes it suitable for areas where explosive gases, vapors, or liquids might exist under abnormal conditions, providing reliable wireless connectivity in potentially hazardous industrial settings. References:This information is detailed in Cisco\'s product specifications for the Aironet 1552H, highlighting its design and certification for use in hazardous locations.

QUESTION 2

Where are Utilities currently focused?

A. reduce OpEx, grid modernization, renewables, safety and security

B. maintain grid reliability, air gap grid connectivity, move OpEx to CapEx

C. clean coal, leverage existing assets, connected vehicle

D. reduce power coverage, Smart appliances, electric vehicle

Correct Answer: A

Utilities are currently focused on reducing operational expenditures (OpEx), modernizing the grid, integrating renewable energy sources, and enhancing safety and security measures. These priorities aim to improve efficiency, sustainability, and resilience in utility operations, addressing the increasing demands for cleaner energy and more reliable service amidst growing environmental and economic challenges. References:This understanding is based on industry trends and strategic focuses commonly observed in the utilities sector, aiming to adopt more sustainable and efficient practices while ensuring robust infrastructure security.

QUESTION 3

Which equipment consistently needs connectivity in a port use case?

A. baggage scanning system and IP phones

B. video surveillance and conveyors

C. auxiliary power systems and crane systems

D. scanners and digital signage

Correct Answer: B

In port use cases, maintaining continuous connectivity for equipment such as video surveillance and conveyors is essential. Video surveillance systems are crucial for security monitoring and safety throughout the port, while conveyors are integral to the operation of moving goods efficiently. Consistent connectivity ensures that these systems operate without interruption, which is vital for maintaining the flow of operations and security within the port environment. References:The answer aligns with common industrial practices in ports where the continuity of surveillance and conveyor operations are critical for daily activities.

QUESTION 4

Which wireless technology is ideal for a customer requiring a low cost of ownership and high control over networks and SLAs?

A. LoRaWAN

B. 5G

C. 4G

D. Cisco Ultra-Reliable Wireless Backhaul

Correct Answer: A

LoRaWAN (Long Range Wide Area Network) is ideal for customers requiring a low cost of ownership and high control over networks and Service Level Agreements (SLAs). This wireless technology offers low-power, wide-area network solutions that are cost-effective and provide deep penetration in dense urban or indoor environments. It allows for long-range communications at a low power which ensures extended battery life and minimal operational costs, making it suitable for a wide range of IoT applications. References:LoRaWAN\\'s benefits in terms of cost-effectiveness and network control are widely recognized in the IoT community, including in Cisco\\'s IoT and networking solutions.

QUESTION 5

What is a pillar in Cisco\\'s IoT strategy?

A. monitor the network

B. contain all threats

C. differentiate with security

D. expand IT relationships

Correct Answer: C

A key pillar in Cisco\\'s IoT strategy is to "differentiate with security." Cisco emphasizes the importance of integrating advanced security features into their IoT solutions to provide a distinct advantage over competitors. This approach not only ensures the protection of networked devices and data but also positions Cisco as a leader in secure IoT deployments. By prioritizing security, Cisco aims to address the significant concerns businesses have regarding the vulnerability of IoT systems. References:This answer reflects Cisco\\'s strategic emphasis on enhancing the security capabilities of their IoT offerings, as outlined in their IoT and security documentation.